Library
of the
University of Toronto

Digitized by the Internet Archive
in 2012 with funding from
University of Toronto

http://archive.org/details/cangrocerjulydec1921toro

CANADIAN GROCER

Members of The Association Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV. PUBLICATION OFFICE: COLLINGWOOD, ONT., JULY 8, 1921 No. 27

A SERVICE THAT COVERS THE DOMINION

From Halifax, Nova Scotia, to Victoria, British Columbia, reputable bottlers have secured bottling rights for

and are now serving the ever-increasing demand for these pure fruit beverages. Wherever Orange Kist, Lemon Kist and Lime Kist appear, they become tremendously popular with young and old. They must be good drinks to have attracted so many bottlers.

This is the season for big sales of Kist Drinks. Order now from your nearest bottler—it means quicker service and lower cost.

Sold in bottles or in syrup form for fountains.

Whelan and Fergusson, Halifax, N. S.
Amherst Mineral Water Co., Amherst, N. S.
Robilliard and Co., Montreal, Que.
Spring Water Bottling Works, Niagara Falls, Ont.
Hinds F. P. & Son, Orillia, Ont.
Cochrane Bottling Works, Cochrane, Ont.
Mack Mineral Springs, St. Catharines, Ont.
Cobalt Aerated Water Co., Cobalt, Ont.
Montgomery Mineral Water Co., Brantford, Ont.
Longfoot G. F. Stratford, Ont.
Thomas Brothers, Galt, Ont.
Silver Foam Bottling Works, Sudbury, Ont.
Daw and Peterson, Chatham, Ont.

Brown, J. D. Gravenhurst, Ont.
Robertson, Alex., Mount Forest, Ont.
Bishop and Pringle, Owen Sound, Ont.
Soo Falls Brewing Co., Sault Ste. Marie, Ont.
Royal Bottling Works, Fort Frances, Ont.
Kakabeka Falls Brewing Co., Ft. William, Ont.
E. L. Drewry, Limited, Winnipeg, Man.
Portage Soda Water Works, Portage La Prairie, Man.
Crown Bottling Works, Dauphin, Man.
Chippewa Water Co., Estevan, Sask.
Paschals Bottling Works, Yorkton, Sask.
Thompson Bottling Works, Moose Jaw, Sask.
Prince Albert Mineral Water Co., Prince Albert, Sask.

Swift Current Bottling Works, Swift Current, Sask.
Blue Label Bottling Co., Calgary, Alta.
Enterprise Brewing Co., Revelstoke, B.C.
Bowness Export Co., Cranbrook, B.C.
Fernie & Fort Steele Brewing Co., Fernie, B. C.
Nelson Brewing Co. Nelson, B. C.
A. McCulloch & Co. Vernon, B. C.
Henley, J. New Westminster, B.C.
Cross and Co., Vancouver, B. C.
Pioneer Bottling Works, Nanaimo, B. C.
Fairalls Limited, Victoria, B. C.

Bottled under the Authority of

CITRUS PRODUCTS COMPANY

WINNIPEG - MANITOBA

and cleans as it colors

As a test in your own home will prove to you, the well-known slogan we use in advertising Aladdin Dye Soap is based on an important truth.

It means much to all women when dyeing any garment to be able to start right in and dye it without having to wash it first.

Aladdin cleans and dyes at one and the same time—a strong talking point for this remarkable product.

CHANNELL LIMITED - TORONTO

Distributors for Aladdin Dye Soap
Manufacturers of O-Cedar Products

CLARK'S

Tomato Ketchup

Mr. Grocer, makes a good feature line at this season. During the warm months your Customers naturally eat more of the foods that are usually accompanied by a "relish". Suggest CLARK'S TOMATO KETCHUP to them. It means sales—and repeat orders.

CLARK'S SPAGHETTI

With Tomato Sauce and Cheese is another front line Seller. Deliciously prepared, cooked and put up in convenient and attractive containers it is one of the most popular "light meal" dishes.

See the CLARK list for "OTHER GOOD THINGS".

W. CLARK, Limited - MONTREAL

"TRUE FRUIT"

Syrups and Fountain Supplies

"TRUE FRUIT"
QUALITY LINES

Fountain Syrups
Crushed Fruits
Orangeade
Rochester Root Beer
Perfection Coolers
and complete fountain accessories.

Recognized as the leaders in their line for over thirty-five years, J. HUNGERFORD & SMITH'S Syrups and Fountain Supplies offer grocers and general merchants, who have found out the great profit in ice cream, an unusually high-grade line of fountain requisites.

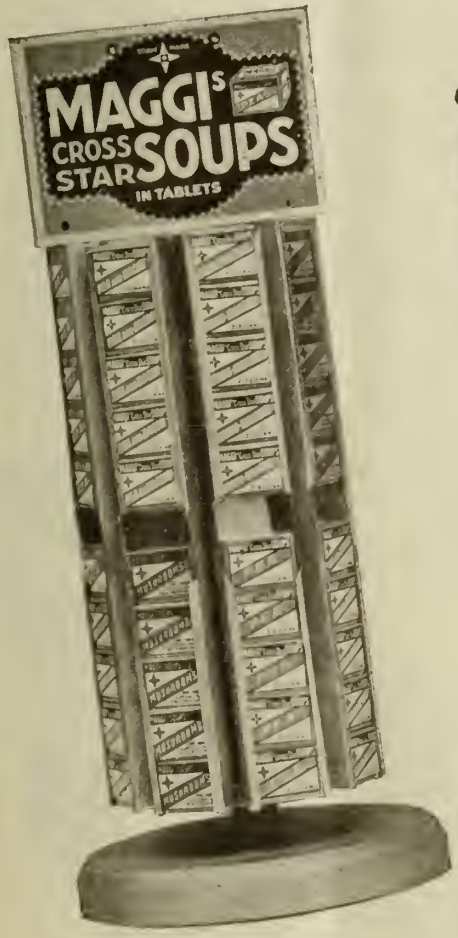
"TRUE FRUIT" FOUNTAIN SUPPLIES will make a name for your ice cream business and speedily increase your profits just as they have done for thousands of Canada's leading dispensers.

For complete satisfaction specify "TRUE FRUIT" brands.

THE J. HUNGERFORD SMITH COMPANY, LIMITED

Makers of "True Fruit" Soda Fountain Requisites

TORONTO, CANADA

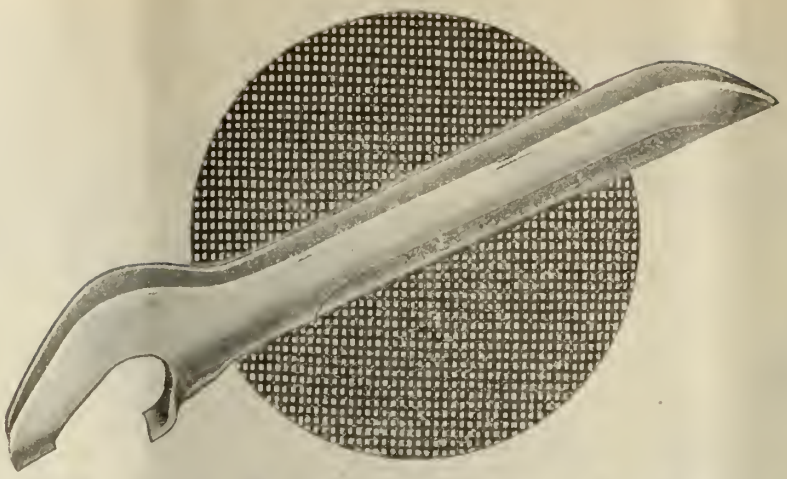


Langley, Harris & Company, Limited

Montreal TORONTO Winnipeg

Successors to Maclure & Langley Limited

Every Housewife Will Want One!



Retails for

5c

ANCHOR OPENER

"Removes the Cap without Mishap"

Fills a Long-felt Want

Here is a chance to sell your customers the handiest and most satisfactory opener ever made for removing caps from jars and tumblers sealed with "Anchor" and similiar caps.

You know that goods sealed with "Anchor Caps" are the best to handle. They don't leak and they don't spoil. Your customers like them, too, for this same reason. And they will like them all the more when they learn that these snug-fitting caps can now be lifted off in less time than it takes to tell it, by means of the "Anchor Opener." That is why you should have a supply of "Anchor Openers" on your counter.

The "Anchor Opener" fills a long-felt want. **Your customers will actually be grateful to you** for selling them this ingenious device that takes lids off **without fuss, muss or trouble.** Every "Anchor Opener" you sell makes a satisfied customer—and a satisfied customer is our best advertisement.

By displaying the handsome "Anchor" Carton on your counter you should sell an "Anchor Opener" to practically every customer, and many of these will pass the good word along to their friends.

Order a Display Carton of Anchor Openers for your counter

Packed three dozen in a handsome Counter Display Carton, $1.20 per Carton net to you. Selling price, 5 cents each. You make 60 cents on each carton—a profit of 50 per cent.

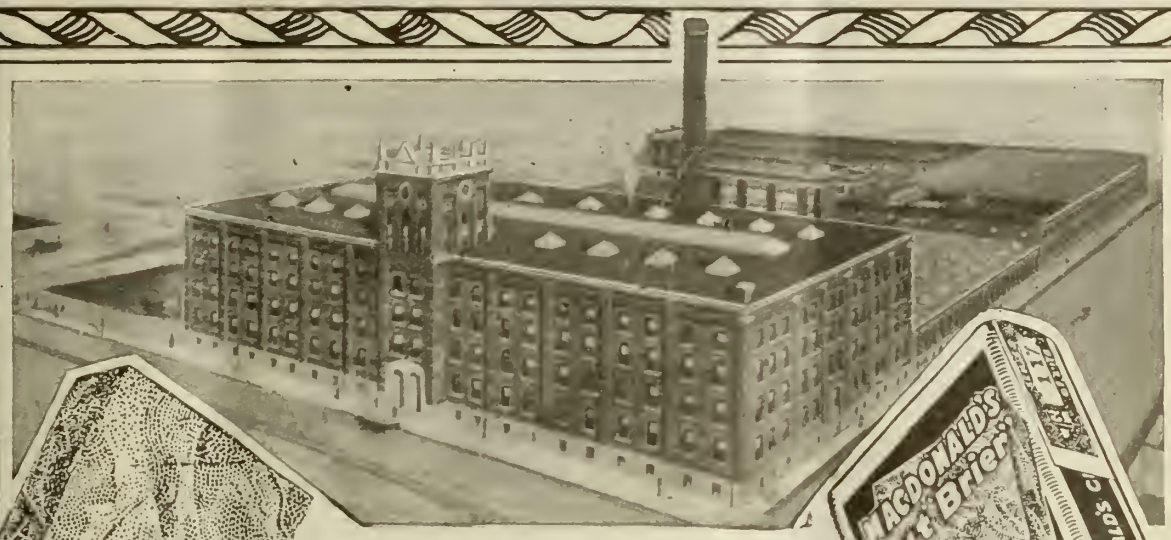
DON'T DELAY—SEND IN YOUR ORDER TO-DAY!

Anchor Cap & Closure Corporation

of Canada, Limited

WALLACE AVE. - - - TORONTO

THE ANCHOR OPENER MEANS PROFIT TO YOU —— GET BUSY!



A Steady Demand Growing Rapidly Greater

THE sales of Macdonald's Tobaccos are sure. For over sixty years Macdonald's has been the outstanding success in Canada. The sales of Macdonald's are profitable. Speedy turnover and generous profit margin have made them so.

Now, as a result of the present enormous advertising campaign, the demand for Macdonald's is greater than ever. Dependable as always is Macdonald's, but much quicker its turnover and much more profiitable its sales.

Don't lose your share of this bigger business.

The Tobacco with a heart

MACDONALD'S

Think About Your Oil Room

Think of the many minutes you lose in a day, handling gasoline and oil, minutes you could save by the use of up-to-date equipment.

Has each sale made actually paid you a profit, or have the profits gone glimmering, because of overmeasure, oil spilled or lost through leakage and evaporation and too much time spent in handling?

A

BOWSER
ESTABLISHED 1885

OIL STORAGE OUTFIT

will put your oil business on a clean profitable basis. It is leak and evaporation proof, accurate, convenient, absolutely clean and attractive and a great time saver. It will sell more oil with less effort. No loss of any kind. No odor.

LET US SEND YOU LITERATURE
PROVING OUR CLAIMS

S. F. BOWSER CO., LIMITED
66-68 Fraser Ave. - - - TORONTO, ONT.
Sales Offices in All Centres *Representatives*

Summer Opens up Some More Opportunities For Som-Mor Sales

Too hot to eat heavy food—

Your customers will gratefully accept your suggestion that they buy Som-Mor Biscuits.

They know the light, crisp, freshness of the biscuit in the striped package and appreciate its appetizing and nourishing qualities. Your suggestion will be all that is needed to make the sale.

Tie up with our consumer advertising by displaying the attractive striped packages prominently, and make the most of the opportunities for Som-Mor summer sales.

NORTH-WEST BISCUIT COMPANY LTD., - Edmonton, Alta.

Winnipeg Regina Calgary Vancouver
Moose Jaw Saskatoon Nelson Victoria

ORDER BY NAME

Order Stickney & Poor's Prepared Mustard Now!

This is the season for cold meats, salads, and sandwiches. This means Big Sales of

STICKNEY & POOR'S
PREPARED MUSTARD

Your customers will like this Mustard because of its purity, and fine flavor. When you order—be sure and say "Stickney & Poor's" to your jobber.

Your Co-operating servant,
MUSTARDPOT.

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

EUREKA REFRIGERATORS

are so built that a constant, positive circulation of cold, dry air is maintained. This feature fully covered by patents.

Your customers will appreciate the care you give to keep your perishables sweet and wholesome.
Don't repeat last summer's waste.
Get a Eureka.

Write for our new catalogue.

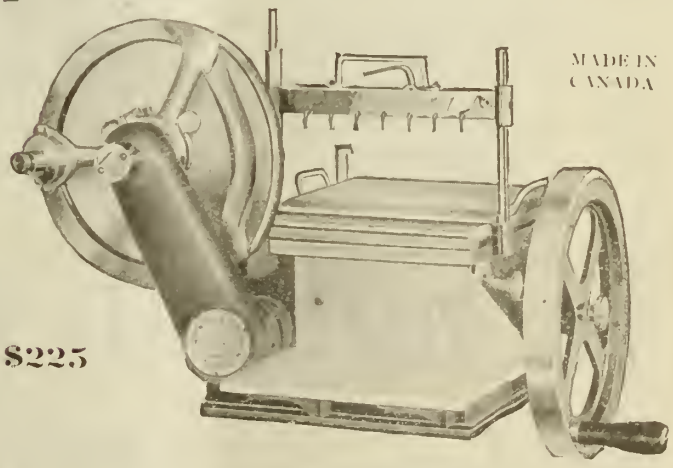
Eureka Refrigerator Co., Limited
Head Office: Owen Sound
Branches: Toronto, Montreal, Hamilton

Imperial Grain and Milling Co., Limited
VANCOUVER, B.C.

We are offering the best value in Rice on the Canadian market to-day.

THE "BEST BUY" IN THE SLICER MARKET

DOMINION SLICER



MADE IN CANADA

$225

Dominion Slicers have fewer working parts, are more easily cleaned and operated and are more sanitary than other machines. They do anything that other slicers will do and are much less expensive.

Dominion Slicers are made from the finest materials by skilled Canadians. They are the most efficient and most reasonably priced slicer made, and are guaranteed for one year.

WRITE FOR ILLUSTRATED BOOKLET

Dominion Slicer Corporation
110 Church St., Toronto

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY, EDMONTON, VANCOUVER

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

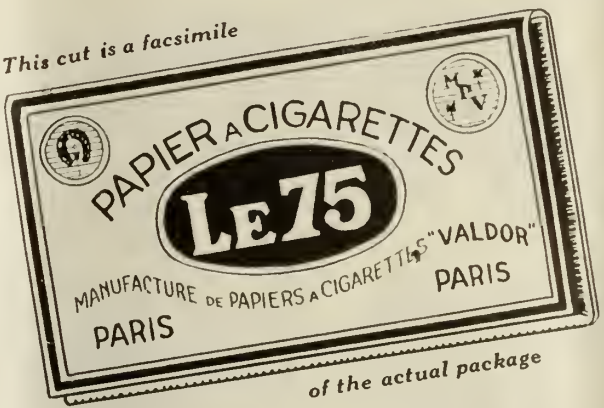
When Writing to Advertisers
Kindly Mention this Paper

LE 75 French Cigarette Papers

Finest Quality

A White Gummed Paper That Will Satisfy Your Trade

This cut is a facsimile



of the actual package

100 Leaves to Book
Automatic Doubles
50 Books to Box

Order to-day from your jobber

CANADIAN DISTRIBUTORS:

DONALD H. BAIN CO.

Wholesale Commission Merchants, Brokers and Importers

Head Office, WINNIPEG, MAN.

Branches:

SASKATOON REGINA CALGARY EDMONTON VANCOUVER MONTREAL LONDON, ENG

Standard Goods Win Abiding Trade

Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory — Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

WALLACE'S HERRINGS

Like Wallace's Salmon and Pilchards, Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Marketing Products in a "Big Way"

The house of "Scott-Bathgate" holds an 18 year old reputation for producing big results in the rich Western Provinces. — a reputation that you should investigate before you assign your product.

We'll place your product on the market for you in the same successful manner as we have done for Christie's Biscuits, Robertson's Confectionery and Hungerford and Smith's Fountain Supplies. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE

WINNIPEG, MAN.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
Fort William, Ont.

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East, Winnipeg

Sankey and Mason, 839 Beatty Street Vancouver

250 publications - dailies - weeklies and Farm Journals, advertise Gold Standard Tea. The Codville Co. Ltd.

7

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK & WRIGHT
WHOLESALE GROCERY BROKERS
28 Duke St. TORONTO.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

D. W. Clark & Sons
248 Avenue Road
TORONTO
Grocery Brokers and Commission Agents
We invite correspondence from Domestic or Foreign manufacturers who desire to secure proper distribution.

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
REPRESENTING
J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited, Vancouver; Harry Hall & Co., Vancouver, and others
Correspondence Solicited Agencies Wanted
LAING BUILDING, WINDSOR, ONT.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

WANTED
One or two good agencies in Food Products Give particulars in first letter. References furnished.
LAING & WATERS
28 Wellington St. E., Toronto

HAMBLIN-BRERETON CO., Limited
GROCERY and CONFECTIONERY
AGENTS and IMPORTERS
Toronto and Kitchener, Ont.
Winnipeg and Calgary

WE COVER OTTAWA DISTRICT
Let us demonstrate what we can do for your product in this rich territory. We are especially equiped to produce the results you are looking for
E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa

The CROWN *Trade-Mark*
on a bag of white beans is a guarantee of their uniform size and choice quality
Only the very finest hand-picked Canadian White Beans go into bags marked
CROWN BRAND
For your own protection insist upon having this line of known quality.
BRAND
G. T. MICKLE - Ridgetown, Ont.

AGENCIES

We are open to accept sole agencies for first class lines in connection with General Wholesale Groceries. We cover Nova Scotia. Our affiliated friends have branches in all parts of the world.

HOWARDS' LIMITED
Wholesale Grocers Import and Export
Dobrees' Wharves.... Dartmouth.... Nova Scotia.
Affiliated with Messrs. Samuel Dobree & Sons, London England

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

VICTOR A. LEMIEUX
Labrador Lobster in 1 (one) pound tin, guaranteed best quality on the market,
Write for Quotations.
Wholesale Dealer
631 CORISTINE BLDG., MONTREAL

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections.
18 Dalhousie Street, QUEBEC.

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 Place Royale, Montreal
Established 1876
Telephone Main 1581

When Writing to Advertisers Kindly Mention this Paper

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

MAPLE SUGAR
I solicit your orders for pure Maple Sugar. 35 years experience as wholesale dealer. Open for agencies of all kinds.
Agent for Messrs E. B. Eddy Co., Ltd., Hull; Gunns Ltd., Toronto; St.-Lawrence Starch Co., and several others.
Hardware Expert. Correspondence solicited if interested.
Warehouse capacity, 10,000 feet floor space. Best spot in town on Main Street.
JOS. EMOND
2 & 4 rue St.-Joseph, Quebec, P. Q.

Be Sure You Ask Your Jobber for
Dominion Spring Clothes Pins

Manufactured by
The J. H. Hanson Co., Ltd.
MONTREAL

B. & S. H. THOMPSON & CO.
LIMITED
Head MONTREAL Office
Agents for Canada for the HOMCO Products, including: Hard and Soft Soaps, Soap Chips, Salad Oils, Compound Lard, Castor Oils, Sanctuary Oil, etc.
ENQUIRIES INVITED

MANUFACTURERS!!
Do you want excellent storage and first-class distribution in OTTAWA and District
Our large Ottawa warehouse on the C. P. R. is larger than our usual stock demands. We are willing to carry goods in storage for a manufacturer, deliver or ship from Ottawa stock, and possibly take care of sales for Ottawa and and District.
If interested, get in touch with us at once.
J. B. HUNT
Manufacturer of High Grade Flour and Feed
BROAD ST., OTTAWA, ONT.

Canadian and British Made PRODUCTS

for the

Canadian Trade

Vanillin "BUSH"
Emulsions
Oil Vanilla
Pure Fruit Extracts
Butter Flavor

We guarantee the quality of all these lines.
Write us for quotations.

The W. J. Bush & Co. Canada, Ltd.
MONTREAL TORONTO WINNIPEG

Why You Should Feature KING GEORGE'S NAVY

will put your tobacco sales on a firm footing

And tobacco selling is a money-making line that every grocer should carefully consider.

People there are in every community who are "strong for a real, good Chewing Tobacco such as King George's Navy." They like the palate tickling goodness of King George's Navy. A first purchase brings them back for more and clinches their tobacco trade for the King George dealer.

Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

Help to Conserve the Nation's Health

All insects, to greater or less extent, are a menace to human well-being. Infant mortality—particularly in summer—is often directly traceable to this cause. Healthy citizens are a national asset. By recommending.

KEATING'S POWDER

you are actually perfroming a service of value to the whole community. No insect can live, once it comes into proper contact with KEATING'S. It is fatal to—

Flies	**Ants**	**Bugs**
Fleas	**Wasps**	**Cockroaches**
Mosquitos	**Beetles**	**Moths**

—but harmless to human or animal life. Every home needs KEATING'S. Keep your shelves well stocked.

Made by THOMAS KEATING, London, England. Established 1788

Sole Agents for Canada:

Harold F. Ritchie & Co., Limited

10 McCaul Street, Toronto

It has been brought to our attention that some houses connected with the grocery trade, are under the impression that Merchants Consolidated Limited sells only to a restricted list of retail merchants in Western Canada.

THIS IS NOT A FACT

Merchants Consolidated Limited sells groceries in wholesale quantities only to the legitimate trade in open competition with other jobbers. Further, Merchants Consolidated Limited, is selling and will continue to sell to any legitimate retail merchant in good standing, on its regular terms.

The purpose of this announcement is to correct any false impressions held by any firm or individual.

Merchants Consolidated Limited

Winnipeg - Toronto

C. A. MANN COMPANY

Strictly New Laid Eggs
Choice Creamery Butter
Fancy Dressed Poultry

Special Attention to Grocers' Orders.
Satisfaction Assured

LONDON, ONTARIO
PHONE 1577

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Quo

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

FIBER-GLASS DISPLAY COVERS

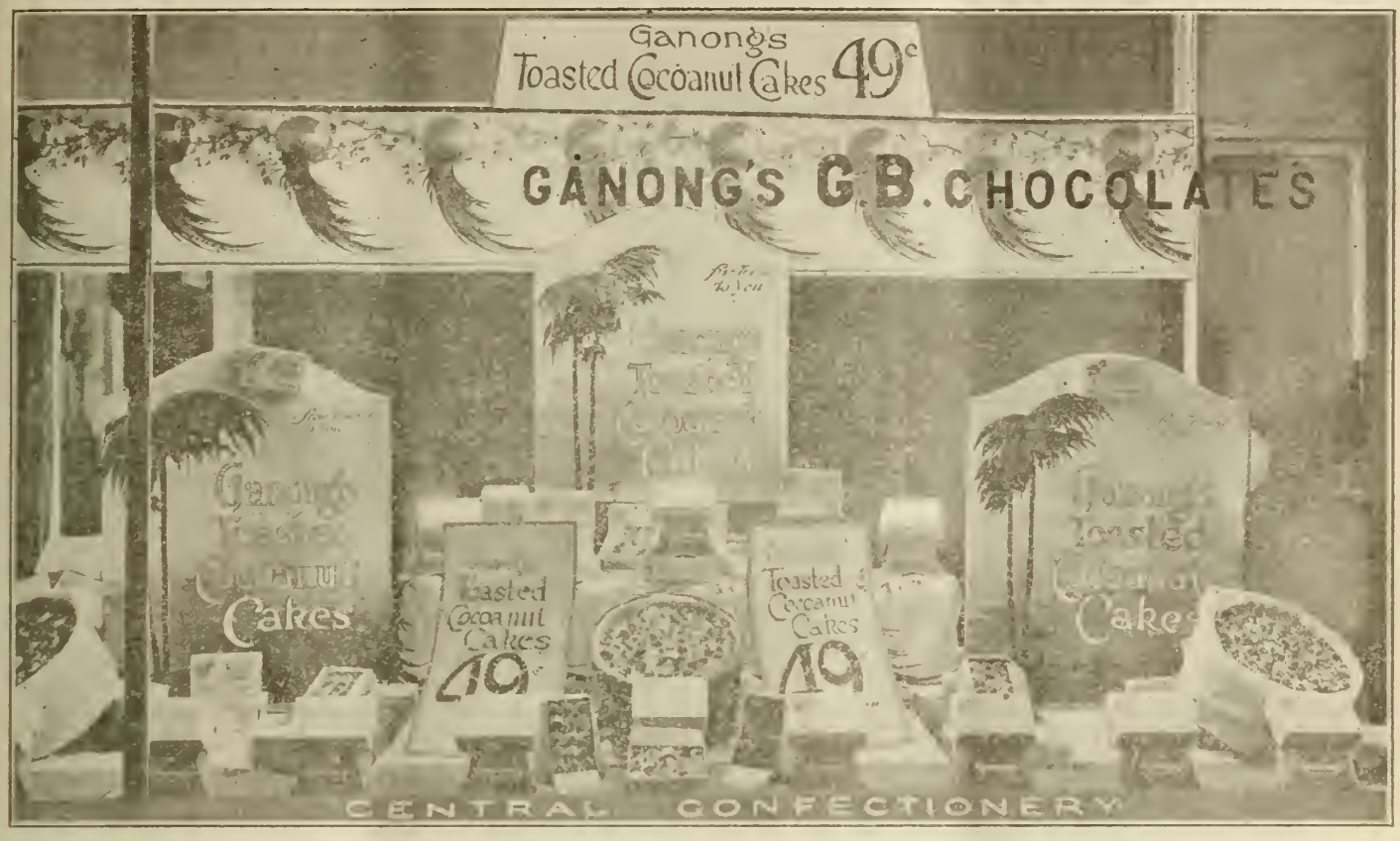
Will speed up sales of bulk lines and prevent evaporation and deterioration.

Manufactured by Fiber-Glass Food Cover Co., Chicago Ill.

Sole Distributors for Ontario

Eby-Blain Limited

Wholesale Grocers Toronto



A Very Effective Example of The "SINGLE IDEA" In Seasonable Display in a Montreal Store.

This Window Sold Over One Thousand Pounds

----*Figure The Profit Yourself*

OUR Ottawa Manager sent in a small photograph some time ago, showing a window display in a good location. It featured Cocoanut Cakes and sold 30 dozen 1-lb. packages and about 200 lbs. bulk during the week!

The display was not at all elaborate nor did it demand any particular outlay. But it pulled "like a dentist" on account of its sheer simplicity. The window display that exhibits a single idea is the most effective. The spectator gets a single impression that is compelling. The advertising high-brows call it "Fifth Avenue" selling, because it first proved its value on that famous street.

When Mr. Petrie, our Montreal Manager, got hold of the photograph, he decided to make a little experiment on his own account. So he arranged to put in the above display. When he heard from, over a thousand pounds of the Cocoanut Cakes had been sold!

A FRIENDLY rivalry between Mr. Louis Fournier, Ganong's Ottawa Manager and Mr. J. W. Petrie, Montreal Manager of the same firm, uncovered an enormous public appetite for that profitable summer specialty—Ganong's Toasted Cocoanut Cakes.

It also proved another important point—the simpler and more direct the window display, the quicker the buyer's reaction.

For any candy store seeking a warm weather specialty that sells at sight and turns "passers-by" into "comers-in," we suggest if not a full window display of Ganong's famous Toasted Cocoanut Cakes, at least a good counter display. A price card clearly marked adds the closing touch.

Ganong's Toasted Cocoanut Cakes

In 1-lb. Pkgs. 30c lb. **In 20-lb. Tubs 27c. lb.**

As the trade already knows and the buying public is quickly finding out, no one but Ganong's has yet discovered the secret of the crusty luscious freshness of these Cocoanut Cakes. We call them "cakes" because they are oven-baked like cakes, because of their crisp exterior and the moist freshness of the interior that lasts till eaten. Outside of ice cream and soft drinks, we know of nothing that appeals as strongly to the sluggish summer appetite.

You might mention to your store trade that Ganong's import their cocoanuts direct from Trinidad and shell them at St. Stephen. The nuts are still dripping in their own milk when grated, and the cakes are toasted to retain the full flavour.

They sell on sight and "repeat" on taste!

Don't let the season go by. Send your order in early for prompt service.

Ganong Brothers, Limited, St. Stephen, N. B.

Branch Offices: Halifax Montreal Ottawa Toronto Winnipeg Calgary
Sales Agents: St. John, N. B., Emery Bros. Quebec, Albert Dunn. Vancouver, Knowler & Macaulay

The Wild Carnival of High Prices is Over

The Printers' Unions of Toronto pay their dues and take their orders from their head office in the United States.

Some time ago they got instructions from their head office in Indianapolis, Ind., to demand shorter hours and more wages, and if these orders were not acceded to, to strike.

The Toronto Publishers and Employing Printers refused to grant these demands. So on June 1st, the Printers struck.

There is no use in the Toronto Printers, or any other body of men, blindly failing to realize that the wild carnival of High Prices is over.

If the members of the Printers' Union go out to buy boots to-day, they do not expect to pay more than they did a year ago.

They demand, and get, cheaper boots.

They are not willing to pay more for clothes, or foodstuffs, or any other commodity.

They expect to pay, and do pay, less.

And the public is not tolerant of any scheme or arrangement which is going to make its printing cost more. It is lower prices they are looking for. Why should printing costs advance, when prices of everything else are going down? That is why the Publishers and Employing Printers are resolutely and unalterably opposed to the granting of shorter hours and more pay, because it, of necessity, means dearer printing, and the public will not buy dearer printing.

That is why we are resisting and refusing to obey the mandate from the United States that the Local Printers demand more wages and shorter hours.

The Purchasing Agents' Association of Toronto at their meeting, held June 8th, 1921, passed the following resolution:

> "We endorse the attitude of the Toronto Typothetae in their efforts to prevent increased cost of printing and deplore the action of some Employing Printers in granting the Unions' demands, which, necessarily will result in an increased cost of production, when at this period economic conditions demand that production costs be lowered rather than increased."

The MacLean Publishing Company are fighting these unreasonable demands not only in the interests of their own business (and this includes the employees who are on strike) but in the interests of business conditions generally.

Good times and healthy business conditions cannot return unless we all do our part to get through the readjustment period in a sane and reasonable way.

THE MACLEAN PUBLISHING CO., LIMITED

TORONTO MONTREAL WINNIPEG VANCOUVER NEW YORK. BOSTON CHICAGO LONDON, ENG.

TRADE AND TECHNICAL NEWSPAPERS AND MAGAZINE PUBLISHERS

MACLEAN'S MAGAZINE
FARMER'S MAGAZINE
THE FINANCIAL POST
CANADIAN GROCER
HARDWARE & METAL
DRY GOODS REVIEW
MEN'S WEAR REVIEW
BOOKSELLER & STATIONER
DRUGGISTS' WEEKLY
CANADIAN MACHINERY
FOWER HOUSE
CANADIAN FOUNDRYMAN
MARINE ENGNEERING
SANITARY ENGINEER
PRINTER & PUBLISHER

CANADIAN MOTOR, TRACTOR AND IMPLEMENT TRADE JOURNAL.

KEEP UP YOUR STANDARDS

Have you ever noticed how much your attitude towards your business plays in its success? If you think good times, you will show it in your face, most likely, and display it in your actions.

It's a great thing, don't you think, to show your customers your quality, and, do you know, you do this best by the character of the goods you sell. High class articles go well with a cheerful disposition and a desire to serve.

Your customers have known for years the quality of RED ROSE TEA. They naturally look for it in your store. The sight of it there makes them say to themselves: "This grocer knows a good tea," and it follows that you must be selling other good things, too.

Don't be tempted, when so many poor teas may be had for a song, to cater to a cheap trade and lower your standards. Your success in the long run depends on more than an extra cent's profit. It is based on a continued and satisfied customer gained and held through such quality lines as RED ROSE TEA.

T. H. ESTABROOKS CO., LIMITED

St. John Montreal Toronto Winnipeg
Calgary Edmonton

"DOMINION" BRAND TOMATO SOUP

Delicious, Appetizing All Canadian Made

Here, fellow citizens, is an all Canadian Tomato Soup which, to say the very least, is the equal to any imported soup.

Dominion Brand Tomato Soup is made the best we know how. You simply can not make better soup. It has color and body and flavor—such flavor—and honest to goodness appetizing flavor that makes friends for life after one trial.

Stock it, Display it, Sell it.

Wholesalers ! Fall Orders Should be Placed Now.

DOMINION CANNERS Limited

Hamilton, Ontario

The Safest Brand to Recommend

Keen's Oxford Blue

Canadian housewives have faith in Keen's Oxford Blue. They know that today it still leads in quality and dependability just as it did in their grandmothers' day. Just say "Keen's" to your customer—it's the best brand to handle and recommend.

Magor, Son & Company, Limited

191 St. Paul St. West, MONTREAL 23 Scott Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

Wisdom is the better part of Trading

"Satisfaction to your Customers spells Profit to Yourself"

Furthermore you cannot gain profit unless you DO satisfy your customers, for they are the source of your trade.

"SALADA"

is the PERSONAL CHOICE of the great majority of tea-drinkers. No one is forced to drink any particular tea, there is a wide choice and the majority choose "Salada." Is it not wisdom, therefore, to satisfy the majority? for what pleases them will satisfy all.

RECOMMEND ICED SALADA TEA

CANADIAN GROCER

VOL. XXXV. COLLINGWOOD, JULY 8, 1921 No. 27

Maintaining Volume of a Business

Frank Stockdale, Recognized Expert On Merchandising, Tells Toronto Retailers How To Face Present Day Conditions—Tips On Buying, Selling, Advertising And Display Featured. "Let Goods Be Stolen and Sold," He Said

Many Points of interest to the retail merchant, no matter in what line of business he may be engaged, were brought out by Frank Stockdale, conductor of the Retail Merchants' Institute, Chicago, and formerly chief of the Lecture Bureau of the Associated Advertising Clubs of the World, in addressing a body of retail merchants in convention in Toronto, but the greatest enthusiasm, perhaps, was occasioned when the speaker dwelt for some time on the advantages of display. A catchphrase that caught the popular fancy was his admonition to "buy in cold blood and sell with enthusiasm." Some retailers, added Mr. Stockdale, got their wires crossed at times. They bought with enthusiasm and sold in cold blood. This policy, he pointed out, could not fail to be disastrous. Mr. Stockdale discussed in detail the subject, "Meeting Present-Day Conditions in Merchandising," his address, which should be read and studied by every man in business today, being in part as follows:

Avoid Jealous Competition

"There is so much legislation being proposed and passed nowadays that it is timely to refer to it in passing. We all know that the man in good health does not appreciate his health. So the merchant does not appreciate his freedom from legislative annoyance until he feels the string of adverse legislation. In this connection, too, I might say that the most unfortunate thing that can happen to a merchant is for him to get into jealous competition with his opposition. Bitterness in business should not be allowed to exist. Get acquainted with the other fellow and you'll find he's not such a bad fellow, after all. He will also find that you are not such a bad fellow, after all. Think well of the other fellow and let him see it, and there's no doubt but that he'll think well of you. In these times the retailer is losing a good deal of business to department stores. The chain store, too, is taking quite a bit of trade. The chain-store man gets along O.K. and because he is winning out his methods are all wrong. If he were losing out, he and his methods would be all right.

Day of Organized Effort

"This is asuredly the day of organized effort. The man who does not work along organized lines has small chance to succeed. Half the failnres in the retail business today would be wiped out if retailers would get into their minds that a surplus in the bank is the greatest bulwark a merchant can have. The same thing applies to the association with a surplus. One idea is sometimes of more value than all the efforts of all men for centuries. Hustle, it must be remembered, is in the head and not in the feet. The man who really outthinks his competitor is the one who is winning out. But organizatin is needed as a backing. The idea market is the one to go to now when a man is staying in business on his merits. During the war a man stayed in business because he happened to be there. At the present time he is in business because he is a good merchant. Supposing, for a moment you have merchandise and I have a dollar. I go to you and hand over my dollar for some of your goods. You are glad to hand over some of your goods for my dollar. In the end you have the dollar, but not the goods, while I have the goods, but not the dollar. But supposing you have an idea and I have an idea. We meet. You give me your idea and I give you mine. We each have two ideas where each of us had but one.

"Now for a brief analysis of the retailer's position: Three things are to be taken into consideration. They are:

"1. Buying.
"2. Selling.
"3. Control.

"The second of these I would subdivide as follows:

"1. Display.
"2. Advertising.
"3. Personal Selling.

"The third I would also put into three classes:

"1. Cash.
"2. Help.
"3. Stock.

Art of Buying And Selling

"Now, It depends on how you do these things how many customers come in and come back. John Wanamaker and Marshall Field still hang on because they have mastered the policy of giving satisfaction. As a rule, customers are not interested in details. You are really compelled to find out what your customer's idea of satisfaction is and then find out how to give this. The average retail merchant is where he is in his business today more because of the bigness of the job, than because of the littleness of the man. It is true that we lack organization in our stores, in our towns, in our provinces, in the Dominion. We must start with organization in the store.

"Now I am almost prepared to wager that many men here today are much better buyers than they are sellers. It is true that some are better sellers than buyers, but very few of us combine these two in a high degree. There are not very many of us who can both buy well and sell well. The average retailer carries just about twice as much stock as he should, to take care of the business he is doing. When he does this he cripples himself, puts shackles on his feet and a load on his shoulders. My advice would be to always buy in cold blood and sell with enthusiam. Quite often the retailer gets his wires crossed and buys with enthusiasm and sells in cold blood. What the merchant should do is analyze and plan in cold blood. Train yourself to lay out your plans and you will always do it in a cold, calculating manner. Your successful competitors are doing this. The best thing a travelling salesman can do is to get a man buying on a right basis. Such a man will sell the institution behind him.

Cost of Doing Business

"Again, the man who conducts a small store on a big store basis is bucking a game he cannot successfully meet. As for the small man who buys direct, I may say that he will in the end pay the manufacturer a good deal more than he does the wholesaler. Remember, also, that the big money is not made on the things you buy for fifty cents and sell

(Continued on Page 37).

No Heavy Movement of Sugar is Reported But Price is Firm at Recent Decline

Manufacturers who are large users of sugar at this time are pretty well supplied with considerable carry-over of finished and semi-finished products and their demand for sugar is comparatively light.

IN spite of the fact that the season for the largest consumption of sugar is at hand, there has been no heavy movement from refiners, according to reports Certain manufacturers who are usually large users of sugar at this time, find themselves with coniderable carryover of finished and semi-finished products, and their wants therefore are comparatively light.

Refiners have again resumed operation after being closed for some weeks, during which time there has been a reduction of stocks, indicating that there has been some business passing. There has been no further decline since June 25, and there is reason to believe that all refiners are holding firm to the basis of $8.75 per hundred., Montreal. So far as can be learned the jobbers' selling price is being generally mantained in accordance with the Quebec convention. It would therefore seem to be the interest of the entire trade, both wholesale and retail that prices should be held steady, thus eliminating the distrust that has prevailed for so long.

The raw market has maintained a quiet, steady to firm basis, with some advances recorded principally on full duty sugars which sold recently at 2½ and then 2⅝ c.i.f. New York, including 2,000 bags San Domingos due to arrive and 1,500 bags Surinams at the latter figure, also a sale of 600 tons Porto Ricos for July and August shipment at 4⅛ cents to New Orleans. Since then 5,000 tons Porto Ricos sold to a New York refiner at 4 cents, at which price the market stands steady to firm.

Rainy weather still continues in Cuba and there now remains only 15 central factories in operation. Factories which have ceased working lately, closed with a production less than estimated for the season, and in some cases less than the production for the two previous years.

Shippers of West India sugars are still firm with their ideas, and we are informed that business with Jamaica is practically impossible as they appear to be doing better in the United Kingdom markets than possible in Canada.

Prices of Better Grade Brooms Are Holding Up

Quotations on corn for broom manufacturing are still at fairly high levels—indications so far point to a decreased acreage—a great many prices are being quoted on the poorer grades of brooms.

There is a steady demand for brooms, but not quite so heavy as last year nor for some years past. Like other commodities, everyone has been reducing their stocks to as low a point as possible. Manufacturers are also reducing their stocks so as not to get caught with high priced stock, should the new crop be cheaper. The new crop, however, will not be ready for the market until well into the month of November, and with present conditions, holding prices up, due to the limited quantity of good broom corn available, there cannot be expected to be much change before the end of the year.

"Prices are holding up on the better grades," stated M. S. Snyder of the Waterloo Broom and Brush Company, Ltd., Waterloo, Ont., to Canadian Grocer. "In the poorer grades all kinds of prices are being quoted, but we find, if we want corn that will make even a good looking cheap broom, we have to pay a fair price for it. What the acreage or tonnage of the new crop will be, no one can correctly foretell at this time, but reports thus far indicate a decreased acreage in nearly all districts. However since broom corn can be planted in some districts as late as July 1 to 15, there may be some changes in the situation by the time planting is entirely over. The matter of tonnage cannot be estimated for another few months. About September 15 or October 1 usually reveal the situation pretty correctly so far as tonnage is concerned."

"The price of the new crop will no doubt be governed very largely in the first place by demand, and also by the prices prevailing for other farm products," continued Mr. Snyder. "There does not appear to be any heavy carry over, of really choice corn from last year's crop, but even this report may be proved to be entirely incorrect, for if opening prices on new crop should be low, there will no doubt be a great rush to unload what corn has been carried over. Practically everything depends as to what kind of weather they will have from now until the time the broom crop is harvested."

Prize Winners In Winnipeg Travellers' Parade

The prize winners in the commercial travellers industrial parade on Saturday, July 2, have been announced, the judges giving credit specially to the exhibitors in the industrial class for the care and expense that they had given to their exhibits.

The following are the winners in the four sections:

Industrial—Dominion Rubber company, first prize. Bathing girls. This float also won second prize in the sporting class. Second prize, Hudson's Bay company—a float representing a York boat. Third prize, Institute of the Blind—exhibit of brooms manufactured by the inmates.

Sporting—First prize, Manitoba Curling Association—a huge curling stone, $335. Second prize, Dominion Rubber company—bathing girls, $15.

Automobile—First prize, Western Canada Motors—Packard bride's car, 50 gallons electro gasoline. Second prize, Western Canada Motors—decorated Studebaker.

Comic—First prize, D. F. Reid—cheese of police, and Ben Watson, hooteh inspector, $25. Second prize, hoboes' band $15.

The gorilla police collected $84 in the course of the parade in "fines." The money is being given to the Knowles' Home for Boys.

CO-OPERATIVE STORE MANAGER IN DIFFICULTIES

Hamilton, July 4.—A warrant has been issued for the arrest of Manager Pritchett of the Georgetown and Glen Williams Co-operative Society. The case was heard at Oakville, before Magistrate Shields, and the charge was that of issuing a false financial statement.

Frank's Grocery has changed location from Nicholas Street, to 791 Bank Street, Bank and Third Ave., Ottawa.

READER'S NOTICE

Regarding

CHANGE OF ADDRESS

A Request For Change of Address must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this advance notice. Be sure to give your old address as well as the new one.

Another Grocer Who Believes a Gasoline Tank Helps Sale of Groceries

W. W. Templeman, North River, Ont. states that since he has installed a gasoline tank, a number of automobile owners now buy groceries from him, whereas before they went elsewhere for them.

W. W. Templeman, North River, Ont. is another grocer who believes that a gasoline tank is profitable investment. Mr. Templeman has a fine general store, situated in the north country, six miles from Coldwater, in the township of Matchadach. It is a thriving farming community. Since the installation of the tank, Mr. Templeman has done a large trade in gasoline. But as Mr. Templeman pointed out, the other day to a Canadian Grocer representative, it is not only the sale of gasoline that has been helped by the installation of the tank, but the fact that people come here for their gasoline, has meant more sales of groceries. "Since I put in the tank," Mr. Templeman remarked, "a great many farmers who formerly went to town for their weekly supplies of groceries are buying them from me. While the profit on sales of gasoline are small, the fact that I am selling more groceries makes the investment in the tank well worth while."

Makes the Store Attractive

Mr. Templeman has a general store that is worthy of a much larger place than this little country centre of North River. It is a spacious building, well kept, and well equipped with proper facilities for rendering the best possible service to his trade. Mr. Templeman has seen the profitable results that have resulted for making his sore as attractive , as it is possible for him to do. He has two windows and even in country, he states, that these can be used to advantage for display purposes, and can assist materially in the selling of goods. Everything that tends to promote trade and increase his turnover Mr. Templeman is keen to adopt.

Cheese Cutter is Invalnable

He has a cheese cutter that has been invaluable to him, in the way of increasing sales. In fact he states that a glass enclosed cutter is the only way to sell cheese, and he would not go back to the way again for anything. The cheese is kept at all times in first-class condition. The case enclosing it, stands on the counter in a conspicuous place and this too, Mr. Templeman claims, is an important factor in the way of sales.

Mr. Templeman is doing a business of about thirty thousand dollars annually, averaging about $2,500 per month. He pays particular attention to the matter of turnover, and endeavors to turn his stock once in every month and a half. Quick turnovers, he realizes constitute the best method of profitably constructive business. In the readjustment that has taken place in values, it has been Mr. Templeman's policy to follow the market downward, to take his losses as soon as possible, and to give his customers the benefit of declining markets. Following this plan he got back normal quicker than the fellow who continued to sell his goods at the old prices, and was slow to take his losses.

MESSINA LEMONS DIRECT FROM ITALY ARRIVE AT MONTREAL

Montreal.—The S. S. Canadian Miller, of the Canadian Government Merchant Marine service, arrived in Montreal early last week with a cargo of Messina lemons direct from Italy. This marks practically the opening of Montreal as a point of distribution for fruit for the Dominion of Canada. Although there was a full cargo of fruit, only 600 crates were consigned to Montreal and the rest were billed for dealers west of here as far as Brandon, Man. One dealer stated that this undertaking so far, has proved satisfactory and may mean that Canada will be more independent in the future as far as the fruit exchange is concerned. At the time of the arrival of these lemons prices are soaring. California lemons are almost done, and within two days the price went from $9 per case to $11 with every indication that it will go higher with a scarcity of lemons.

LIVE RETAILER NOW A CLOSE RADER OF TRADE PUBLICATION

"How many of you read a trade publication regularly?" asked Mr. Stockdale, and like a flash , all hands shot skywards.

"That's good," said the speaker. "You will get in your trade publication a lot of things you cannot get anywhere else. If followed carefully, a good trade publication should be a decided asset. I want to congratulate you on being such good readers of trade publications.

New Goods Column

Grape O-Phos is a new product being placed on the Ontario market. It is manufactured by the Grap-O Phos Company, Limited, of Toronto. It is a summer beverage made from grapes. The drink is made by putting a teaspoontul of Grap-O-Phos in a glass of water with sugar added. The company also manufactures fonntain syrups for fountain use. The president of the company is W. J. Ruth, and G. Holden of Vancouver is the managing director. Grap-O-Phos has been manufactured in Vancouver for some time.

The National Cash Register Company have designed a new cash register. The new machine is called "Class 1100". It is built in several different models, adapted for use in varied lines of business. At each operation of the register, a receipt is printed and issued. This receipt shows the merchant's name and address, the amount and number of the transaction, and the date. It is a lower priced machine, the manufacturers pionting out that it is designed to sell to merchants starting in business who perhaps cannot afford or do not wish to invest a large amount of money in a cash register, such as the standard models.

HAVE YOU HEARD THESE

(Being, on this occasion, advertisements and signs found at various times in various newspapers and places, and which were funny without the authors' intent.)

Wanted: Real estate broker, desires partner, automobile preferred.

Middle aged man of no habits wishes position.

First-class ready to wear saleslady wanted.

$250 buys a late model—This car won't last over a day.

Annual sale now on. Don't go elsewhere to be cheated. Come in here.

Wanted: room, by two gentlemen about thirty feet long and twenty feet broad.

Brown the furrier begs to announce that he will make up cloaks, caps, etc. for ladies out of their skins.

Bulldog for sale; will eat anything; very fond of children.

Wanted a boy who can open oysters with reference.

Bella Meads Sweats in the Corner Drug Store..

Clothes pressed while you wait.. Please don't stand in the doorway.

Sign on a Restaurant: Closed. Gone home to dinner.

Sign on Butcher Shop: I butcher myself every Saturday.

In a music shop: "Keep your eye on the girl you love" and thirty others.

Wanted, a boy to be partly outside and partly behind the counter.

Providing Unique Service to Farmers in District

Grocer in Humberstone, Ont., goes after business with automobile fitted as a grocery store—covers farmers in all directions within a radius of ten miles—started with serving cottagers on Lake Erie, but extends operations to take in rural sections.

Going after business with an automobile fitted as a grocery, moving here, there and everywhere in the country surrounding Humberstone, Ont., G. E. White of this place is building a trade that is increasing revenue in the most gratfying manner. Covering a radius of ten miles on all sides of the town, the patronage extended to this moving grocery store, has exceeded all expectations.

Takes Well With Rural Sections

Mr. White has a grocery store in Humberstone, and it is just a year ago this summer that he first conceived the idea of serving the summer residents along Lake Erie, in this novel manner. Having been encouraged with the results of his first venture, he extended operations to the rural sections, and now the farms in all the surrounding country are vsiited, and the whole system of calls is working smoothly. The regular schedule that Mr. White has outlined is bringing increased business all the time. Each morning Mr. White starts out, covering a different section each day, and giving the people of the district a weekly service that is very much appreciated. Mr. Whitte adheres closely to his schedule of calls, so that people always know just when he is likely to turn up, and they can depend upon a certain time in which to give their orders, and they know pretty accurately just when the same will be delivered. Mr. White uses a large Maxwell car.

Carries Stock With Him

The car is fitted with a number of cupboard like compartments, on both sides, with space down the centre for moving about. A full stock of goods is carried, and the assortment of course is such as to please the most fastidious. Everything that can be purchased in the store can be bought from this car, and Mr. White pays particular attention to his stock, assuring his trade of his desire to get them what they want in the way of groceries, and if he happens not to have the particular goods requested, he gets it for the customer, and the same is delivered on the next trip. In calling on the farmers, he also makes a practice of accepting farm produce in exchange for groceries. In the summer months, in addition to carrying the staple lines, he carries fresh fruits in season, ice cream and other seasonable lines that take well with the public in the hot weather.

Appreciate the Service

The service to the summer cottagers along Lake Erie is much appreciated by them, and it is the accomodation that has meant so much in the growth of Mr. White's trade. One satisfied customer has told another, and so the business has grown. The fact too that farmers can get groceries delivered right to their door has intluenced a good many customers to place their orders or to buy direct from the travelling car. In the busy hot days, when farmers are in the thick of the harvest, it is frequently impossible to make a trip to town for supplies. Mr. White realized this and the solution of this problem of the busy farmer's wife, is found in the trips that he makes daily into the country.

Requires a Second Truck

This motor grocery trade of Mr. White's has grown to such a degree that this summer, in order to handle the beach trade, it was necessary to add another truck to look after the summer residents. The ditficulty appeared to be one of getting the right man to handle this business, Mr. White having looked after the farmers' trade in the daily trips ont through the country.

"My car is really bringing the biggest share of my trade," Mr. White told a representative of Canadian Grocer the other day. While Mr. White has a clean, bright, attractive little store, it is chiefly patronized by the townspeople, the farmers giving their trade largely to the car.

Where Equipment Improves the Service And Has Meant A Great Deal In Building And Increasing Trade

Interior view of the store of Adams Bros., Lindsay Ont. Dust proof pivoted bins, computing scales, credit register, biscuit cabinet and other accessories have had a great deal to do with building up the business of this firm by enabling them to give a better service to the customer increasing the turnover and cutting down waste which naturally means lower overhead expense.

Stray Thoughts on Present Conditions

Goods are worth present value and no more—government officials make the statement that "grocers are the poorest of business men," claiming that they take earnings so inadequate that few of them make anything.

By Henry Johnston, Jr.

I am not going to talk about the war, "optimism" or "Inspiration"; unless, indeed, it be the continual war of business—for. "business. is. war" as the famous "Iron Woman" said—and for the rest, I hope to put down homely common sense, perhaps a little logical "respiration." I say this because In so many gatherings and conventions I get such blasts of super-heated atmosphere which gets us nothing in particular, and I am heartily sick of it all.

Some months ago a government official made an investigation of our business and concluded from what he found that "Grocers are the poorest of business men." He showed how not only have we not followed prices up but that we take earnings so inadequate that few of us make anything. His story was copied far and wide and was eagerly devoured as a sort of justification of the grocer. Why did it not rather make us hang our heads in shame that he should be relating the truth about us? We are poor business men; but let us not brag about it! Let us rather seek the reasons and determine to improve. Let us remember, too, that facts are pitiless and unforgiving. We may cry "unfair", but so long as we cannot cry "untrue" it is up to us to win inside the rules of our calling. Let us, then, face issues.

Goods Worth Present Value—No More

The manufacturer of an advertised chocolate has priced his goods on the decline so the grocer's cost is 35½ cents the pound tin. The highest price reached during the war was around 41c. Certain other similar goods cost the grocer 50 cents to-day. Both are sold at 60c. and sales are reported as "slow" Of course, they are! One is slow because it pays the grocer only 16 2-3 per cent gross. The other because the grocer tries to get the impossible margin of 40 per cent. One grocer says, in palliation, "perhaps what I have, cost me more than to-day's price." If it did, then he bought too much, of with bad judgment. In either case, market must rule or sales cannot result.

For justification of my contention let me say that the commonest experience I had during the years 1918 and 1919 was for grocers to ask me whether market values should rule, or actual cost. I replied "market value". And every time I did that, I was applauded vigorously. More than a year ago a United States judge ruled that a grocer was entitled to market value as his basis of figuring "because he is just as much entitled to profit by enhanced values in his goods as anybody else". That, too, was heartily approved. But if you say the same thing to-day, you will have applause greet you. No: you will have silence so thick you might cut it!

Result is that grocers everywhere are losing sales to department stores and chains. They are playing right into the hands of those who are more wakeful to business rules than ourselves.

Glance at the Department Store

Look at the department store. Do you shy off and cry "unfair competition" and otherwise play the baby act! Just face department store is heer and heer to condtions. For it is a condition that the stay. Note, too, that it succeeds almost universally, while grocers succeed only five per cent worth-meaning that five in one hundred are money makers. Yet the average department store expense is around twenty seven per cent while that of the grocer is around sixteen—ten to eleven handicap on the department store. How, then, does the department store man succeed so universally? Three vital reasons:

He knows how to figure.
He faces facts and does figure.
He sells goods.

Per contra:

The grocer does not know how to figure; he dodges facts: he does not sell—he only buys!

Knowing the fatality of being out fo line on any staple article, or on any article not exclusively controlled, the department store keeps "shoppers' busy all the time. These are women—from three to a dozen in a store force whose sole business it is to buy competitors' goods and bring them in for comparison. This close observation is carried to the finest point admitted by each department manager's knowledge and skill, and remember we are talking of the best trained retailers there are.

You may be "right" on sugar, flour and butter, but if your customer is asked 60 cents by you for a tin of chocolate and knows the department man has it advertised regularly for 50 cents, you are apt to find that such irregularities are fatal. Better sell at 50 cents, getting full 29 per cent on the sale—and getting it often on a rapid turn—and keep your customer's confidence, rather than keep it indefinitely on your shelves, earning you little or nothing and losing your trade.

The FACT is that this kind of merchandising PAYS and the other DOES NOT PAY. Look again at the department store. Study the antecedents of any of the them and you will find they began small—"came into this town with a pack on his back," is the usual story. Those men have had no special privilege. They have just worked hard, taking the rules as they found them; and they are rich now. The way is open to any grocer if he will but follow it.

Again, it is only practicing the same rules as you approved when merchandise was on the advancing line— and it's a poor rule that does not work both ways!

A Horrible Example

One grocer in a large city does a prosperous meat business, keeping good meats and getting good prices for them. At the peak of the rise in prices he sold a certain can of pineapple for 60 cents. Months afterwards his price remained 60 cents, though his neighboring chain units were getting 39 cents for the identical brand and size. When he learned this fact, he made his price 50 cents. Can you beat that for future folly?

At 60 cents, when the market was high, he was getting a legitimate price. To-day at 50 cents he s a flagrant profiteer, considering replacement value. Who will be to blame if he keeps his stock and the chain store steals a lot of his profitable business? I leave it to you.

Let us draw an example from recent history. The tragic consequences entailed by the poor merchandising of our surplus ships holds a striking lesson for every grocer. When the war ended the British government had many ships it did not need. Those ships had cost outrageous prices, but that "nation of shrewd shopkeepers" knew that cost could not be realized and, like all good traders, they also knew it was the best business to take their loss quickly and start over without false values on their books. So they priced them at $100 the ton, regardless of the fact that they had paid $250. Rapidly they got rid of the surplus—and everybody was satsfied.

Our shipping board was like a lot of grocers, feeling that they "could not sell" at such figures. They priced our ships at $220, came down to $200, then $175. They lagged behind real values and sold few ships. Such as were sold

(Continued on Page 28).

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER

VOL. XXXV. COLLINGWOOD, JULY 8, 1921 No. 27

EFFECTIVE WINDOW DISPLAYS

THE importance of window displays is everywhere admitted by progressive merchants, and all are of the opinion that window displays go hand in hand with newspaper advertising in the successful merchandising of goods. The show window is a great silent salesman, often selling more goods than a staff of highly trained clerks. It reminds the great buying public of its necessities, and keeps people informed with new suggestions and prices. A good window is inexpensive and effective in promoting sales.

The well dressed window is the merchant's point of contract with the public. It reflects the policy and personality of the business. Effective advertising and show window displays are the eyes of your store. Careless, ill-arranged window displays are fatal to business. Attractive window dsplays have become a necessity. The inclination to buy is aroused in the customer's mind, not his pocket books.

It is up to the grocer to make the most of his windows. Every opportunity for the displays of seasonable lines should be taken advantage of. The value of a good display has been proved time and time again, and constitutes one of the big factors in stimulating and increasing sales.

* * *

THE POSTMAN, THE DELIVERY BOY

THE problem of delivery is one that gives the grocer a good deal of concern, but the merchants of Los Angeles, California, have found the solution of the difficulty, and henceforth the postman is to become the grocer's delivery boy. It appears that the experiment has proved to be a success in St. Paul, Minnesota. Under this system all merchandise will be delivered by parcel post. The post office installs depots in various localities for the assembling and distributing of parcels in the familiar mail way. According to reports from St. Paul, this plan has proved a real boon to the grocery trade, and likewise to the houswife. The latter knows that her order must be in at a certain hour, and also the time at which her goods will arrive.

It has proved to be a real economy to the grocery trade and the entire community has benefitted by the experiment. Such a plan has not been considered in this country, but undoubtedly retail merchants in Canada will follow with interest the working out of the plan, as it is gradually adopted in the United States. Anything that will result in economy for the retail merchant in the matter of delivery as well as give real service to the public, will meet with approval by merchants generally.

* * *

GOOD ADVERTISING

Most dealers think of their advertising as something that they must do in their own behalf and overlook the fact that store news is something people are entitled to, to justify their continued trade.

Next to good store service nothing benefits customers so much as good advertising. When it expresses the definite convictions of the dealer it multiplies his usefulness. That is the reason good advertising pays. It multiplies opportunities of service.

One grocer who at every opportunity denounces the practice attempts to compromise with the evil by stipulating that his "advertised bargains" can only be secured along with an order. It is very doubtful if this plan succeeds, since two other grocers within a block of him play "follow the leader" on every move he makes. No one is any further ahead. The public laugh to themselves at this wholesale cut-throat business, and distrust in the fairness of the general grocery price is bred in the minds of those who are carefully watching for the high cost of living to come down.

Let the merchant base his selling price on his present costs and get rid of any surplus stock he may have. But price cutting should be done with "kid gloves."

* * *

EDITORIALS IN BRIEF

Do you ever take a look at the outside and the inside of your store wth eyes of a customer? There are many things you see every day and do not notice at all.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritimes

The Maritime salesmen of the Dayton Scale Division of the International Business Machines Co., Toronto, Ont., held their annual mid-summer convention recently at their Maritime Headquarters, 44 Granville Street, Halifax, N.S. The salesmen attending were: George Bonnycastle, Sales Mgr.; C. H. Good, Maritime Mgr.; J. R. Clarke, Northern New Brunswick; E. F. Lawlor, St. John, N.B.; N. E. Myrer, Charlottetown; H. E. Bridge, Sydney; George Harmeyer, St. Johns, Nfld.; J. S. Thompson, Halifax; S. G. Micklewright, Halifax; J. M. Stein, Halifax. The Convention lasted for two days and on Saturday evening a banquet was given the Salesmen at the Queen's Hotel.

Quebec

E. P. Roberts, representing the wholesale brokerage firm of John T. McBride & Co., Montreal, is in England on a business trip.

P. M. Gerard, of the wholesale grocery firm of Hudon Herbert & Cie Ltd., of Montreal, is on his holidays and will be absent from his office until July 18.

C. G. Gray, manager of the tea department of Harrison's and Crossfield, Ltd., of Montreal, will return from his trip to England and Scotland on the S. S. Carmania on the fifteenth of August.

Georges Patry, a grocer of the City of Quebec, doing business at 22 Fahrique Street, was drowned in the Jaques River at Tewkesbury early a few days ago, when his daughter, Georgette, aged eighteen, and his son Henri, aged ten, also perished.

Ontario

N. Cohen, Alliston, Ont., has opened a new general store.

Two Russians, Walter Scholte and Fred Rutage, are charged in Milton, Ont., with burglarizing Taylor Bros.' store at Burlington. They were placed under arrest a few nights ago, and are now on a week's remand.

The Christie Brown Biscuit Co., Toronto, has purchased the old De La Salle Institute at Duke and George Streets, Toronto, and will use the same for storage purposes.

James Long, for many years in the flour and feed and grocery business in Whitby, Ont., passed away in his 74th year, on Wednesday, July 6th. He was 30 years in business. He is survived by his wife, two sons and five daughters.

The New Liskeard Farmers' Co Operative Co. of New Liskeard, Ont, is now doing business in their new quarters, the old Watson retail store premises L. A. Lapointe is the new manager.

The Guelph Retail Grocers' Association will hold its Fourth Annual Picnic on Wednesday afternoon, August 10th, to Puslinch Lake.

The Border Cities Retail Merchants' Association is arranging for its second annual Pure Food and Electric show which takes place in Windsor, Ont., the week beginning October 17th.

C. A. Bartosh who for 11 years has conducted a meat market at Essex, Ont., has disposed of his business to Hubert Asseltine.

Joseph Vickers of Coatsworth, Ont., is rushing work on a new general store and expects to be ready for opening about the end of the month.

R. C. Rathwell of Strathroy, Ont., has sold his grocery business to T. M. Davis, of Petrolea. Mr. Rathwell plans to go more extensively into the baking and confectionery trade.

James McIntyre has been appointed manager of the new general store at Waldsville, Ont. Work is being rushed on the building and it will be ready for opening in a few days.

James H. Cardy, Broadview Ave., Toronto, has sold to Israel Gimbel.

Phillips, Forrin & Kleiman, Hamilton, have dissolved. Myer Kleiman is continuing the business.

John Muir, grocer at 262 Danforth avenue, Toronto, pioneer merchant, of the Danforth district, was awarded first prize for the best decorated store window in connection with the Danforth district "gala week".

ONE IDEA OFTEN BRINGS MORE THAN SUBSCRIPTION PRICE

"We have taken Canadian Grocer for 28 years, "W. W. Templeman of North River, Ont. told a representative of Canadian Grocer the other day. Mr. W. W. Templeman has only been conducting the store for the past eight years, part of which time was spent overseas, but his father for twenty years before that, was reading Canadian Grocer. "It only means a cost of eight cents a week," Mr. Templeton added. "and sometimes one idea or suggestion from Canadian Grocer, to say nothing of the value of the market information, is worth the price of an entire year's subscription. We are quite a distance from other grocers, and Canadian Grocer serves to keep us informed as to what other grocers are doing."

The Culture And Manufacture Of Tea Is Subject

An interesting address was given recently before the Rotary Club, St John, N.B., by W. R. Miles of the T H. Estabrook Co. Ltd., the subject being the culture and manufacture of tea.

The speaker said that tea had been grown in China in 3,000 B.C., but it was not until after the restoration that it was introduced into Europe. It was first grown in China and Japan and later, under European culture, in Sumatra Java, Ceylon and India. Europeans first started to raise the China plant in India, but it was not successful. Later a tea shrub was found growing wild in the Himalaya mountains and the present plant was produced from this. It took a plant three years to come to bearing, and seven years to full bearing. The size of the estates ranged from 100 acres to more than 1,000 acres. There are about 500,000 acres under cultivation now in India. The shrub is picked every ten days during the growing season, and is allowed to grow to a height of from two to four feet. Cultivation is carried on much the same as other farming elsewhere.

Plucking was the only operation done by hand, all the rest being done by machinery. The gathering is all done by women and children. The season lasts in China three months, in India eight months and in Java, Ceylon and Sumatra all the year round. After plucking, the leaf is brought into the factory, and the manufacturer can make either green or black. Green tea isproduced by artificial withering. Black tea is produced by fermentation. During fermentation the leaf turns from a green to a copper color, and during the drying process it turns black.

One plant in a season will produce four ounces of finished tea. An acre will produce 500 pounds in a season, but in some districts a plant will only produce one and a half ounces.

Mr. Miles told how tea is distributed, and said that St. John ranked with Montreal and Toronto as a port of entry for tea of all grades and that more black tea passed through St. John than any other Custom house in Canada.

The Retail Merchants' Association of Manitoba has moved into a larger and more commodious office and is now located in Room 402, Canada Building, 352 Donald Street, Winnipeg.

Annual Turnover In This Store Is $46,000

Vancouver, July 6.—Cloverdale is typical of the towns on the lower mainland in British Columbia. Surrounded by prosperous fruit, dairy and poultry farms, where used to be heavy timber, the town is one of the oldest in the Province. Of the four pioneering families that first settled in the community, long before the City of Vancouver was thought of, it is interesting to note that all have prospered and representatives of the pioneer stock are today prominent in the community's life.

The proprietor of the leading Cloverdale general store is one of such. H. V. Parr came into the district as a boy of 6 years and today he owns the H. V. Parr general store with a turnover of $46,000 per annum, farms a little tract of three acres right in the town limits and recently sold another holding for $35,000.

Talking to a representative of Canadian Grocer, Mr. Parr remarked:

"My business has been built up, and has paid me because I have been personally present in contact with all my customers all the time. Through good years and bad years we have pulled along together and we always come out all right. Last year this district suffered an almost total loss. The crops on the flats were inundated by an overflow of the Fraser and tributary rivers, and the crops on the hills were caught unharvested by an early heavy rain that did not let up for weeks. Thousands of tons of potatoes were never dug and acres of grain were never harvested—but we have every prospect of a bumper crop this year and everything will come out all right. Invincible optimism pays well here."

Maintaining Volume Of A Business

(Continued from Page 37).

"Gimme" Store Described

"Perhaps some of you have heard of the 'Gimme' store. Men who conduct this class of business will stock anything about which people come in and say 'Gimme'. There are some cases where the 'gimmie' is so strong and so insistent that the retailer cannot buck it, but he should do all in his power to prevent himself from falling under its spell. On of the first essentials in real selling is assortment. Some small dealers keep stationery hidden away in a case for the man who comes in and says "Gimme a box of stationery". He does not try to sell this line, but keeps it hidden away with his money tied up in it until such time as he is asked for it.

"The man whose turnover is increased two and a half times or more reduced his cost of doing business to 25 per cent. The slower the turnover the larger the cost of doing business. The man who doubles his turnover brings his cost of doing business down to 30 per cent. It must always be remembered that things done by halves are never done right. Go, back then, to your stores and figure out what you are doing by halves.

Fool-Hardy Competition

"There are places where such and such an article is not to be found in the town. One merchant thinks he can create a demand and he stocks this line. His opposition follows suit, and, perhaps, in a short time three men are trying to do business on something in which there is not enough for even one. Now, for the question of display, if you want to learn something about this, go to the Greeks. They pile the stuff so high on the counters that it is hard for them to get at their goods. However, there is a lesson for you in their methods. Arrange your store for the customer. The five and ten cent stores have shown just what there is in this. Put your goods out. They may get stolen, but they get sold. Supposing I put my goods out and some one takes five out of every hundred I put out. If I increase my sales a hundred per cent., who is better off? Am I or is the man who does not do this? Put it down that you are going to lose one or one and a half per cent. But don't worry about your losses through stealing. Let your profits be as high as your losses in your mind. If the stuff is stolen you will know that you are displaying the right goods. If the goods stay there until they get soiled, get rid of them at any price, and don't put them out again.

Put Goods Up High

"There are some retailers who do not advertise enough. Printed matter rolled up around parcels helps to tell customers about the goods in stock, but advertising and the display first help to sell the goods, So in placing goods in the window don't put them where people have to crane their necks to look. Get the goods up. The depths of the window does not cut much ice. The height does. A window trimmed from top to bottom sells goods. And don't forget that goods eat up rent whether they sell or not. The lower you get goods in the window or case the less effect. The upper shelves of a floor case, if well lighted, will sell goods. But they must aways be up where they can be seen.

"With regard to nationally-advertised goods we all know that some advertisers take advantage of the retailer. There are some advertised lines I would unhesitatingly put in the'gimme' class. But in choosing between nationally-advertised and non-advertised lines I should take care to first analyze both carefully."

"What is a safe percentage for the retailer to spend in advertising," asked W. M. Maltby, president of St. Clair Avenue Business Men's Association, Toronto.

"I should say about two per cent. of sales, if done wisely," replied Mr. Stockdale, adding: "The average retailer can spend wisely about two per cent. of his sales. If he lifts his volume ten per cent. he's ahead of the game."

Location of Cash Register

"What would you consider the best location in the store for the cash register?" asked another retailer. "Do you believe in the psychology of following their money?"

"The best place for the cash regster," was the reply, "is where it will bring the most business to the store. If you can bring the people back into the store so much the better. But don't try to overdo it, and lead them back too far."

Stray Thoughts On Present Conditions

(Continued from Page 25).

cost the purchaser so much that profit in competition with cheaper ships was impossible. Buyers everywhere went bankrupt and instalment payments were not made. Only now,, thirty-two months after the armistice, we have a new chairman of the board whose prime duty it is to "liquidate"—that is, sell—those ships! Can you see how much we have lost that was needless, because we hesitated to take our lose quickly?

Yes, any thoughtful merchant could have foretold that the British way was logical and best; but we do so hate to take the medicine ourselves. Yet face the issue we must—now and always—that goods are worth replacement value and no more! Not to beat the market down—not to indulge in careless, indiscriminate price cutting nor to imitate those who do that, but to follow values promptly either way. That is the lesson we can absorb with profit from the experience of the Shipping Board.

A Case in Point

"O, but government—that's different", say you. Not a bit, as this will show. A bright grocer found 200 bushels of potatoes on hand last inventory. They had cost him $2 the bushel laid in; but the market then was $1. He took them in at $2.00 and priced them at $1.25. Then he figured he was making twenty per cent gross on them—and he was. They had "cost" him on his new inventory $1 and no more. He said he could not afford to fool himself. And it is interesting to note that he is prosperous and grows rapidly. All around him are old fogies who "can't sell below cost" who are driving up, withering, and will one day blow away— while this man will flourish!

This business rule is good every day in every year.

T. M. Conron, manager of the oleomargarine department of Swift Canadian Limited, Winnipeg, is on a vacation to Chicago.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

QUEBEC MARKETS

MONTREAL, July 6.— The grocery market is quiet this week as far as price changes. Business in some lines shows improvement but during this warm season buying is light and business too is unsettled. The fruit and vegetable market is brisk with a good demand and fair supplies arriving. New potatoes are advanced with lighter supplies and smaller potatoes offered. Lemons have taken a big jump in one week and supplies are limited. Ontario tomatoes are arriving in larger quantities through the week. This will mean lower prices. Cherries are in bigger supply but it is expected that the season will be short. The sugar market is unchanged but lacks the confidence of the buyers. Canned tomatoes are higher in price and supplies are limited. There is no change in the tea or coffee market. Rice is improved with a stronger market and a better demand. Lower prices are quoted on molasses. Package goods are steady in price and the cereal market is quiet. Walnuts and peanuts are stronger and raisins are short on spot stocks.

Canned Tomatoes Higher

CANNED GOODS.—Practically the only change in the canned goods market is another advance in the price of tomatoes. Supplies are limited to a few wholesale houses with a big demand at this season. The large size has already advanced and No. 2 is now quoted at from $1.35 to $1.40, an advance of ten cents a dozen. It is not unlikely that the price will go still higher. There is a good demand for nearly all lines of canned goods and the prices are steady.

Montreal.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips		4 40
Asparagus, imported (2½s)		6 00
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	29 0
Squash, 2½-lb., doz.		1 50
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½ lb. tins		1 [illegible]
Tomatoes, 1s		1 65
Do., 2s		1 40
Do., 2½s	1 65	1 70
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, Standard	1 80	1 90
Do., early June		2 00
Do., extra fine, 2s		3 00
Do., Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Choice, 2-lb.		1 87½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS

Apricots, 2½ lb. tins		4 75
Apples, 2½s, doz.	1 10	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.		16 00
Split Peas, per bag		5 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.		10
Do., 2½ lb.		5 00
Do., 2-lb.		4 00
Do., white, pitted	50	4 75
Gooseberries, 2s, heavy syrup doz.		2 75
Peaches, heavy syrup—		
2-lb.		3 90
2½-lb.	5 00	5 25
1-lb.		2 90
Pears, 1s		3 20
Do., 2-lb.		4 10
Greengage Plums, hy. syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb.		2 25
Do., light syrup		2 00
Pineapples (grated and sliced), 2½ lb.		4 20
Do., 2-lb.		3 20
Do., 1-lb.		2 00
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
New Pack Strawberries—		
Standard No. 2, per doz.		4 60
Choice grade		4 70
Fancy Preserved		5 50
Rhubarb, preserved		2 80
Do., gallon		5 75
Canadian Pineapple (sliced)		4 80
New Blueberries, 2 lbs.		2 25
Do., 1 gal.		12 00

Coffee Prices Steady

Montreal.

COFFEE.—There is no change in the price quoted by wholesalers on coffee. The market is firm and steady with a good movement of supplies.

White Beans Higher

Montreal.

CEREALS.—There is no change in cereals this week. The demand, on account of the warm weather is low. White beans have been advanced 6 cents per pound by a number of the local wholesalers.

Oatmeal, gran., fine standard	3 60
Rolled Oats, 90 lbs.	3 15
Pearl Hominy	3 25
Cornmeal, Gold Dust Brand	3 25
Graham Flour, 98 lbs.	7 65
New Buckwheat Flour	6 75
Pot Barley	4 25
Pearl Barley	5 25
Beans, Ont.	3 50
Do., Can.	3 30
Lima Beans	0 19
Green Peas, dried	0 17
Ground Oil Cake, per bag	3 00

Raisins Stronger

Montreal.

DRIED FRUITS.—The feature of the dried fruit market is the strength of raisins. Smyrnas are scarce and supplies of muscatels on spot are short. The larger supplies of raisins in New York are being held by banks and dealers cannot get shipments. The whole dried fruit market is firm with a good movement of supplies.

Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)	0 12½	0 15
Peaches (fancy)		0 23
Do., choice, lb.		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Choice		0 26
Ex. fancy		0 30
Lemon, new pack	0 46	0 47
New Pack—		
Orange	0 48	0 49
Citron		0 76
Choice, bulk, 25-lb. boxes, lb.		0 22
Peels (cut mixed), doz.		3 25
Raisins (seeded)—		
Valencias		0 23
Muscatels, 2 Crown		0 22½
Do., 3 Crown		0 23
Do., 4 Crown		0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 ounces		0 27¼
Cal. Seedless, in bulk	0 18¼	0 19½
Cluster, 20 1-lb. pack		6 75
Currants, loose		0 15
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		0 19
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼s, lb.		0 40
Do., 2½s, lb.		0 43
Do., 2¾, lb.		0 45

Figs, white 70 4-oz. boxes)	5 40
Do., Spanish (cooking), 22-lb. boxes cach	0 11
Do., Turkish, 3 crown, lb.	0 22
Do., 5 crown,lb.	0 28
Do., 7 crown, lb.	0 30
Do., 10-lb. box	2 75
Do., mats	3 00
Do., 22-lb. box	1 90
Do. (12 10-oz. boxes)	2 20
Prunes (25-lb. boxes)—	
20–30s	0 25
30–40s	0 19
40–50s	0 17
50-60s	0 13½
60-70s	0 12½
70—80s	0 11½
80—90s	0 10½
90—100s	0 09½

Lemons Go Higher

FRUIT.—The most striking feature of the fruit market is the sudden advance in the price of lemons. Inside of one week the price has advanced from $10.00 to $15.00 per crate with a limited supply. Oranges are in good demand with a firm price, but the quality is not up to the mark. Bigger supplies of cherries are on the market with lower prices, but the opinion is that the very hot weather will cause a quick ripening and a short season with big losses in the crop. More trouble seems to be facing the fruit dealers this year with regard to the accomodation of refrigerator cars and there is some fear during these hot spells of a tie-up in some lines of fresh fruit. Such a tie-up will affect the price of fruit to a great extent in a very little time.

FRUIT—

APPLES—

Boxes, 175s, 216s		4 50
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96		5 75
Do., Porto Rico		5 00
Lemons, 300s		15 00
Cal Navel Oranges, 126-250s	6 00	7 25
Do., Florida, 150–216s		6 00
Do., Blood Oranges, ½ boxes		3 75
Tangerines		4 25
Strawberries, per pint		0 18
Pineapples, 24s, 30s, 36s, crate		8 00
Watermelons, each		1 10
California Cherries, per box		5 50
Georgia Peaches, crate		5 00
California Peaches		3 25
Cantaloupes		6 00
California Plums		3 00

Package Goods Steady

Montreal.

PACKAGE GOODS.—There is no change in the price quoted on package goods this week. The market is steady with a fair demand in all lines, but a particularly good movement of prepared cereals.

Breakfast food, case 18	3 50
Cocoannt, 2oz. pkgs., doz.	0 78½
Do., 20-lb. cartons, lb.	0 36
Corn Flakes, 3 doz. case 3 40	3 55 3 75
Cornmeal, yellow, 24s	3 00
Do., 36s	4 16
Oat Flakes, 20s	4 80
Rolled oats, 20s	5 00
Do., 18s	2 00
Oatmeal, fine cut, 20 pkgs.	6 75
Puffed Wheat	5 70
Puffed Wheat	4 40
Farina, case, 24s	3 25
Hominy, pearl or gran., 2 doz.	3 00
Health Bran (20 pkg.), case	2 85
Pancake Flour, case	3 60
Do,, self-rising, doz.	1 50
Wheat Food, 18-1½s	3 25
Wheat Flakes, case of 2 doz.	2 95
Porridge Wheat, 36s, case	6 40
Do., 20s, case	6 50
Self-rising Flour (3-lb. pkg.), doz.	2 75
Dó. (6-lb. pack.), doz.	5 40
Do., Buckwheat flour, per doz.	1 50
Corn Starch (preparde)	0 10⅛
Potato Flour	0 12½
Starch (laundry)	0 08⅛
Flour, Tapioca	0 15 0 16
Shredded Krumbles, 36s	4 35
Shredded Wheat	4 95
Cooked Bran, 12s	2 25
Euamel Laundry Starch, 40 pkgs. case	
Celluloid Starcs, 45 pkgs., case	4 20
Package Cornmeal	3 09
Malt B'kfast Food (36 pkgs.)	9 50
Quaker 2-Minute Oat Food	1 80
Puffed Rice Pancake Flour	2 90
Egg Noddles, case 24	2 25
Macaroni	2 25
Quaker Quakies	3 40

Rice Market Improved

RICE.—There is no change in the rice market this week although the tendencies point towards higher prices with a much stronger market throughout. The improvement in the demand is noticeable as a result of the improved market conditions. Dealers express the opinion that the market will steadily improve both in price and in movement of supplies.

RICE—

Carolina, extra fancy		0 07
Do. (fancy)		0 06
Honduras, fancy		0 05
Rangoon CC, pre cwt.		3 90
Do., B, per cwt.		4 15
Texas rice		0 04½
Siam		0 06
Tapioca, per lb. (seed)	0 08	0 09½
Do. (pearl)	0 08	0 09½
Do. (flake)	0 08	0 09½
Honduras		0 07
Siam		0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

Sugar More Steady

SUGAR.—Sugar prices have remained steady through the week following the recent declines. The falling market has not increased the confidence of the buyers in the market and buying is limited to immediate requirements.

Granulated Sugar, per cwt.	8 75
Do., barrels	8 75
Granulated gunnies, 20/5	9 15
Do., gunnies, 10a10	9 25
Do., cases, 20/5-lb. cartons	9 35
Do . cases. 50 2 lb. cartons	9 50
Yellow, light, per cwt.	9 55
Do., medium, per cwt.	8 55
Do., dark, per cwt.	8 15

Another Drop in Molasses

MOLASSES.—Further reductions are made by the local wholesalers in the prices quoted on molasses. The molasses market has been weak for some time and the number of rapid reductions is mainly accounted for by the desire to get stocks moving. The price now quoted for the city is 61 cents and outside the city 58 cents. Corn syrups are steady in price with a fair movement in stocks.

CORN SYRUP—

Barrels, about 700 lbs.	2 06½
Half barrels, about 350 lbs.	0 06¾
Quarter barrels, about 175 lbs.	0 07¼
2 gals., 25-lb. pails each	2 25
3 gal., 38½ lb. pails, each	3 25
5 gal., 65-lb. pails, each	5 20
2-lb. tins, per case	4 00
5-lb. tins, per case	5 30
10-lb. tins, per case	5 00

Barbadoes Molasses—	Price for Isld.	of Montreal
Puncheons		0 61
Barrels		0 64
Half barrels		0 66
Puncheons, outside city		0 58

Fancy Molasses (in tins)—

16-oz. tins, 2 doz. case, per doz.		2 40
2-lb. tins, 2 doz. in case, case	4 40	7 25
3-lb. tins, 2 doz. in case, case	5 75	10 75
5-lb. tins, 1 doz. in case, case		8 95
10-lb. tins, ½ doz. in case, case		8 60

Walnuts and Peanuts Higher

NUTS.—The feature of the nut market this week is the added strength in walnuts with an advance of 2 and 3 cents per pound. Supplies on hand are very low and no more shipments can come through from France until September at least on account of the warm weather. There has been a big demand for peanuts with Virginia in shells very strong. Other lines are steady with a good demand.

Almonds, Tarragona, per lb.	0 20	0 24
Do., shelled		0 54
Valencia Shelled Almonds		0 44
Chestnuts (Italian)		0 18
Cocoanut (shredded, bulk)	0 33	0 36
Filberts (Sicily), per lb.	0 17	0 18
Brazil nuts (new)		0 15
Do., Barcelona		0 15½
Peanuts, Jumbo		0 18
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java, No. 1		0 11½
Do., salted, red	0 21	0 23
Do., shelled, No.-Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.		0 38
Fancy splits, per lb.		0 35
Pecans, new Jumbo, per lb.		0 75
Do., large, No. 2, polished	0 29	0 30
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell		0 29
Marbot Walnuts	0 24	0 28
Do., new Naples		0 26
Do., shelled, Manchurian		0 68
Do., Bordeaux	0 63	0 68
Do., Chilean, bags, per lb.		0 40
Do., Spanish, shelled		0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

Tea Market Unchanged

Montreal.

TEAS.—There is a steady demand for supplies in small quantities since the market is still lacking the confidence of the trade. This teature is perhaps to a great extent responsible for the tailure of the market to respond to the improved strength in the primary markets in Indian and Ceylon teas. Some dealers expect low prices on Japan teas since large quantities still remain in the hands of the producers.

Ceylon and Indians—		
Pekoes	0 22	0 26
Broken Pekoes	0 32	0 40
Broken Orange Pekoes	0 48	0 55
Javas—		
Broken Orange Pekoes	0 48	0 55
Broken Pekoes	0 35	0 40
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
JAPAN TEAS (new crop)		0 77

Above retail prices range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 35	0 40
Orange Pekoes	0 37	0 45
Broken Orange Pekoes	0 37	0 15

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Spices Steady

Montreal.

SPICES.—There is no change in the quotations made on spices. The market is quiet at this season and prices are steady.

Allspice	0 18	0 20
Cassia (pure)	0 27	0 30
Cocoanut, pails, 20 lbs. unsweetened, lb.		0 46
Do., sweetened, lb.		0 36
Chicory (Canadian), lb.		0 14
Cinammon—		
Rolls		0 35
Pure, ground		0 35
Cloves (ground)	0 40	0 45
Cream of tartar (French pure)	0 65	0 76
Do. American high test	0 75	0 80
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs, whole—		
Do., 64, lb.		0 40
Do., 80, lb.		0 38
Do., 100, lb.		0 35
Do., ground, 1-lb. tins		0 45
Pepper, black		0 25
Do., white		0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystars or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal		2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 20

Lampwicks Reduced

LAMPWICK.—Lower prices are quoted on lampwick. No. 2s are quoted at 50 cents and No. 1s at 25 cents. The large size D is listed at 80 cents and No. 0 at 30 cents.

Local Vegetables Arrive

VEGETABLES.—The arrival of local and Ontatric vegetables is the feature of the vegetable market and with it lower prices on cabbages, cucumbers and tomatoes. Mississippi flats are lower in price on account of the competition expected from local gardens. These are selling at $2.25. Quebec cabbages are quoted at $1.50 per dozen. The next week or ten days will make quite a difference both in the prices quoted and in quantities offered. Th supply is smaller both on account of stunted growth and curtailment in shipping.

New cabbage, per doz.	1 50	2 00
Celery, Florida, per crate	4 00	4 75
Do., California		11 00
Carrots, per bag	0 75	1 00
Cucumbers, per hamper		5 00
Garlic, lb.		0 50
Horseradish, lb.		0 60
Leeks, doz.		4 00
Lettuce		
Parsley		
Mint		0 60
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green, doz.		0 50
Potatoes, Mtrl. (90-lb. bag)	0 90	1 00
New potatoes, bbls., 190 lbs.		5 25
Do., sweet, hamper		5 50
New potatoes, per bbl.		6 50
New potatoes, per bbl.	5 00	7 00
Spinach, box		
Spanish Onions, per case	5 00	5 50
Turnips, per bag	0 75	1 00
Red Onions, cwt.		3 00
Texas Onions, per crate		3 50
Yellow Onions, cwt.		3 25
New Tomatoes, per crate		5 00
Do., Mississippi Flats		2 25
Ontario Tomatoes, 11 qt. bkt.		3 50

ONTARIO MARKETS

TORONTO, July 6.— Sugar refiners after being closed for the past few weeks have again commenced operations but the movement so far is very light. The refiners list price is being fairly well maintained and although there is still some price cutting there is not the irregularity in price that was manifested on this commodity for the past several months. New pack strawberry jams are offered at lower quotations. Cereals are steady to firm, while package cereals show some price cutting among wholesalers but manufacturers are firmly maintaing their lists. Nuts continue strong under an active demand. Syrups are quiet and steady while molasses has easier tendencies. Fruits and vegetables are meeting with a ready demand and generally prices tend easier.

New Jam Offered

Toronto.

CANNED GOODS.—Canned vegetables continue in a firm position with stocks of tomatoes and peas gradually becoming cleaned up. The pack of strawberry jam promises to be a small one with manufacturers generally cutting their make 75 per cent. Some new strawberry jam has appeared and one wholesaler is offering it at 70 cents for fours. The majority of manufacturers and wholesalers are fairly well cleaned up on strawberry jam and with the short pack this year there is a tendency for a shortage on this line this coming season.

Salmon—		
Sockeye, 1s, doz.	5 60	5 80
Do., ½s, doz.	3 00	3 20
Cohoe, 1s, doz.		2 90
Do., ½s, doz.		1 90
Pinks, 1s doz.		1 15
Lobsters, ½-lb., doz.	3 25	3 50
Do., ¼-lb. itns	2 25	2 40
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 65	1 70
Peas, standard, doz.	1 65	1 70
Do., Early June		2 15
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 20
Asparagus tips, doz.		5 50
Do., butts, doz.		6 60
Canadian corn		1 50
Pumpkins, 2½s, doz.	1 45	1 50
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, p'served, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.		5 00
Apples, gal., doz.	1 75	5 00
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.		3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s,	4 50	5 00
Jams—		
Apricots, 4s, each		0 90
Blk. Currants, 16 oz., doz.		4 60
Do. 4s, each		0 94
Gooseberry, 4s, each		0 89
Do., 16 oz., doz.		4 10
Peach, 4s, each		3 75
Do., 16 oz., doz.		0 83
Red Currants, 16 oz., doz.		4 40
Do., 4s, each		0 94
Raspberries, 16 oz., doz.		4 60
Do., 4s. each		0 94
Strawberries, 16 oz., doz.		4 60

New Peels Offered

Toronto.

DRIED FRUITS.—New make of candied peels are being offered by the manufacturers. The prices are somewhat lower than last year. Lemon and orange around 40 cents and citron 55 cents per pound. Prunes and apricots continue steady with other lines at unchanged quotations.

Lemon	....	....
Orange	....	....
Citron	....	....
Candied Peels —		
Lemon	....	
Orange	....	
Citron	....	
Currants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	....	0 17
Do., Patras	....	0 17
Do., Vostizza	....	0 23½
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 50
Dromedary, 3 doz. to case	....	7 00
Fard, per box ap. 12 lbs.	....	3 25
Hallowee dates, per lb.	....	0 11
Figs—		
Smyrna layers, 4 Crn., lb.	0 30	0 32
Do., layers, 6 crn., lb.	0 36	0 38
Natural pulled, in bags	....	0 10½
Prunes—		
30-40s, 25s	....	0 20
40-50s, 25s	....	0 16
50-60s, 25s	....	0 13
60-70s, 25s	....	0 10
70-80s, 25s	....	0 09½
80-90s, 25s	....	0 09
90-100s, 25s	....	0 08
Peaches—		
Standard, 25-lb. box, pld.	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 19	0 30
Apricots—		
Fancy	....	0 46
Choice	....	0 42
Standard	....	0 34
Raisins—		
California, bleached, lb.	....	0 27½
Seedless, 15-oz. packets	....	0 29
Seeded, 15-oz. packets	....	0 28½
Crn. Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas, pkgs.	....	0 27
Thompsons, Seedless	....	0 28½
Valencia	....	0 23
Evaporated apples	0 14	0 15

Cereals Steady To Firm

Toronto.

CEREALS.—The market is ruling steady with quotations generally firmly held although there appears to be some price cutting more especially among the smaller mills and some wholesalers.

	F.o.b. Toronto
Barley, pearl, 98s	5 50
Barley, pot, 98s	4 75
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	6 00
Cornmeal, Golden, 98s	2 75
Oatmal, 98s	4 50
Corn Flour, 98s	3 75
Rye Flours, 98s	6 00
Rolled oats, 90s	3 30
Rolled wheat, 100 lb. bbls.	6 75
Cracked Wheat, bag	5 00
Breakfast Food, No. 1	6 00
Do., No. 2	6 00
Rice Flour, 100 lbs.	10 00
Linseed meal, 98s	6 50
Flaxseed, 98s	7 00
Peas, split, 98s	5 75
Marrowfat green peas	6 00
Graham flour, 98s	4 75
Whole Wheat Flour	4 85
Wheat Kernels, 8s	6 35
Farina, 98s	6 35

Fruits Move Freely

Toronto.

FRUIT.—Raspberries are commencing but the heaviest shipments will not arrive for a couple of weeks yet. The hot dry weather is having a serious effect upon the crop and there is likely to be a small crop this season. Cherries are arriving fairly plentiful with prices gradually easing. Lemons are firmer and higher while oranges are steady.

Oranges, Valencias, 100s, 126s	5 50	6 00
Do., 200s, 216s, 250s	6 50	7 50
Grapefruit, Cubans	....	6 00
Bananas, Port Limons	....	0 09½
Lemons, Cal.	....	....
Do., Verdillis	9 00	10 00
Apples—		
Winesaps, per box	....	4 00
Watermelons, each	....	1 25
Peaches, 6 baskets to crate	....	4 50
Cantaloupes, Standard, 45s	....	6 00
Do., Pony, 45s	....	5 00
Do., Flat, 15s	....	2 50
Cal. Plums, per box	3 50	4 50
Cal. Apricots, per box	....	
Cherries, sour, 11s	1 15	1 25
Do., sour, 6s	0 60	0 65
Do., bleak, 6s	....	1 75
Do., white, 6s	....	1 25
Gooseberries, 6s	0 50	0 75
Do., 11s	1 25	1 75
Raspberries	....	0 30
Blueberries	2 50	3 00

Nuts Hold Strong

Toronto.

NUTS.—This market continues to rule firm with shelled Bordean walnuts steadily moving upward in primary markets under a strong demand. Manchurian walnuts halves are also firmer with spot quotations ranging from 60 to 65 cents per pound. Cocoanut in primary markets is firmer with prices higher, spot quotations are unchanged.

Do., broken	0 47	0 52
Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.	....	....
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	....	7 50
Cocoanut, unsweetened, lb.	....	0 30
Do., sweetened, lb.	....	0 35
Do., shred.	....	0 25
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 20	0 22
Mixed nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 42	0 47
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	0 73	0 75
Do., Manchurian	0 60	0 65
Do., broken	0 45	0 50
Peanuts, Spanish, lb.	....	0 10
Brazil nuts, lb.	....	0 75
Pecans, lb.	....	1 40

Package Cereals Unchanged

Toronto.

PACKAGE GOODS.—There are no changes in manufacturers list but there still appears to be considerable price cutting among wholesalers and the following quotations can be considered as nominal.

PACKAGE GOODS

Rolled Oats, 20s, rd., case	....	5 00
Do., 20s, square, case	....	5 00
Do., 18s, case	....	2 00
Do., Aluminum Prem., 20s	....	6 40
Corn Flakes, 36s, case	3 35	3 75
Porridge Wheat, 36s, regular case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Pkg. Peas, 36s. cs	....	2 85
Cornstarch, No. 1, lb. crtns.	....	0 10⅝
Do., No. 2, lb. cartons	....	0 09¼
Laundry Starch	....	0 08⅛
Do., in 1 lb. cartons	....	0 08⅞
Do., in 6-lb. wood boxes	....	0 08⅞
Do., in 6-lb. tin canisters	....	0 12⅝
Celluloid Starch, case	....	4 15
Potato Flour, case 20 1-lb. pkgs.	....	2 50
Do., case 24 12-oz. pkgs.	....	2 30
Fine oatmeal, 20s	....	5 75
Cornmeal, 24s	....	3 00
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Wheat Flakes, 24s	....	5 00
Wheat kernels, 24s	....	4 50
Self-rising p'cake flour, 24s	....	3 00
Buckwheat flour, 24s	....	3 50
Two-minute Oat Food, 24s	....	1 80
Puffed Wheat, case	....	4 40
Puffed Rice, case	....	5 70
Health Bran, case	....	2 85
F.S. Hominy, gran., case	....	3 00
Do., pearl, case	....	3 00
Scotch Pearl Barley, case	....	2 70
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	3 65
Do., Pancake Flour, 18 to case	....	3 65
Puffed Rice Pancake Flour, 24s	....	2 90

Rice Holds Firm

Toronto.

RICE.—The primary markets continue to hold a strong position. Spot quotations are unchanged and there appears to be a lighter demand than there has been for some time past.

Honduras, broken, per lb.	0 07½	0 08
Blue Rose, lb.	0 06½	0 07
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 07	0 07½
Tapioca, per lb	0 07½	0 08

Syrups Are Quiet

oronto.

SYRUPS.—There is no change in this arket. The demand is quiet with prices lding steady to firm on corn syrups. lasses is somewhat easier, but quotaons are unchanged.

rn Syrups—		
Bbls., about 700 lbs., y'low	0 06½	
alf barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	4 60	
Cases, 5-lb. tins, white, 1 doz. in case	5 90	
Cases, 10-lb. tins, white, ½ doz. in case	5 60	
Cases, 2-lb. tins, yellow, 2 doz. in case	4 00	
Cases, 5-lb. tins, yellow 1 doz. in case	5 30	
Cases, 10-lb. tins, yellow, doz. in case	5 00	
ne Syrups—		
Barrels & half barrels, lb.	....	
½ barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	6 00	6 50
olasses—		
Fcy., Barbadoes, bbls., gal.		1 65
Choice Barbadoes, barrels		1 35
New Orleans, bbls., gal.	0 46	0 56
Do., half bbls., gal. ..	0 46	0 48
Tins, 2-lb., table grade, case 2 doz., Barbadoes		7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes		10 75
Tins, 5-lb., 1 doz. to case. Barbadoes		8 95
Tins, 10-lb., ½ doz. to case, Barbadoes		8 60
Tins, No. 2, Laking grade, case 2 doz.		4 20
Tins, No. 3, baking grade, case of 2 doz.		5 50
Tins, No. 5, baking grade, case of 1 doz.		4 60
Tins, No. 10, baking grade, case of 1½ doz.		4 25
West Indies, 1½s, 48s ..	4 60	6 95

Spice Quotations Steady

SPICES.—The market is steady under quiet demand.

llspice	0 19	0 22
assia	....	0 26
innamon	....	0 41
loves	0 55	0 60
ayenne	0 35	0 37
inger, Cochin	....	0 30
Do., Jamaica	....	0 45
ustard, pure	....	0 50
astry	....	0 28
ickling spices	....	0 19
ace	0 55	0 65
eppers, black	0 19	0 20
Do., white	0 29	0 30
aprika, lb.	0 60	0 70
hillies, lb.	....	0 60
utmegs, selects, whole, 100s		0 35
Do., 80s	....	0 45
Do., ground	....	0 35
ustard seed, whole	....	0 25
elery seed, whole	....	0 40
oriander seed	....	0 18
arraway seed, whole	....	0 30
umeric	....	0 30
urry Powder	....	0 35

Cream of Tartar—

French, pure	....	0 40
American, high-test, bulk		0 40
2-oz. packages, doz.	....	1 25
4-oz. packages, doz.	....	2 00
8-oz. packages, doz.	....	3 50

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Sugar Market Quiet

SUGAR.—Refiners have again resumed operations but there does not appear to be a heavy movement principally because many of the heaviest users,—manufacturers—find themselves with considerable carryover of finished and semi-finished products. Refiners are holding to their list with wholesalers generally doing the same, although we have heard of price cutting in some quarters. The raw sugar market during the week has been quiet with quotations steady to firm and with some slight advances recorded principally on full duty sugars.

St. Lawrence, extra gran., cwt. ..	9 09
Atlantic, extra granulated	9 09
Acadia Sugar Refinery, extra gran.	9 09
Dom. Sugar Refinery, extra gran.	9 09
Canada Sugar Refinery, gran. ..	9 09

Differentials: Granulated, advance over basis; 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis. No. 1 40c; No. 2 50c; No. 3 60c.

Ceylon Teas Again Advance

TEAS.—Advices from primary markets state that Ceylon teas have again moved upward, with more difficulty in procuring the finer grades. Indias are holding firm on all grades. Importers have not changed quotations to the retail trade, but there are indications for higher prices before the end of the year.

Ceylons and Indians—

Pekoe Souchongs	0 35	0 50
Pekoes	0 32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson, thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Outdoor Tomatoes Offered

Toronto.

VEGETABLES.—Leamington outdoor grown tomatoes are arriving at $3.00 per 11 quart basket. Hothouse tomatoes are selling freely at 35 cents per pound. Green peas, beans, beets, carrots and cabbage are all lower in price. Celery from Michigan is offered at 85 to 90 cents per bunch of about one dozen heads. Hamper cucumbers are slightly easier at $5.50, while the hothouse variety is bringing $2.50 to $3.00 per 11 quart basket. Old potatoes have little demand, but new potatoes have a ready sale at $5.75 per barrel for No. 1s.

Cabbage	....	4 50
Potatoes, per bag	0 70	0 80
Head Lettuce, crate	1 00	1 50
Tomatoes, 4-bkt. crates	....	2 85
Hothouse, per lb.	....	0 35
Do., Hothouse, lb.	....	0 35
Leamington, 11-qt. bkt.	....	3 00
New Beets, per dozen	....	0 40
New carrots, per doz.	....	0 40
Green Peas, 11 qt. basket ..	0 90	1 00
Wax & green beans, 11-qt. bkt.	1 00	1 25
Cucumbers, hamper	....	5 50
Do., Hothouse, 11-qt. bkt. ..	2 50	3 00
New Potatoes, bbl.	....	5 75
Celery, bunch	0 85	0 90

WINNIPEG MARKETS

WINNIPEG, July 6.— Although there are few price changes the markets generally have a steadier undertone. Wholesalers have been cutting prices on sugar below refiners lists. There is a good demand for fresh vegetables and fruits. Lemons are advanced in price, while California fruit has shown a slight decline. There is no change in canned goods prices. The rice market continues firm and higher prices are expected locally. Tea, coffee and spice markets continues firm and higher prices are expected locolly. Tea, coffee and spice markets are steady. Nuts and dried fruits are firm with the exception of raisons which are showing an easier tone. The demand for light breakfast cereals is showing an improvement. Cane syrup declined slightly during the week.

Coffee Market Advances

Winnipeg.

COFFEE.—Reports from the Brazilian market state there is a strong upward movement in Brazil coffees and that both Rios and Santos are affected. New crop Santos are now coming forward and growers are demanding and getting a higher price than what the old crop is selling at in New York. It is anticipated that the New York market will have to follow Santos prices. The demand for coffee on the local market is showing an improvement.

COFFEE—

Rio, lb.	0 19½	0 20½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 28	0 30
Santos, lb.	0 27	0 29

Bulk Oats Firmer

CEREALS.—Bulk oats advanced 10 cents per 80 pound bag. New quotations are $2.65 per bag. Heavy sales are being made on the lighter cereals such as corn flakes, etc., and while jobbers have made concessions on these lines it is expected that in a very short while higher prices will prevail.

PACKAGE CEREALS

Rolled oats, 20s, rd. cartons	4 75	5 00

Do., 36s, cs, square, bkts.	3 50
Do., 18s, case	2 10
Corn Flakes, 36s, case	3 50
Cornmeal, 2 doz. case, case	3 80
Puffed Wheat, 3 doz. cs., cs	3 40
Puffed Rice, 3 doz. cs, case	4 45
Grape Nuts, 2 doz. cs., case	5 75
Package Peas, 3 doz. cs., cs.	3 80
Cream of Wh., 3 doz. cs, cs.	3 00
	9 15

BULK CEREALS

Rolled Oats, 80s, per bag	2 65
Do., 40s, per bag	1 40
Do., 20s, per bag	0 73
Do., 10-8s, per bale	3 50
Do., 15-6s, per bale	4 05
Oatmeal, 98s, gr., std., bag	3 40 4 50
Wheat Granules, 98s, bag	6 50
Do., 16-6s, per bale	7 05
Peas, whole, green, 100-lb. bag, per bush.	4 50
Do., split, yellow, 98s, bag	7 95
Do., split, yellow, 49s, bag	4 00
Cornmeal, 98s, per sack	3 25
Do., 49s, per sack	1 65
Do., 24s, per sack	0 85
Do., 10s, per bale	3 65
Buckwheat grits, whole, 98-lb. bags, per bag	8 75
Beans, 100-lb. bags, bushel	3 70
Lima Beans, 100-lb. bgs., lb.	0 10½
Barley, pot, 98s	3 85
Do., 49s,	1 92
Do., 24s	1 00
Barley, pearl, 98s	
Do., Pearl, 49s	2 52
Do., Pearl, 24s	1 28

Canned Goods Unchanged

Winnipeg.

CANNED GOODS.—The canned goods situation remains unchanged. There is a good demand for sardines and odd lines of salmon are cleaned up. The market is in a good shape to absorb the new pack when ready. Prices continue firm and local stocks are reported small and not sufficient to last until the new pack arrives. There is a fair demand for all lines of canned fruit more especially canned pineapple. New packed canned goods are not expected until September and from present indications the pack will be small. The local market is holding firm on canned fruits. Although no advances are anticipated declines may be in order when the new pack arrives. A stronger tone is being shown on all lines of canned vegetables. Peas, tomatoes, and corn are selling freely. Packers who have for months been sacrificing these lines are practically cleaned up and the small stocks are being held by wholesalers are ruling at firm prices. Shipments of high grade American corn have arrived and are quoted at $4.00 per case.

Shrimps, 1s, 4 doz. case, doz.	2 70 2 75
Finnan Haddie, 1s, 4 doz. case	9 35 12 00
Do., ½s, 8 doz. case, case	10 50 13 00
Herring (Can.), 1s, 4 doz. case, case	7 00 8 00
Do., imp., ½s, 100 doz. case	30 00 32 50
Lobsters, ¼s, 8 doz. case, doz.	2 45
Do., ½s, 4 doz. case, doz.	4 20
Oysters, 1s, 4 oz., 4 doz. cs., cs	9 40
Pilchards, 1s, tall, 4 doz. cs, cs	7 10
Do., ½s, flat, 8 doz. cs., cs	9 00
Salmon—	
Sockeye, 1s, tall, 4 doz. case	21 00
Do., ½s flat, 8 doz. in case	22 00
R. Spring, 1s, tall, 4 doz. cs.	16 75
Do., ½s flat, 8 doz. case	18 25
Cohoe, 1s, tall, 4 doz. case	14 65
Do., ½s flat, 8 doz. case	16 50
Pink, 1s, tall, 4 doz. case	6 50
Do., ½s flat, 8 doz. case	8 25

CANNED FRUIT (Canadian)

Apples, 6 tins in case, per case	2 90 3 10
Blueberries, 2s, 2 doz. case	6 65
Cherries, 1s, 4 doz. case	7 00 8 00
Cherries, 1s, 4 doz. case	7 00 8 00
Peaches 2s, 2 doz. case	6 50 7 50
Pears, 2s, 2 doz. case	7 75 8 00
Plums, Greengage, 2s, 2 doz. cs	6 50 7 00
Do., Lombard, light syrup, 2s, 2 doz. case	4 75 5 25
Do., heavy syrup, 2s, 2 doz. case	6 00 6 50
Raspberries, 2s, 2 doz. case	8 50 9 00
Strawberries, 2s, 2 doz. case	8 00 8 50

CANNED FRUIT (American)

Apricots, 1s, 4 doz. case	11 00
Peaches, 2½s, 2 doz. case	12 00
Do., sliced, 1s, 4 doz. case	12 40
Do., halved, 1s, 4 doz. case	12 40
Do., 2s, 2 doz. case	8 25
Pears, 1s, 4 doz. case	12 00
Pineapples, sled., 2s, 2 doz. cs.	7 60

CANNED VEGETABLES

Asparagus Tips, 1s, tins, 2. doz. case, per doz.	5 00
Beans, Golden Wax, 1s, doz.	4 75 5 00
Beans, Refugee, 2s, 2 doz. case	4 75 5 00
Corn, 2s, 2 doz. case	3 00 4 00
Peas, Early June, 2s, 2 doz. cs.	4 50 4 80
Sw't Potatoes, 2-½s, 2 doz. cs.	7 00
Pumpkins, 2-½s, 2 doz. case	3 00 3 75
Sauer Kraut, 2-½s, 2 doz. case	4 10
Spaghetti, 2 doz. case	2 15
Tomatoes, 2-½s, 2 doz. case	3 75 4 00
Spinach, 2-½s, 2 doz. case	6 55

Raisin Market Easier

DRIED FRUIT.—The raisin market is slightly easier and lower prices are quoted for new crop. The prune market continues firm and is showing an improvement in the demand at the low levels of values. A firm market is looked for. There is not much change in present prices on dried peaches. The demand is fair. Evaporated apples show no change and there is no likelihood of further advances. The arrival of new pack apricots is expected during the next 30 days. Some of the old crop is still available.

DRIED FRUIT

Evaporated Apples, per lb.	0 14[illegible]
Currants, 90-lb., per lb.	0 18 0 19
Do., 8 oz. pkgs., 6 doz. cs, lb.	0 16¾
Dates, Hallowee, bulk, lb.	0 11¼
Do., pkg., 3 doz. case, lb.	0 15⅞
Figs, Spanish, per lb.	0 15
Do., Smyrna, per lb.	0 12½
Do., black, cartons, crtn.	0 60
Loganberries, 4 dz. cs., pkt.	0 30
Peaches, standard, per lb.	0 20 0 21
Do., choice, per lb.	0 23 0 24
Do., fancy, per lb.	0 24 0 25
Do., Cal., in cartons, cart.	1 10
Do., unpitted, per lb.	0 10
Pears, extra choice, per lb.	0 25
Do., Cal., cartons, cart.	1 25
Prunes—	
30–40s, 25s, per lb.	0 21
40–50s, 25s, per lb.	0 16¼
50–60s, 25s, per lb.	0 14
60–70s, 25s, per lb.	0 12¾
70–80s, 25s, per lb.	0 11½
80–90s, 25s, per lb.	0 11½
90–100s, 25s, per lb.	0 10½
In 5-lb. cartons, carton	0 68
Raisins—	
Cal., pkg., seeded, 15 oz., fcy., 3 doz. to cs., pkg.	0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.	0 27
Fancy, seeded, 11 oz., 4 doz. to case, per pkg.	0 23
Choice seeded, 11 oz., 4 doz. to case, per pkg.	0 22½
Cal., bulk, seeded, 25-lb. boxes	0 29
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	0 22
Do., buk. seedless, 25-lb. boxes, per lb.	0 28
Apricots, choice, 25s, lb.	0 30
Do., 10s, lb.	0 31
Do., Standard, 25s, lb.	0 27
Do., fancy, 25s, lb.	0 35
Do., fancy, 10s, lb.	0 36

Sugar Prices Lower

SUGAR.—There has been a decline of 50 cents per hundredweight on sugar, bringing refiners' prices to $10.25 f.o.b. Winnipeg. Wholesalers continue to quote below refiners' lists and it is not likely that they will continue much longer to sell at these reduced prices.

Extra gran., bags, 100 lbs.	10 25
Do., gunnies, 5 20 lbs	10 65
Do., gunnies, 10 10 lbs.	10 75
Do., cartons, 20 5 lbs.	10 85
Do., cartons, 50 2 lbs.	11 75
Yellow, No. 1 lt. bags, 100 lbs.	9 85
Do., golden, bags, 100 lbs.	9 75
Powdered Sugar, bbls.	10 35
Do., boxes, 50 lbs.	10 55
Do., boxes, 25 lbs.	10 75
Icing, barrels	10 50
Do., boxes 50 lbs.	10 65
Do., boxes, 25 lbs.	10 85
LUMP SUGAR—	
Soft Lump, boxes, 100 lbs.	10 95
Do., boxes, 50 lbs.	10 05
Do., 25 lbs.	11 25
Do., cases, 20 cartons	12 00
Do., cases, 40 half cartons	11 75
Small Lump, boxes, 100 lbs.	10 85
Do., boxes, 50 lbs.	11 70
Do boxes, 25 lbs.	11 15
Do., cartons, 50 2 lbs.	12 25
Hard Lump Sugar, barrels	11 15
Do., boxes, 100 lbs.	11 15
Do., boxes, 50 lbs.	11 25
Do., boxes, 25 lbs.	11 40

Spice Market Steady

Toronto.

SPICES.—There is on the whole a steady tone to the spice market though here and there holders who are anxious to clean up are inclined to shade prices more or less. There is a normal demand for seasonable varieties with buying in small lots only.

Allspice, Jamaica, best qual., lb.	0 28
Cassia, Batavia, per lb.	0 38
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1, per lb.	0 53
Cinnamon, Ceylon, per lb.	0 85
Do., No. 0, carton, doz.	1 00
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 55 0 60
Ginger, washed, Jamaica, No. 1	0 65
Do., Jamaica, No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb.	0 80
Nutmegs, extra large brown, 70 to lb., per lb.	0 70
Do., lg. brown, 85 to lb., lb.	0 40
Do., med., brown, 110 to lb., lb.	0 38

Do., carton of six, per doz.	0 80
Pepper, blk., Singapore, ex., lb.	0 17 0 19
Do., white, per lb.	0 30 0 35
Pickling, ¼-lb. pkg., per doz.	1 00
Do., bulk, No. 1, per lb.	0 28

GROUND SPICE

Allspice, bulk, per lb.	0 25
Do., No. 2, per lb.	0 25
Do., 2 oz cartons	0 80
Do., 4 oz. cartons	1 20
Cassia, No. 1 bulk, per lb.	0 30
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	1 00
Do., No. 1, 4 oz. cartons	1 50
Cinnamon, bulk, per lb.	0 45
Do., 2 oz. cartons	1 15
Do., 4 oz. cartons	1 75
Cloves, bulk, per lb.	0 65
Do., 2 oz., cartons	1 45
Do., 4 oz. cartons	2 00

Cane Syrups Reduced

SYRUPS.—Rogers can syrup is reduced 30 cents per case on 2s, 40 cents on 5s and 35 cents per case on 10s and 20s. Corn syrups remain unchanged, but there is every likelihood of an advance as it is generally thought that manufacturers are losing money on this line.

CANE SYRUP—

No. 2s	6 55
No. 5s	7 50
No. 10s	7 00
No. 20s	6 80

CORN SYRUP—

Cases, 2-lb. tins, white, 2 doz. in case	4 65
Cases 5-lb. tins, white, 1 doz. in case	5 75
Cases, 10-lb. tins, white, ½ doz. in case	5 50
Cases, 20-lb. tins, white, ¼ doz. in case	5 50
Cases, 2-lb. tins, yellow, 2 doz. in case	3 40
Cases, 5-lb. tins, yellow, 1 doz. in case	4 55
Cases, 10-lb. tins, yellow, ½ doz. in case	4 30
Cases, 20-lb. tins, yellow, ¼ doz. in case	4 30

MAPLE SYRUP—

Pure, 2½s, tins, cs. of 2 doz.	24 85
Pure 5s, per case of 1 doz.	22 65
Pure, 10s, per case of ½ doz.	21 05

TABLE SYRUP—

Maple flavor, 2½s, tins, per case of 2 doz.	13 75
Do., 2s, tins, case of 1 doz.	12 00
Do., 1s, tins, case ½ doz.	11 50

MOLASSES, BARBADOES—

2-lb. tins, 2 doz. case	8 30
3-lb. tins, 2 doz. case	11 60
5-lb. tins, 1 doz. case	9 50
10-lb. tins, 1 doz. case	9 20

Molasses quotations subject to 5 per cent. discount.

MOLASSES, BLACKSTRAP—

1½s, 4 doz. in case	5 25
2s, 1 doz. in case	5 00
2½s 4 doz. in case	4 80
5s, 4 doz. in case	4 50
10s, 4 doz. in case	4 20

Starch In Demand

STARCH.—There is a big improvement in the demand for starch and quotations remain unchanged. It is not likely that the prospective change in syrups will have any effect on the price of starch.

Cornstarch, 1-lb. pkgs., lb.	0 09½
Do., No. 1 quality, per lb.	0 10⅝
Gloss, 1-lb. pkgs., per lb.	0 10⅞
Celluloid, 1-lb. pkgs., case	4 35

Nuts Continue Strong

NUTS.—Shelled walnuts continue to hold a strong position under an active demand and limited stocks. Almonds also continue in a strong position due to the fact that Germany is now buying these lines. Shelled peanuts are showing a firmer tone while pecans remain scarce and high.

NUTS, SHELLED—	
Almonds, per lb.	0 45 0 47
Spanish Peanuts, No. 1, lb.	0 12½
Pecans, per lb.	1 40
Walnuts, per lb.	0 75
NUTS IN SHELL—	
Peanuts, rsted., Jumbo, lb.	0 25
Walnuts, per lb.	0 25
Almonds, per lb.	0 25
Brazils, per lb.	0 25
Pecans, per lb.	0 28
Cocoanuts, per doz.	1 50
Cocoanuts, per sack	11 00

Flour Unchanged

FLOUR.—There are no new developments in the flour market. Merchants still continue to buy in small quantities to meet their present requirements. 98-lb. sacks delivered are quoted at $5.47½.

FLOUR—	
98-lb. sacks	5 47½
Two 49-lb. sacks	5 60
Four 24-lb. sacks	5 65

Jam Selling Freely

JAMS.—Only two or three packers have named their opening prices on strawberry jam and figures quoted are higher than wholesalers are asking for present stock. Other packers prices no doubt will be just as high and new packed strawberry will be offered to the retail trade at or about 85 to 90 cents for 4 pound tins. At the present time there is a comparatively small pack and it is expected that higher prices will prevail later in the season.

Eastern

Strawberry, 4s, per tin	0 86
Black Currant, 4s per tin	0 86
Raspberry, 4s, per tin	0 86
Apricots, 4s, per tin	0 80
Cherry, 4s, per tin	0 80
Peach, 4s, per tin	0 80
Compound (all flavors), 4s, tin	0 53 0 58

Western

Strawberry, 4s, per tin	0 95
Black Currant, 4s, per tin	0 95
Raspberry, 4s, per tin	0 95
Apricot, 4s, per tin	0 90
Cherry, 4s, per tin	0 90
Peach, 4s, per tin	0 90

Rice Market Firm

RICE.—The rice market continues firm and while local quotations remain unchanged it is expected that prices will advance within the next few days from ¼ to ½ cent per pound on Carolina, Siam and Japan rice.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08
Do., 50-lb. sacks, lb.	0 08½
Siam, 100-lb. bags	0 06
Do., 50-lb. bags	0 06¼
Sago, sack lots, 130 to 150 lbs., per lb	0 09
Do., in less quantities, lb.	0 09¼
Tapioca, pearl, per lb.	0 08 0 08½

Raspberries On Market

FRUITS.—Washington raspberries have arrived on the market and are selling freely. The demand for California peaches and plums is good. Peaches are quoted at $3.00 with plums at $3.50 to $4.00 per case. Washington brings cherries declined 50 cents per lug and are now quoted at $6.00. California cantaloupes and Georgia watermelons are in good demand. Oranges remain unchanged at $7.00 per case. Lemons have advanced and are now quoted at $11.50 per case. Bananas are in good demand at 11 cents per pound. New green apples are expected shortly and will range about $5.00 per box.

Cherries, bings in lugs, case	6 00
Plums, California, per case	3 50 4 00
Apricots, per case	3 50 4 00
Peaches, per case	3 00
Cantalopes, flats, per case	3 00
Do., standards, per case	7 00
Watermelon, per lb.	0 07

B. C. Celery On Market

VEGETABLES.—The first shipments of B.C. celery has arrived on the market and is quoted at 12 cents per pound by the case and 15 cents for smaller quantities. Mississippi tomatoes are lower in price and are quoted at $3.00 per case. Ontario tomatoes in 11 quart baskets are arriving and are being offered at $4.50. Local vegetables such as spinach, leaf and head lettuce, radishes and green onions are in good demand at greatly reduced prices.

Rhubarb, local, per lb.	0 02½
Spinach, per lb.	0 11
Cabbage, by the crate, lb.	0 07
Do., broken lots, per lb.	0 07½
Head Lettuce	
Do., per dozen	1 25
Leaf Lettuce, per dozen	0 25
Radishes, per doz.	0 25
Green Onions, per doz.	0 25
Cucumbers, Davids' hoth'se, doz.	3 50
Tomatoes	3 00
Onions, Valencia, per case	6 50
Do., New Texas, Bermudas crt.	3 00
Do., B.C., per sack	2 00
New Carrots, Beets and Parsnips, per lb.	0 06
Potatoes, per bushel	1 00
Do., 25 bush. lots, bush.	0 90

Further Exemptions From Sales Tax Are Announced

Rolled wheat, buckwheat meal and pea meal are now exempted from the Sales Tax. Coffee beans, green, not roasted, are placed in the list as seeds in their natural state and are also exempted from the sales tax. Butchers who sell cured and smoked hams and bacon and retail same from stalls on the market are not required to obtain a Sales Tax License nor pay a Sales Tax thereon.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE

CAGARY, Alta., July 6.—Business is holding steady but splendid rains have occurred during the week which is making merchants more optimistic. B. C. syrup declined 30 cents per case on twos and 35 cents on other sizes. One brand of marmalade 4s advanced from $9.50 per case to $10.50. Lard advanced to $10.50 for threes. Smoked meats have higher tendencies. Eggs are firm at unchanged quotations. Small white beans are selling at $4.95 to $5.50. B. C. raspberries are arriving at $5.50 per crate.

Lard, pure, 3		10 50
Beans, B.C., per hundred	4 95	5 50
Rolled oats		8 80
Rice, Siam	5 50	6 00
Japan, No. 1	7 50	8 00
Tapioca	6 75	7 25
Sago	6 75	7 25
Sugar, pure cane, gran., cwt.		11 52
Cheese, No. 1, Ont., large	0 20½	0 22½
Alberta cheese, twins		0 20
Do., large	0 20	0 21
Butter, creamery, lb.		0 35
Do. dairy, lb.	0 25	0 30
Lard, pure, 3s	10 50	11 10
Eggs, new laid, local, case	9 50	10 25
Tomatoes, 2½s	4 00	4 25
Corn, 2s, case	3 15	3 85
Peas, 2s, standard case	3 60	4 00
New early June peas, case		4 50
Strawberries, 2s, Ont., case	9 90	10 30
Raspberries, 2s, Ont., case	10 40	11 00
Gooseberries, 2s		11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 14	0 15½
Do., 25s, lb.	0 14½	0 16½
Peaches, evaporated, lb.	0 22	0 22½
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 08	0 08½
Do., 70-80s	0 08½	0 11
Do., 60-70s	0 12	0 12¾
Potatoes, local ton	25 00	0 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE

ST. JOHN, N.B., July 6.—Business is about as usual with some slight price changes. Granulated cornmeal is quoted at $3.50 to $3.75 and ordinary at $2.30. Rolled oats are selling at $8.80. Molasses is easier at 60 cents per gallon. Granulated sugar declined to $8.95 and yellow to $8.45 per hundred. Cheese is easier at 17 to 18 cents. Fresh eggs are quoted at 35 to 36 cents per dozen. Pure lard is quoted at 16½ to 17 cents and compound at 13½ to 14 cents per pound. Canned tomatoes are slightly higher at $4.00 per case, corn at $3.50 and peas at $3.80.

Cornmeal, gran., bags	3 50	3 75
Do., ordinary		2 30
Rollde oats		8 80
Rice. Siam. per 100 lbs.	6 50	7 00
Tapioca, 100 lbs.	8 00	10 00
Molasses		0 60
Sugar—		
Standard, granulated		8 95
No. 1, yellow		8 45
Cheese, new, twins	0 17	0 18
Eggs, fresh, doz.	0 35	0 36
Lard, pure, lb.	0 16½	0 17
Do., compound	0 13½	0 14
Tomatoes, 2½s, std., case		4 00
American clear pork	31 00	33 00
Beef, corned, 1s		3 45
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	0 30	0 33
Do., dairy	0 25	0 29
Do., tub	0 24	0 28
Corn. 2s, standard, case		3 50
Peas, standard, case		3 80
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case		
Lemons, case	11 00	12 00
Oranges, California	6 50	8 00
Bananas, lb.	0 08	0 10
Grapefruit, case	8 50	9 50

Nova Scotia Markets

FROM HALIFAX, BY WIRE

HALIFAX, N. S., July 6.—Business continues good in all lines. Butter, cheese and eggs all show advances. Creamery butter is quoted at 32 cents and dairy at 25 cents. Cheese is selling at 20 cents per pound. Eggs are quoted at 42 cents per dozen. Regular grocery lines show few price changes over last week.

Flour, No. 1 patents, bbl.		11 00
Cornmeal, bags		2 50
Rolled oats, per bag		3 85
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.		10 00
Sugar, standard, gran.		10 70
Do., No. 1, yellow		10 20
Molasses, gal.		0 70
Cheese, Ont., twins		0 20
Eggs, fresh, doz.		0 42
Lard, compound		0 14
Do., pure, lb.		0 16
American clear pork, bbl.		31 00
Tomatoes, 2½s, standard, doz.		1 90
Breakfast bacon		0 48
Hams, aver. 9-12 lbs.		0 38
Do., aver. 12-18 lbs.		0 38
Do., aver. 18-25 lbs.		0 37
Roll bacon		0 33
Butter, creamery, lb.		0 32
Do., dairy		0 25
Raspberries, 2s. Ont., doz.		4 00
Peaches, 2s, standard, doz.		3 00
Corn, 2s, standard, doz.		1 65
Peas, standard, doz.		1 80
Strawberries, 2s, Ont., doz.		4 00
Salmon, Red Spring, flats, cases		
Do., Pinks		7 00
New Beets, per dozen		0 75
New carrots, hamper		3 50
New spinach, bushel		0 75
Do., Chums		6 00
Evaporatted apples, per lb.		0 15
Dried peaches, per lb.		0 26
Potatoes. Nat., 90-lb. bag		1 25
Onions, Bermuda, case		3 50
Beans, white		3 35
Do., yellow eye		7 50
Banans, lb.	0 10	0 11
Lemons, Cal.		12 00
Oranges, all sizes	7 00	8 00
Grapefruit, Florida, case		8 50
Do., Jamaica	7 00	7 50
Oats, per bushel		0 75

BRITISH COLUMBIA MARKETS

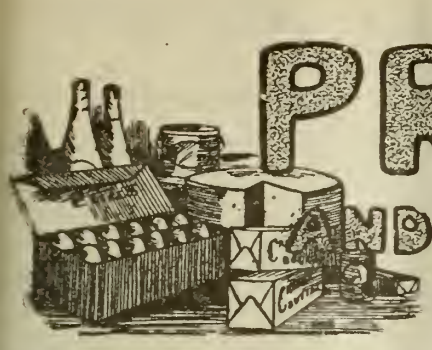
VANCOUVER, B.C., July 6.—Strawberries are moving freely, some 46 cars have been shipped from Fraser Valley and 29 from Victoria at prices around $1.50. Raspberries are appearing at $2.65. Cherries are selling at 25 cents for bings and black tartarians at $2.00 per crate. Cabbage is quoted at five cents per pound and green peas at eleven cents. New apricots are $3.50 per box. B.C. cheese is quoted at 22¾ cents and Ontario at 23 cents. Fresh eggs advanced to 42 cents per dozen. Lard is firm and expected to advance. Old potatoes are selling at $1.00 and new at $2.75.

COFFEE PAINTED TO ORDER

Brazilian coffee-dealers will paint coffee any color desired. There is black coffee, brown coffee, yellow coffee, blue coffee, and green coffee.

The health authorities of some countries will not permit the entrance of painted coffee. Its entrance is not allowed in the United States. However, many of the South American countries prefer colored coffee. and certain states in South Africa also like to use coffee colored to suit their taste.

The coloring matter is applied in big revolving cylinders provided with paddles. Each cylinder holds about six bags of coffee. Vegetable coloring matter is used.



PRODUCE AND PROVISIONS

How A Meat Deparment Can Help The Sale Of Groceries

W. J. Penaligon, King Street E. Hamilton, Ont. has a Meat Department in connection with his grocery store, and he says the two work well together.—A Meat Slicer Increases Sales.

Conducting a fresh meat department in connection with a grocery store has proved a good combination in a great many instances. W. J. Penaligon, King Street, E., Hamilton, Ont. has a grocery store with a meat department, and he finds the two work well together. Mr. Penaligon's store is situated on a corner, with the grocery part fronting on King Street, and the meat department at the rear, with an entrance from the side street. "One department helps the other", Mr. Penaligon told Canadian Grocer. "Very often when people are in the store for groceries, knowing that they can also purchase meat here, they step into the meat department and buy their meat supply. It is in this way that the grocery section helps the sale of meats, and vice versa. It is the same with the telephone orders. If a customer is ordering meat, the suggestion of some special lines of groceries frequently results in an order, and likewise meats can be sold in the same way along with groceries."

Mr. Penaligon looks after the meat department, and his wife has charge of the groceries with the assistance of a clerk. Of course in the summer months the sale of fresh meats falls off very considerably on account of the hot weather, but sales of cooked meats are very heavy. Mr. Penaligon has a modern meat slicer, that he declares, has meant a good deal in the way of increasing his turnover both in cooked and smoked meats. In the busy season, particularly when there is a big demand for cooked meats, the slicer facillitates service, enabling Mr. Penaligon to serve people much more rapidly than he otherwise would be able to do.

In addition, he thinks it is an economic saving, and he is able to sell cooked and smoked meats on a more profitable basis. "People too", he said, "like to get their meat nicely sliced, and of course a slicer makes for unform slicing."

Maintaining Volume of a Business

(Continued from Page 21)

for a dollar. The money is made on the goods you buy for fifty cents and sell for seventy-five cents. The jeweller gets the largest margin of any man in business, but long margins do not necessarily mean long net profits. Now, with regard to the tendency of price decline, it is evident that some have to step backward or step to one side. When wages drop twenty per cent. a man can pay only 80 cents where before he paid a dollar. This is a point to be remembered.

"You are now faced with holding up the volume of your business. What happens when you do not succeed? Suppose $10,000 is the volume of a business. Say the average cost of doing business is 27.6 per cent. If this is the cost of doing business it costs me in dollars $2,760. Divide the cost of doing business by the volume and you get your percentage cost of doing business. Now, this brings the volume of business down to $8,000. How about reducing expenses ? There is just one way in which you can cut down on your rent. That is to take your stock to one side and rent the other half of the store to a florist or some other dealer of this kind. But such a plan is not practical for a red-blooded man. Here, too, the question of price enters. Today the customer asks about the price of a thing. It shows we are getting back to normal. Can we reduce selling expenses? We might cut wages like the other fellow, but it is hard to do this in a small organization where personality counts. Cut out your advertising, then. If you do this, though, your volume dwindles because advertising brought some of it. How about getting along with fewer clerks? This is hardly feasible, as people wait just so long in a store and then go away. This would cut in again on the volume. In the face of all this, it looks as though it is quite a man-sized job to cut down that $2,760 without hurting the $8,000. But unless you do something your cost of business is liable to rise to 34.50 per cent . This means that something has to be done.

Perpetual Inventory Proposed.. ..

"In the first place, most of us aim for a certain margin and then never check up to see how close we come to it. How many of you do not know at the end of the month just how much money you have made or have not made?

Here there was what appeared to be a unanimous showing of hands, and J. E. W. Lescours, of Montreal, asked: "How can you know this monthly without taking inventory?"

"The only way," replied Mr. Stockdale, "is to keep perpetual inventory. It is one of the simplest pieces of machinery that can be devised in bookkeeping."

"Is it practical"? asked F. J. Roag, of Kingston.

"Absolutely and easily attended to," replied Mr. Stockdale, going on to say:

"Those who have a perpetual inventory know just what they have in stock, should there be a fire or anything like that, while others only guess. A perpetual inventory is as good as an insurance policy. The only thing to watch in keeping record is that you do not pay more for a record than it is worth. Sometimes we find a retailer who is a real bug on system, and he will invariably pay out too much for what he gets.

"I have in mind a retailer who would not handle anything at less than fifty cents. Later on he put in five and ten cent stuff and he steadily doubled his business. In this connection let me point out that there is a great opportunity for increasing volume in the handling of hair nets. There are numerous other lines, too, which might be pushed to advantage.

(Continued on Page 28)

NEW FRUIT CANNING FACTORY AT PENOBSQUIS

Sussex, N.B., July 7.—The Acadia Producers, Ltd., is considering the advisability of erecting a fruit canning factory at Penobsquis, N.B. The concern owns a large tracts of blueberry lands at Dunsinane, between Penobsquis and Anagance. W. B. Fawcett of Sackville, is president of the company, J. Herbert Morey of Penobsquis, vice-president and B. A. Keith of Anagance, a director.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, July 6.— The provision market is marked by a steady or strong tendency in almost all lines. The fresh meat market alone shows weakness. Following the sharp advance of the past two weeks live hogs are lower in price but the summer demand for smoked and cooked meats keeps that market strong. There is a more active market for both butter and cheese with a better call for export. Butter is up another cent a pound and cheese prices have started upward. Eggs are firm with good supply continuing but the demand for both domestic and export trade increased. There is no change in fish prices. The lard market continues to improve with a bigger demand and an advance of half a cent a pound on the twenty pound pails.

Butter Goes Higher

Montreal.

BUTTER.—All the influences that bear on the butter market tend to strengthen up prices. The demand both for home consumption and exportation has noticeably increased and the hot dry spell does not tend to increase the supply of butter offered on the market. There is a keen demand for creamery butter and prices are strong with an upward tendency. Creamery butter in prints is now selling at 34 cents per pound.

Creamery prints, qual., new	0 34
Do., solids, quality, new	0 33

Montreal.

Cooked Meats Steady

COOKED MEATS.—The hot weather has noticeably increased the demand for cooked meats. Packers state that supplies are quite sufficient to meet the demand and prices are firm and steady.

Jellied pork tongues	0 38
Jellied pressed beef, lb.	0 37
Ham and tongue, lb.	0 42
Veal	0 30
Hams, cooked	0 54 0 57
Pork pies (doz.)	0 80
Mince meat, lb.	0 17½ 0 19
Sausage, pure pork	0 25
Bologna, lb.	0 14
Ox tongue, tins	0 59
Head cheese, 6-lb. tins, per lb.	0 16
Do., 25-lb. tin pails, lb.	0 15

Cheese Market Stronger

CHEESE.—The cheese market, like the butter market has during the past week increasd in strength. Prices paid at the cheese boards show an advance of from one to four cents a pound during the past week. The wholesale price on new cheese is not yet changed, but it is evident that prices will score an advance. Old cheese is steady in price. There is a keener demand for export for the new Canadian cheese and as a result a firmer cheese market may be expected for the future.

Large, per lb.	0 18	0 19
Twins, per lb.	0 18	0 19
Triplets, per lb.	0 18	0 19
Stilton, per lb.		0 35
Fancy, old cheese, per lb.	0 34	0 35
Quebec	0 21	0 22

Eggs Are Steady

EGGS.—The egg market has remained steady and strong during the week and prices have held with a keen demand for supplies both for home consumption and export. The supplies of eggs arriving on this market continue good despite the warm weather and the demand for export is mainly responsible for the upward tendency of the market.

EGGS—

Fresh, selects	0 40
Do., No. 1	0 36

Fish Prices Unchanged

FRESH FISH.—There is no change in prices quoted on the fish market. The supply of Gaspe salmon, halibut and haddock are good with a fair demand. The supply of lake fish is only sufficient to meet requirements.

Hog Prices Easier

FRESH MEATS.—A weaker feeling prevailed in the Canadian live hog market through the week and prices generally have scored a decline, due to the increased offerings. The high prices quoted early in the week did not hold and fell off with a decline of fifty cents a hundred to $13.50 for selects weighed off cars. There is no improvement in the beef market. Packers still have large supplies of front quarters on hand since the demand has almost been entirely for hind quarters. The offerings have been good and prices are easy.

FRESH MEATS

Hogs, live (s'cted off cars)	13 00	13 50
Hogs, live (s'cted off cars)	13 50	14 00
Abattoir killed, 65–90 lbs.		0 21
Fresh Pork—		
Legs of pork (foot on)	0 28½	0 29
Loins (trimmed)	0 29	0 30
Bone trimmings		
Trimmed shoulders	0 20	0 22
Untrimmed	0 16	0 18
Pork sausage (pure)		0 25

Fresh Beef—

(Cows)		(Steers)	
0 19	0 24	Hind quarters	0 21 0 26
0 08	0 11	Front quarters	0 09 0 13
0 27	0 30	... Loins ...	0 33 0 36

Lard Prices Firm

LARD.—A much better feeling has prevailed in the lard market throughout the week owing to the increased demand for supplies for export accounts and the large trade being done for domestic and country accounts. There is no change in the price, but there is a noticeable addition o strength to the present prices.

LARD—

Tierces, 360 lbs.		0 15
Tubs, 60 lbs.		0 15½
Pails, 20 lbs.		0 16
Bricks	0 17	0 18

Barrelled Meats Unchanged

BARRELLED MEATS.—There is no change in the prices quoted on barrelled meats. The demand is limited in this line, but prices hold steady.

Barrel Pork—

Canadian Short cut (bbl), 30-40	40 00
Clear fat backs (bbl.), 40–50 pieces	30 00
Heavy mess pork (bbl.)	31 00
Plate beef	23 00

Smoked Meats In Demand

SMOKED MEATS.—There has been a marked increase in the consumption of smoked meats during the past few weeks, which is attributed to the very hot weather. The result is an urgent demand for supplies from all points and consequently a stronger and more active market. There is no change in price although there is every indication of a rising market.

BACON

Breakfast, best	0 36	0 39
Smoked Breakfast	0 41	0 44
Cottage Rolls		0 29
Picnic Hams		0 24
Wiltshire	0 33	0 37

MEDIUM SMOKED HAMS—

Weight, 8-14, long cut		0 34
Do., 14-20	0 34	0 35
Do., 20-25		0 30
Over 35 lbs.		0 30
Do., 25-35		0 30

Fish Prices Steady

FISH.—There is very little change in the fish market. The demand for fresh fish is good and the supply of Gaspe salmon is improved with a price of 25 cents per pound quoted. Other lines of fish are in good supply with prices unchanged.

Gaspe Salmon	0 25

FROZEN FISH

Halibut, large and chicken	0 20	0 23
Haddock		0 07
Mackerel	0 15	0 16
Do., Western, medium	0 21	0 22
Steak od	0 07½	0 08½
Market Cod	0 06½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B.C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd.		0 11
Doree	0 12	0 17
Smelts	0 15	0 20

ONTARIO MARKETS

TORONTO, July 6.— The hog market has developed an easier tone with quotations lower under a small demand. On the other hand, fresh pork cuts are higher which is claimed is due to these goods being bought at the higher level. Smoked hams and bacon, also cookd hams are higher attributed to the same reason as the above. Butter is fairly steady although the tone of the market is slightly firmer. Cheese has advanced considerably during the week. Egg prices are unchanged but there is an easier tendency with dealers bidding a lower price at country points. Lard and shortening are somewhat higher. Fresh whitefish is lower but otherwise fish quotations are unchanged. Spring chickens are lower but heavy fowl are slightly higher.

Toronto.

Butter Markets Firm

BUTTER.—The market continues firm. Quotations stand steady at 31 to 33 cents per pound on creamery prints.

BUTTER—

Do., No. 2	....	0 31
Creamery prints, No. 1	0 32	0 33

Cheese Prices Higher

Toronto.

CHEESE.—The market made an advance of from 1½ to 2 cents per pound, bringing the price to the retail trade to 20 and 21½ cents.

CHEESE—

Large, new	0 20	0 20½

Eggs Tend Easy

EGGS.—There is an easy tendency to the egg market. Dealers are offering lower prices at country points claiming that there is a great deal of waste on account of the warm weather and also the fact that American eggs can be laid down at a lower price. Quotations to the trade are unchanged, but the feeling is for lower prices.

EGGS—

Selects	0 40	0 41
No. 1	0 38	0 39
Selects in cartons	0 42	0 43

Cooked Hams Higher

COOKED MEATS.—This market is very firm under an active demand. Boiled hams are quoted at 53 cents, but there are some packers quoting as high as 55 cents. Square trimmed pressed hams are quoted at 59½ cents per pound.

Boiled hams, lb.	0 53	0 55
Do., square pressed	....	0 59½
Boiled shoulders, lb.	....	0 42½
Head cheese, 6s, lb.	....	0 12
Choice jellied ox tongue, lb.	....	0 63
Jellied pork tongue	....	0 37
Bologna	0 16	0 18
Macaroni & cheese loaf, lb.	....	0 23

Above prices subject to daily fluctuations of the market.

Hog Market Easier

FRESH MEATS.—The hog market has further developed an easier tone under light receipts, but a likewise small demand. Quotations on live hogs dropped 50 cents during the week with a still further drop in prospect. Cattle is also in an easy position due to the light demand during the hot weather. Fresh pork cuts are advanced one to three cents per pound. Calves, sheep, lamb and beef are lower.

Hogs—

Dressed, light, per cwt.	....	17 00
Do., heavy, pr cwt.	12 00	14 00
Live, off cars, per cwt.	11 75	12 00
Live, fed & watered, cwt.	11 50	11 75
Live, f.o.b., per cwt.	10 75	11 00

Fresh Pork—

Legs of pork, up to 18 lbs.	....	0 35½
Loins of pork, lb	....	0 31
Fresh hams, lb.	....	0 37
Tenderloins, lb.	....	0 55
Spare ribs, lb.	....	0 12
Picnics, lb.	....	0 19
New York shoulders, lb.	....	0 20
Montreal shoulders lb.	....	0 21
Boston butts, lb.	....	0 24

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 21	0 24
Front quarters, lb.	0 06	0 08
Ribs, lb.	0 18	0 26
Chucks, lb.	0 06	0 07
Loins, whole, lb.	0 28	0 30
Hips, lb.	0 18	0 22

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 12	0 16
Spring lamb, lb.	0 28	0 30
Yearling lamb, lb.	0 12	0 15
Sheep, whole, lb.	0 10	0 12

Above prices subject to daily fluctuations of the market.

Whitefish Lower

FISH.—Heavy shipments of whitefish are arriving which has resulted in lower prices. Whitefish a few weeks ago was quoted as high as 20 cents per pound while this week quotations are down to 11½ cents per pound. There are no other changes in quotations, the market is steady under a seasonable demand which is quiet.

FRESH SEA AND LAKE FISH

Cod Steak, lb.	0 09	0 10
Do., market, lb.	....	0 09
Halibut, chicken	0 16	0 17
Do., medium	0 22	0 23
Whitefish, Government	....	0 11½
Do., Georgian Bay	....	0 11½
Frsh Herring	0 10	0 11
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 16	0 17
Haddock	0 10	0 11
Spring Salmon	0 24	0 25
Mackerel	0 11	0 12

FROZEN FISH

Halibut, medium	0 22	0 23
Do., Qualla	0 09	0 12
Flounders	0 09	0 12
Pike, round	0 06	0 07
Do., headless and dressed	....	0 08
Salmon, Cohoe	....	....
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11

SMOKED FISH

Haddies, lb.	0 10	0 12
Fillets, lb.	....	0 17
Kippers, box	2 25	2 75
Bloaters	....	2 00

PICKLED FISH

Salmon Snacks, lb.	....	0 24
Labrador Herrings, kegs, 100 lbs.	....	6 25
Do., bbls., 200 lbs.	....	11 75
Do., pails, 20 lbs.	....	2 00
Holland Herrings, Milchers	....	1 15
Do., Mixed	....	1 00

Lard Quotations Up

LARD.—The market continues to show the effect of the higher hog market and prices are again advanced during the week. In some quarters as high as 18 cents is asked for one pound prints while others are quoting 16 cents. On the tierce basis quotations range from 14½ to 15 cents per pound.

LARD—

1-lb. prints	0 16	0 18
1-lb. Tierces, 400 lbs.	0 14½	0 15

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Shortening Firmer

SHORTENING.—A firmer feeling is noted in the market in sympathy with lard and hogs. Some packers have advanced quotations one cent per pound, but others are unchanged. Quotations on one pound prints are 15 to 16 cents and on the tierce basis 12 to 12½ cents per pound.

SHORTENING—

1-lb. prints	0 15	0 16
Tireces, 400 lbs.	0 12	0 12½

Margarine Dull

MARGARINE.—There is little demand for margarine with quotations continuing around 19 cents for the best quality.

Smoked Bacon Firm

PROVISIONS.—The market is somewhat higher with quotations on hams and bacon advanced. This is the result of the higher priced hogs now arriving in the finished state. The condition however cannot be considered a strong one in view of the fact that the hog market has again reached a lower basis. Barrel pork is also slightly higher.

Hams—

Small, 6 to 12 lbs.	0 37	0 39
Small, 6 to 12 lbs.	0 37	0 39
Large, 20 to 25 bs. ea., lb.	0 34	0 37
Heavy, 35 lbs. & upwards	....	0 33

Backs—

Boneless, per lb.	0 46	0 48
Rolled, per lb.	....	0 52
Peameal	0 41	0 43

Bacon—

Breakfast, ordinary, lb.	0 30	0 42
Do., special trim	....	0 46
Roll, per lb.	0 25	0 27
Cottage rolls	0 30	0 33
Wiltshire, smkd. sides, lb.	....	0 28
Do., three-q'rter. cut	....	0 33
Do., middle	....	0 35

Dry Salt Meats		
Long clear bacon, av. 50-70 lbs.	0	19½
Do., av. 80-90 lbs.	0	17½
Clear bellies, 15-30 lbs.	0	19½
Fat backs, 10-12 lbs.	0	13½

Out of pickle prices range about 2c per pound blow corresponding cuts above.

Barrel Pork—		
Mess Pork	33	00
Short cut backs, 200 lbs.	40	00
Picked rolls, bbl., 200 lbs.—		
Lighweight	46	00
Heavy	41	00

Above prices subject to daily fluctuations of the market.

Spring Chickens Lower

POULTRY.—The receipts of spring chickens continue to increase with the result that prices are lower. While on the other hand heavy fowl has advanced under small receipts. Quotations on other lines are unchanged.

Prices Paid by Dealers

	Live	Dssd.
Turkeys	0 30	0 40
Chickens, spring	0 30	0 40
Roosters	0 14	0 18
Fowl, over 5 lbs.	0 23	0 25
Fowl, 4 to 5 lbs.	0 20	0 20
Fowl, under 4 lbs.	0 18	0 18
Ducklings,	0 35	0 35
Guinea hens, pair	1 25	1 50

Prics quoted to retail trade: Dressed

Turkeys	0 55	0 60
Hens, heavy	0 30	0 32
Do., light	0 28	0 30
Chickens, spring	0 50	0 55
Ducklings		0 48

WINNIPEG MARKETS

WINNIPEG, July 8.— The hog market is slightly easier due to the heavy receipts. The butter market is showing strength. There is a good demand for smoked and cooked meats and prices remain unchanged. Lard and shortening are firmer and higher. Eggs are arriving freely and are meeting with a heavy demand. Fresh lake fish are arriving and are selling freely. The cheese market remains unchanged and a slight improvement is being shown.

Butter Market Firmer

Winnipeg.

BUTTER.—The butter market has developed a firmer tone and best table grade creamery advanced 2 cents per pound and is quoted at 35 cents. Large supplies are arriving with a big demand for this line.

BUTTER—		
Creamery, best table grade	0	35
Dairy, best table grade	0 24	0 26
Margarine	0	24

Hog Market Easier

FRESH MEATS.—Heavy receipts coupled with inferior quality has caused an easier tone to the hog market and selected live hogs are quoted at $11.25 per cwt. Good butcher heifers are being sold from $6.00 to $7.00 and real good cows are realizing from $5.00 to $6.00. Veal calves shared in the decline and ar quoted $2.00 less than a week ago. Best quality are ranging from $8.50 to $9.50 with fair to good from $6.00 to $7.50. The sheep and lamb market is reported weak and good sheep are selling from $5.00 to $5.75. Best quality lambs are quoted at $11.00.

Selected, live, cwt.	11	25
Heavier	8 25	10 25
Light	11	25
Sows	6 25	7 25
Fresh Pork		
Legs of pork, up to 35 lbs. lb.	0 25	0 31
Spare ribs		0 18
Loins of pork, lb.	0 29	0 32
Fresh hams, lb.		0 18
Picnics, lb.	0 16	0 20
Shoulders	0 13	0 19
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 07	0 09
Front quarters, lb.	0 07	0 09
Whole carcass, good grade, lb.	0 10½	0 13
Mutton—		
Choice, lb.	0	17
Choice long hinds (leg and loin)	0	26
Choice Stews	0	10
Lambs—		
Choice, 30-45 lbs.	0	22
Veal—		
Good veal, 40 to 80 lbs., hind quarters	0	16

Smoked Meats Steady

PROVISIONS.—There is a good trade being done in most lines of smoked and cured mats and hams have shown a slight decline with bacon remaining practically unchanged.

Hams—		
8 to 16 lbs., per lb.	0 43	0 44
16 to 20 lbs., per lb.	0	43
Boneless, 8-16 lbs., per lbb.	0	48
Skinned, 14-18 lbs., per lb.	0	47
Skinned, 18-22 lbs., per lb.	0	44
Bacon—		
Back, 6 to 10 lbs., lb.	0	54
Cottage Rolls, boneless	0	31
Bellies, 6 to 10 lbs., per lb.	0	40

Cooked Meats Active

COOKED MEATS.—Cooked meats are in big demand and are selling freely at unchanged quotations.

Bset q'lty, skinned, 8-13 lbs.	0	57
Do., 13-16 lbs.	0	52
Rost Ham, lb.	0	56
Roast shoulders, lb.	0	38½
Head Cheese, 1-lb. tins	0	16
Jellied Ox Tongues, lb.	0	65
Pork tongues, lb.	0	42
Luncheon Cooked Meats, lb.	0	22

Lard Advances

LARD.—The lard market is showing an improvement with prices advanced one cent per pound. No. 1 quality pure lard is quoted at 16 cents per pound and 20 pound wooden pails are offered at $3.60 per pail. Shortening also advanced and is quoted at 13½ cents per poun in tierces of 400 pounds.

Pure lard. No. 1 qualty, per lb. (in tierces 400 lbs.)	0	16
Do., wooden pails, 20-lb. pails	3	60
Shortening (wooden pails, 20-lb. pails), per pail	3	10
Short'ing, tierces of 400 lbs.	0	13

Poultry Unchanged

POULTRY.—Receipts of live poultr are very light and in consequence stor age stocks are practically cleaned up

D.P. Chickens, 3½ lb. & under	0	3
Do., 3½ lbs. and over	0	3
D.P. Fowl, 3½ lbs. and under	0	3
Do., 3½ lbs. and over	0	3
Turkeys, mixed weights	0 48	0 5

Cheese Unchanged

CHEESE.—Quotations are unchanged but the situation is showing a firmer feeling. Production is steadily increasing and a larger consumptive demand is noted at the low prices.

CHEESE—		
Stilton cheese, large, lb.	0	24
Ont., large, lb.	0	20
Ont., twins, lb.	0	20½
Ont., triplets, lb.	0	21

Eggs Selling Freely

EGGS.—Eggs continue to sell freely and heavy shipments are arriving. Eggs are quoted in cartons at 40 cents per dozen. No. 1s at 34 cents per dozen and fresh candled at 30 cents.

Whitefish In Demand

FISH.—Good shipments of lake Winnipeg white fish are arriving and are meeting with a good demand and are quoted at 16 cents per pound scaled. Kenora white fish is also in active demand and is quoeed at 14 cents pr pound scaled. Fresh red spring salmon is selling freely at 26 cents per pound with cohoe at 24 cents. Frsh halibut is quoted at 18 cents per pound.

Black Cod, lb.	0	13
Brills, lb.	0	09
Herring, Lake Superior, 100 lbs. sacks, new stock	3	50
Halibut, chicken, cases 300 lbs.	0	15½
Do., broken cases	0	16½
Jackfish, dressed		
Pickerel, case lots		
Salmon—		
Cohoe, full boxes, 300 lbs.	0	19
Do., in broken cases	0	20
Red Spring, in full boxes	0	24
Do., broken cases	0	25
Soles	0	09
Baby Whites or Tulibbees		
Whitefish, dressed, case lots	0	13½
Do., broken cases	0	14½
SMOKED FISH		
Bloaters, Eastern National, case	3	50
Do., Western, 20-lb. boxes, box	2	10
Haddies, 30-lb. cases, lb.	0	14
Do., in 15- lb. cases, lb.	0	14
Kippers, East, Nat., 20 count, per count	3	75
Do., West. 20-lb. boxes, box,	2	25
Filiets, 15-lb. boxes, lb.	0	30

PERFECTION BRAND

Smoked Bacon

This is the new brand name for Davies highest grade product, replacing in our Smoked Meats our former Dialstone brand. The quality is of the same high standard and dealers will profit by buying

DAVIES

PERFECTION

brand

PRODUCTS

Send for a trial order of Perfection Brand Smoked Hams, Backs, Breakfast Bacon, Rolls, Cooked Hams, etc.

SPECIAL

This is the season of the year to book standing orders for Bologna. Already numerous dealers have covered their weekly requirements of Davies' Parrafin and Bung Bologna.

Ask our Salesman for prices, or write us direct.
Special attention given to Mail Orders

THE WILLIAM DAVIES COMPANY LIMITED

Montreal Sydney Hamilton

Head Office Toronto, Ont.

"EASIFIRST"

As fast as you get it in
Your customers carry it away
Leaving you Profit and
Goodwill

Gunns LIMITED

"The more they have
The more they want"

WEST TORONTO ORDER TO-DAY Phone Junc. 3400

The Business Builder

The grocer who keeps a close check on his best selling; most profitable lines recognizes the steady all-the-year-round demand there is for Windsor Brand the salt which for years has had first place in purity, quality and flavor. It is a permanent business-builder. Is your stock complete?

WINDSOR BRAND

WINDSOR TABLE SALT
(for general Household Purposes)

REGAL TABLE SALT
(free running in cartons)

WINDSOR DAIRY SALT

WINDSOR CHEESE SALT

Made in Canada by

The Canadian Salt Co., Limited
Windsor, Ontario

Cow Brand Baking Soda

THERE'S a guarantee back of every sale of Cow Brand Baking Soda — a guarantee of over seventy years' customer confidence and positive satisfaction.

Cow Brand is just as big a favorite to-day. You can sell it easily and "bank on" steady repeats.

CHURCH & DWIGHT, LIMITED
MONTREAL

For Dainty Summer Lunches Recommend . . . . .

'Brunswick Brand'

Sea Foods

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Check over your stock today and order a good supply of these popular lines.

Brunswick Brand Sea Foods require no cooking and are therefore ideal for preparing warm weather luncheons and hurry up meals. Keep your stock well displayed as their advantages are so obvious that a mere display and a little reminder will increase your profits enormously.

Connors Bros., Limited

BLACK'S HARBOR, N. B.

Winnipeg Representatives:

Chas. Duncan & Son, Winnipeg, Man.

GALT'S
QUALITY
TEAS and COFFEES
"Satisfaction or Money Back"

When Was Your Coffee Roasted?

Likely the same day it was shipped, if Galt sent it. Most coffee sold in Canada is stale before it is sold. You can't build up a really good business on stale coffee. Why not try the Galt way. Order 25 lbs. at the price you now pay and if it isn't miles ahead of any you have ever had, send it back collect.

D. A. GALT
107 FRONT ST. E. TORONTO

When You Are In Need Of
GRAPE JUICE
REMEMBER THAT

MARSH'S
GRAPE JUICE

Is priced to enable you to sell at popular prices and that the result of stocking Marsh's is larger sales and more profit.

ORDER MARSH'S

The quality is right too

The Marsh Grape Juice Company
Niagara Falls, Ont.

Agents for Ontario, Quebec and Maritime Provinces:
The MacLaren Wright, Ltd.
Toronto and Montreal

Agents for British Columbia:
F. G. EVANS CO. Ltd.
Toronto and Montreal

SAMUEL DOBREE & SONS
LONDON, ENGLAND
Established 17th Century

Growers and Producers of

SUGAR - MOLASSES
COCOA

IMPORTERS AND EXPORTERS

Branches in all parts of the civilized world

Canadian Branch
UPPER WATER STREET
HALIFAX, N.S.

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Spring and Summer Trade.

REPRESENTATIVES: W. L. Mackenzie & Co., Limited Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can. J. W. Gotham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED
OFFICES: 58 WELLINGTON ST. W., MON

The Leading Line in Patents

BEECHAM'S PILLS

The Largest Sale of any Proprietory Medicine in the World

The Proprietor of Beecham's Pills begs to notify the Retail Trade of Canada that in consequence of the liberal advertising which is appearing in the press throughout the Dominion and the fact that Beecham's Pills are so well known and valued by the residents who have come from the British Isles, the demand is rapidly increasing and retailers are recommended to purchase Beecham's Pills in larger quantities and obtain the advantage of a better price.

In boxes, 25c. and 50c.

Prepared by the Proprietor, THOMAS BEECHAM, St. Helens, England

HAROLD F. RITCHIE & CO., LTD., Sole Agents, Toronto, Ont., Canada

Selling Products Your Customers Know

EDDY'S Matches and EDDY'S Indurated Fibreware are known to everybody, everywhere in Canada.

With most people, to think of Matches is to think of EDDY'S. The Eddy name to them is a symbol of that Match quality which some seventy years of match-making experience has made possible.

EDDY'S Indurated Fibreware Utensils are equally popular—and deservedly so. Lighter than wood and more durable than metal, they are ideal for household or farm use. Leak-proof, bulge-proof, rust-proof.

EDDY'S PRODUCTS are made in Canada, by Canadians, for Canadians.

The E. B. Eddy Co., Limited, Hull, Canada

12th JULY
Hot Weather Fruits

Lemons Watermelons
Oranges California Plums
Georgia Elberta Peaches
Cantaloupes
Tomatoes Cherries
Raspberries

Full fresh stocks for prompt Shipment

WHITE & CO., LTD.
Fruits of Quality TORONTO

Car of
Paprus Pie Plates
Price Right

WALTER WOODS & Co.
Hamilton and Winnipeg

INDEX TO ADVERTISERS

A

Anchor Cap & Closure Corp. 4
Artist Supply Co. 47

B

Birdland Society 8
Bain & Co., Donald H. .. 8
Beecham's Pills 45
Bush & Co., W. J. 13
Bowser & Co., Ltd., S. F. 6

C

Canada Barrels & Keg Ltd 47
Canadian Salt Co. 42
Chadwick & Wright 11
Channel Limited, Inside Front cover
Church & Dwight 42
Citrus Products Co. front cover.
Clark & Sons, D. W. 11
Clark Ltd., W. 1
Codville Co. 10
Connors Bros., Ltd. 43

D

Davies & Co., Wm. Ltd. 41
Dayton Scale Co. back cover
Dominion Canners Ltd. . 19
Dominion Slicer 7
Dobree Samuel & Sons 44
Duncan & Sons, C. 8

E

Eby-Blain Limited 14
Eddy Co., E. B. 45
Escott Co., Ltd., W. H. 10
Estabrooks Co., Ltd., T. H. 19
Eureka Refrigerator Co. Ltd. 7
Edmond Jos. 12

F

Frost Moorman & Co 11

G

Galt D. A. 44
Ganongs Ltd. 17
Grimsly Brokerage 17
Gunns Ltd. 42

H

Ltd. 11
Hamblin-Brereton Co.
Hanson, Co., Ltd., J. H. 12
Hayne, John 47
Howard's Ltd. 11
Hunt J. B., & Co. 12
Hungerford-Smith, The J. Co. 2

I

Imperial Grain & Milling Co. 7
Ingersoll Ice Cream Cone Co., Ltd. 18

K

Keating Ltd. 14
Kidd, T. Ashmore 11

L

Lachaine, Geo. D. 12
Langley, Harris & Co. Ltd 3-11
Laing & Waters 11
Lemieux, Victor A. 12

M

Mann Co., C. A. 14
Magor Son & Co. 20
McLauchlan, J. K. 11
McLay Brokerage Co ... 8
Macdonald Reg., W. C. 5
Mackenzie, W. L. 8
Maple Tree Producers' Assn., Ltd., ... 44
Marsh Grape Juice Co. . .44
Mickle, Geo. T. 11
Moore & Co. R. M. 47
Merchants Consolidated Ltd. 14

N

Nagle Mercantile Agency 14
North West Biscuit Co. .. 6

O

Oakey & Sons, Ltd., John 10
O'Donnell & Co., John J. 11

P

Patrick & Co., W. G. .. 11
Pennock & Co., H. P. .. 9
Procter & Gamble 48

R

Red Rose Tea 19
Robertson Murphy Co. Inside back cover
Rock City Tobacco Co. .. 13
Ross Can Co. 47

S

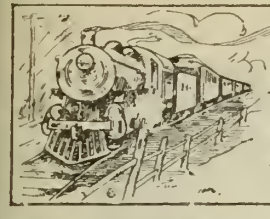
Salada Tea Co. 20
Scott Bathgate Co., Ltd. 10
So-Clean Ltd. 47
Soper E. N. & W. E. .. 11
St. Arnaud Fils Cie 12
Standard Computing Scale Co. of Canada Ltd., The 18
Stickney & Poor Spice Co. 7

T

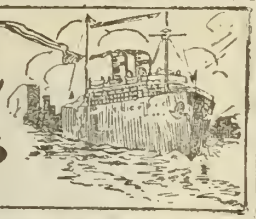
Thum Co. (Tanglefoot) O. & W. 41
Tippet & Co., Ltd. 12
Toronto Pottery Co., Ltd. 47
Toronto Salt Works 47
Trent Mfg., Co. 47

W

Wallace Fisheries, Ltd. 9
Watson & Truesdale 9
White & Co. 46
White-Cottell's 47
Woods & Co., Walter .. 46
Williams Storage Co. .. 9
Wiley, Frank H 8



BUYERS' MARKET GUIDE
Latest Editorial Market News



STONEWARE JARS

New Stoneware Catalogue just out, prices effective April 1st. Yours for the asking.

The TORONTO POTTERY CO. Limited
668-9 Temple Bldg.
Toronto

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents: Vagneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:- W. R. Barnard, 371 Bank St.

BARRELS
From 5 to 50 Gallons. For Liquid Containers
PROMPT SHIPMENTS
CANADA BARRELS & KEGS, Limited
WATERLOO, ONT.

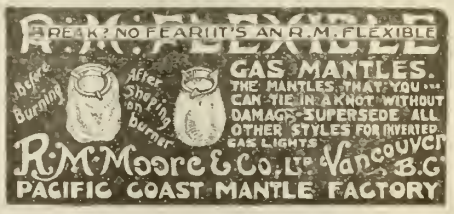
Your Wants
are many here below. Use the Want Ad. page and get rid of a few of them.

ITALIAN OLIVE CROP REDUCED

Lucien Memminger, consul at Leghorn, Italy, states that growers at Lucca report that the olive crop of Tuscany for the year 1920-21 is generally below the average. In certain zones the olive fly has caused injury, thereby limiting the quantity of the extra fine product. On this account an unusually high price is being obtained for this grade, while the inferior grades are selling at a reduction. Since olive trees do not bloom until June no estimate can yet be made of next season's crop.

SMALL CARRYOVER OF SOUTHERN RICE

Only 1,028,000 bushels of rice, rough and clean will be carried over into the season of 1921-22, according to calculations made by Michael Lelong & Co., rice dealers of New Orleans. "The situation as to the prospects of the rice business, in view of the 35 per cent curtailment of the next crop, places this commodity in a very strong and safe position," said Mr. Lelong. "The 1921-22 crop will be grown at a low cost and the superior prices and quality will allow us to compete with the Asiatic product." . . . . .


R.M. FLEXIBLE
BREAK? NO FEAR IT'S AN R.M. FLEXIBLE
Before Burning
After Shaping on Burner
GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE. SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
R.M. Moore & Co., Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

TANGLEFOOT PRODUCTS
STICKY FLY PAPER, STICKY FLY RIBBON, TREE TANGLEFOOT, ROACH AND ANT POWDER.
THE O & W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

SIGN WRITING
Do your own Card Writing
Write for our Catalogue which will tell you what you need. Best goods at Cost Prices.
ARTIST'S SUPPLY CO.
77 York St., Toronto
Mention this paper when writing

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wherever mail is delivered --

There is no point in the Dominion, no matter how remote, that is out of reach of the Procter & Gamble Products—and of the Procter & Gamble representatives. The Procter & Gamble salesman goes wherever mail is delivered.

And every one of these thousands of stores is a subject of vital interest to the Procter & Gamble Company. Our organization is prepared to be of real help to every grocer, in merchandising counsel successful in other stores.

Backing this personal service is, of course, the standard Procter & Gamble Products, known to every household. This unequalled line of products alone means profitable business for any store. With the helpful service of our traveling representatives it means definite success.

The Procter & Gamble Distributing Co.
of Canada, Ltd.
50 Bay Street, Toronto, Canada

Send mail orders to nearest address

Inexpensive, Effective Advertising that will be read and re-read—

Made of Extra Quality Rubber

With Special Enduring Qualities

PRICES

(Including Printing)

No.	Shape	Approx. Size When Inflated Circumference	Length	Per Thousand
20	Airship	9½	12"	$21.00
35	"	18½	—	28.00
40	"	22 "	—	32.50
45	"	24½"	—	35.50
50	Round	26 "	—	42.00
60	"	30 "	—	50.00
65	Med. Airship	11½"	18"	35.50
90	L'ge Airship	16 "	24"	62.50
150	Ex. L'ge Air.	20 "	25"	125.00
300	Giant Airship	32"	32"	250.00

Special quotations on quantity orders.

For special quotations on quantity orders—state quantity, size of balloon, and rinting desired.

Grocers, General Stores, Packers and Manufacturers will find MOHICAN ADVERTISING BALLOONS a most effective advertising medium at trivial cost. One of the strongest features of Balloon advertising is the fact that your imprinted ad. or message will be read every time the balloon is inflated while printed pamphlets and folders are very often thrown away un-read.

Few people can resist the natural impulse to blow up these attractive balloons consequently their messages make impressions times without number. MOHICAN BALLOON ADVERTISING is being used with great effectiveness by many enterprising business men. Comparing their cost with other forms of advertising the results they produce are surprising. Send a few out to your mailing list and see what excellent results they produce.

Robertson & Murphy Limited

247 St. Paul Street West - - MONTREAL, CANADA

(SOLE CANADIAN REPRESENTATIVES FOR MOHICAN RUBBER CO., ASHLAND, OHIO)

International Business Machines
SPEED
AGGURACY
ECONOMY

A gentle push swings it—

Would you waste the time of the customer you are serving and the customer who is waiting to be served, as well as your own time, by walking the full length of the counter and back again—

—would you do this, not once, but many times a day, if—

—IF you could with a gentle push swing the scale around to face you while you are selling goods ON THE OUTSIDE OF THE COUNTER?

If you have on your counter the low-platform Swivel-base Dayton, you can do this — but not otherwise.

YOU WON'T NEED SO MUCH MONEY FROM THE BANK

If you let the Dayton save Dollars in your store

DAYTON SCALES on the merchant's counter work all day and every day, for the benefit of the merchant's bank balance.

In these days, when competition is quickening in every branch of trade, the merchant must ask himself: "How can I make LARGER bank deposits on SMALLER profit margins?"

To this man we suggest: Don't waste energy and time trying to do what a machine can do better.

Dayton Scales will weigh your goods and compute their prices instantaneously and with hairsbreadth precision.

Dayton Scales rid your business of the multiplied careless, inaccurate weighings and computations which eat deep into your profits.

An investment in Daytons is an investment backed by the soundest business judgment—an investment which works every business hour to fatten your bank balance.

International Business Machines Co. LIMITED

FRANK E. MUTTON, Vice-President and General Manager
Royce and Campbell Avenues, Toronto.

IF IT'S A DAYTON IT'S RIGHT

DAYTON

IT IS MADE IN CANADA

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV. PUBLICATION OFFICE: COLLINGWOOD, ONT., JULY 15, 1921 No. 28

5c bars packed 24 to a box
10c bars packed 12 to a box
90c per box
Through your Wholesaler

LORAINE CHOCOLATE CORPORATION
LIMITED
Toronto---Canada

"Chocolate Products of Incomparable Quality"

--Sales Agents--

Harold F. Ritchie & Co.
LIMITED
10-12 McCAUL ST. TORONTO

YOUR CUSTOMERS TO-DAY

cannot afford new blouses and new lingerie as often as they may desire these things. But—they can all afford to give frequent color-change to such garments, by the use of ALADDIN DYE SOAP.

You will be doing the women a favor—and multiplying profits for your store—every time you bring this unique product to the attention of your customers. ALADDIN does what it claims to do—thoroughly. Its 18 colors are all delightful shades. It makes repeat sales because of the perfect results it gives.

CHANNELL LIMITED - TORONTO

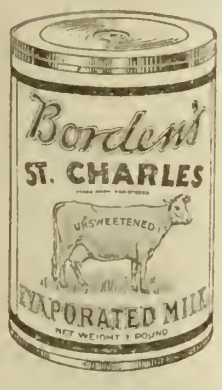
Distributors for Aladdin Dye Soap

Manufacturers of O-Cedar Products

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK



For those week-end fishing trips ---

Whether your customers go fishing, camping, or spend their vacation at a summer resort or at home, the great convenience, economy and deliciousness of Borden's Milk Products makes them almost an absolute necessity.

When you dress your summer windows be sure you include Borden's St. Charles Milk (with the cream left in), Borden's Eagle Brand Condensed Milk, Borden's Reindeer Coffee and Borden's Reindeer Cocoa. These four popular Borden lines are especially good sellers during the vacation season.

MONTREAL The Borden Co. Limited VANCOUVER

MACDONALD'S

Put the Macdonald packets Where They Will be Seen

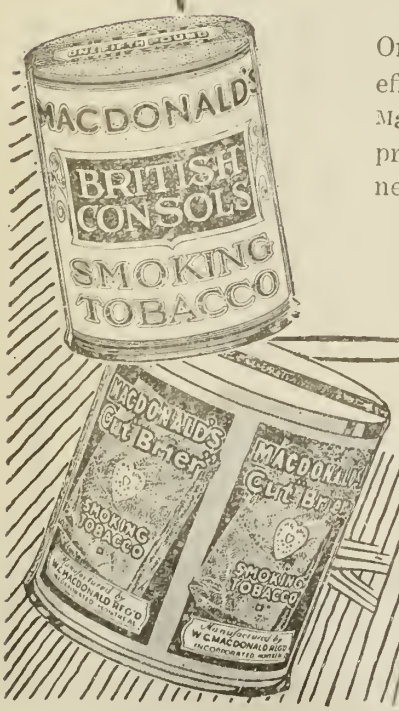
EVERY tobacco-user in Canada knows the Macdonald line by sight. The extensive advertising and the long standing of these tobaccos have brought Macdonald's to his notice. He looks on them, unconsciously perhaps, as old and trustworthy friends.

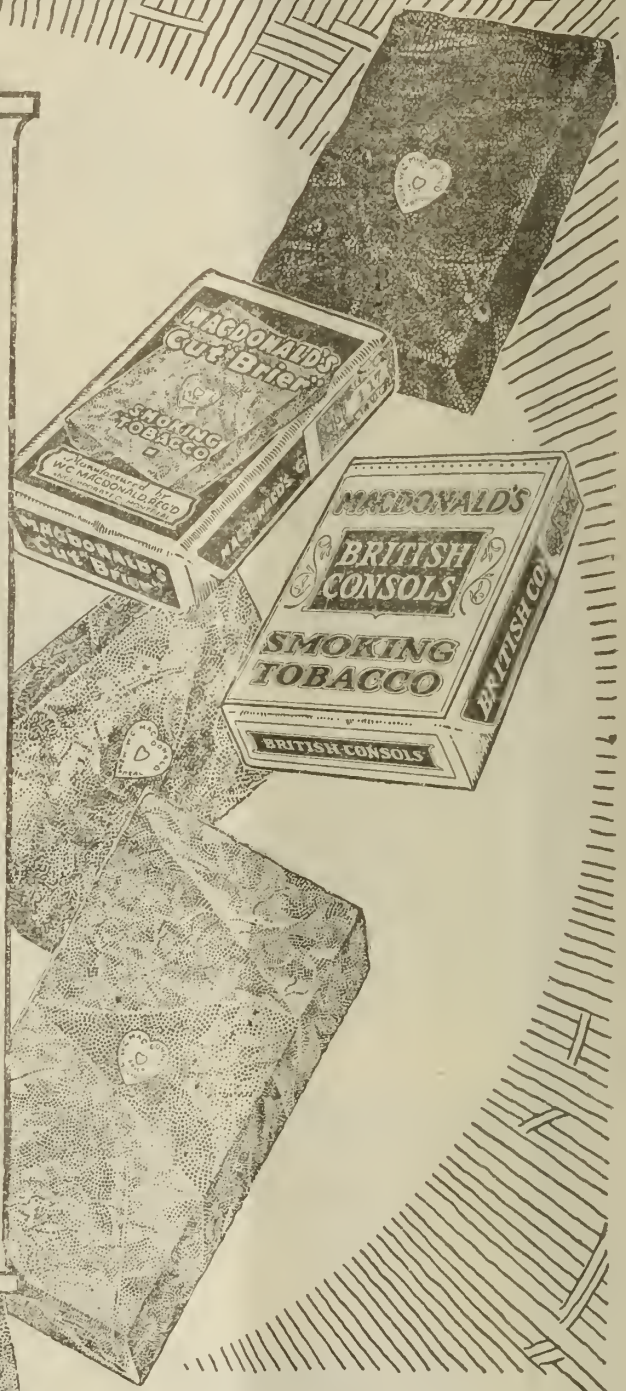
Put them where he can see them—in your display case and show-window—on your counter.

Your profit depends on your turnover; your turnover on your grasping the opportunity to build up sales.

Our advertising has increased our sale of Macdonald's Tobacco. It will increase yours if you turn it to your advantage.

Only a very slight sales-effort is needed to make Macdonald's the leading profit-maker of your busines. It is worth trying.





The Tobacco with a heart

CLARK'S

PORK AND BEANS

The ever popular Canadian Dish is well worth your attention during the summer season.

ALWAYS READY

and always in demand, with absolutely the highest reputation.

They will turn over your money quicker and to better advantage than any other.

W. CLARK, Limited - MONTREAL

By Appointment *to H.M. the King*

Crosse & Blackwell

have the highest reputation for quality. There is always a ready market for goods that are of the best, and it is recognized the world over that

Crosse & Blackwell

maintain a unique reputation for consistently supplying the best.

Price lists are obtainable from

Stewart Menzies & Co.

32 Front Street West
TORONTO

Dominion Building, Vancouver, B.C.
209 McDermot Avenue, Winnipeg

Anybody can cut prices but it takes brains to make a good article

Price cutting will move an article, but when reputation and quality, alone, will keep a product moving rapidly, it certainly is a tribute to the high standard quality of that article. When we tell you that our entire "carry over" stock of **Stuart's Pure Strawberry Jam** was completely sold out, along with most of our other lines, before June 7th last, it certainly proves to you more convincingly than words can tell, of the sterling quality and popularity of **Stuart's** Jams.

This season's strawberry pack will be only a small percentage of last year's pack and grocers whose stock of **Stuart's** rapid-selling jams is low, will be well advised to order at once. Be sure you specify **Stuart's** to your wholesaler. They insure steady profitable sales and fresh, pure Jams.

STUART LIMITED

SARNIA, ONT.

It Pays To Feature O'Keefe's In Warm Weather

All that is needed to bring you profitable sales of O'Keefe's refreshing Beverages in warm weather, is the suggestion which is given by window or counter display.

Quality, purity and distinctive flavor have made O'Keefe's the universal favorite, whether it is our Imperial Ale, Lager or Stout, or our famous Carbonated Beverages, such as — O'Keefe's Ginger Ale, Sarsaparilla, Cola, Orangeade, Special Pale Dry Ginger Ale, Lemon Sour, etc.

We anticipate the biggest season in our history for these refreshing beverages.

O'KEEFE'S - TORONTO

If You Can Add

just one single quality line to your stock this month it will increase your prestige will it not?

If you can give that pernicity customer macaroni that she will really enjoy it will help your standing with her. Now won't it.

The Columbia Macaroni Co., Ltd.

Lethbridge, Alberta

QUAKER BRAND

Quaker Brand canned fruits and vegetables are the choicest products of the fertile valleys of British Columbia.

Canneries are located at strategic points throughout the Province in the centres of each district where certain fruits or vegetables reach their highest perfection.

In stocking Quaker Brand you offer your oustomer the best canned goods Canada can produce.

Dominion Canners B. C. Ltd.

Head Office: Vancouver, B.C.

ORDER BY NAME

SELL MORE **TAPIOCA**

You can—if you will stock and push . . .

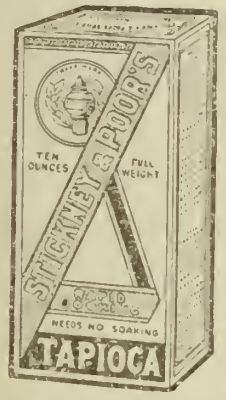
STICKNEY & POOR'S

RAPID COOKING

TAPIOCA

This tapioca needs no soaking, and is ready in a minute. Tell your customers about it. It comes packed in the familiar Stickney & Poor packages that stand out prominently on shelves and counters. Order a supply of Stickney & Poor's tapioca to-day.

Your co-operating servant,
MUSTARDPOT.



STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

EUREKA

REFRIGERATORS

are so built that a constant, positive circulation of cold, dry air is maintained. This feature fully covered by patents.

Your customers will appreciate the care you give to keep your perishables sweet and wholesome.
Don't repeat last summer's waste.
Get a Eureka.

Write for our new catalogue.

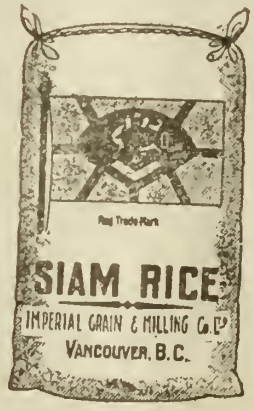
Eureka Refrigerator Co., Limited
Head Office: Owen Sound
Branches: Toronto, Montreal, Hamilton

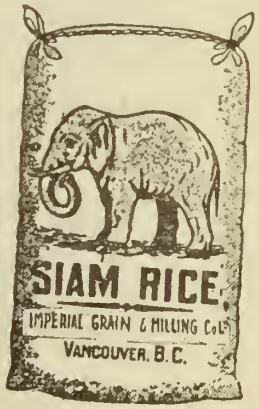
A Virile, Robust Fighting Fish

The Pinks packed under "Kiltie" BRAND are caught in the cool depths around the Queen Charlotte Islands

Caught in Deep Salt Water

Imperial Grain and Milling Co., Limited
VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY, EDMONTON, VANCOUVER

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

Say you saw it in Canadian Grocer; It will help to identify you.

LE 75 French Cigarette Papers

Finest Quality

A White Gummed Paper That Will Satisfy Your Trade

This cut is a facsimile

of the actual package

100 Leaves to Book
Automatic Doubles
50 Books to Box

Order to-day from your jobber

CANADIAN DISTRIBUTORS:

DONALD H. BAIN CO.

Wholesale Commission Merchants, Brokers and Importers

Head Office, WINNIPEG, MAN.

Branches:

SASKATOON REGINA CALGARY EDMONTON VANCOUVER MONTREAL LONDON, ENG

YOUR WANTS are many here below. Use the Want Ad. page and get rid of a few of them.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

ATTENTION

AGENTS, MANUFACTURERS, ETC.

WHOLESALE GROCERY -- Specialty House

in Vancouver, British Columbia

Dealing in high-class food products, [illegible] Druggists' sundries, confectionery, etc., desire to represent [illegible] facturers or agents of high grade food products [illegible] to their business.

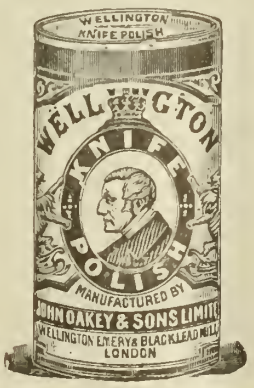
Several specialty men always on direct touch with the trade.

Special arrangements can be made to do detail work on any good line in return for exclusive representation in British Columbia.

First-class financial and other references supplied.

Apply in first instance to ADVERTISING MANAGER.

PROVINCE OFFICE, VANCOUVER, B. C.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.I, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East, Winnipeg

Sankey and Mason, 839 Beatty Street Vancouver

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Marketing Products in a "Big Way"

The house of "Scott-Bathgate" holds an 18 year old reputation for producing big results in the rich Western Provinces. — a reputation that you should investigate bofore you assign your product.

We'll place your product on the market for you in the same successful manner as we have done for Christie's Biscuits, Robertson's Confectionery and Hungerford and Smith's Fountain Supplies. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE

WINNIPEG, MAN.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
Fort William, Ont.

Thompson's Sealed Salted Peanuts

Packed in drum-shaped packages to retail at 5c. Forty packages to a carton. 30 cartons to a case.

Order from your jobber To-day

"Nifty Brand" whole blanched Jumbos, in 5 lb. tins, with envelopes. Packed in Canada by

A. E. THOMPSON

Box 2015 WINNIPEG

G. B. THOMPSON & CO., *Western Distributors, Winnipeg*

Eastern Representative: Walter S. Bayley, 20 Front St. E., Toronto, Ont.

Our advertising reaches ½ million readers weekly. Some of them trade with you. Co-operate.
The Codville Co. Ltd.

8

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND WRIGHT
WHOLESALE GROCERY BROKERS
28 Duke St. TORONTO.
Concentrated representation within the Province of Ontario

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

Merchandise Brokers — Manufacturers Agents
WE COVER LOGGIE, SONS & CO. CANADA
32 Front TORONTO — St. West CANADA

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.: Winnipeg, Man.

We Cover Western Ontario Thoroughly
Now representing Sainsbury Bros.; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work — Get in touch with us
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

WANTED
One or two good agencies in Food Products Give particulars in first letter. References furnished.
LAING & WATERS
28 Wellington St. E., Toronto

HAMBLIN-BRERETON CO., Limited
GROCERY and CONFECTIONERY AGENTS and IMPORTERS
Toronto and Kitchener, Ont.
Winnipeg and Calgary

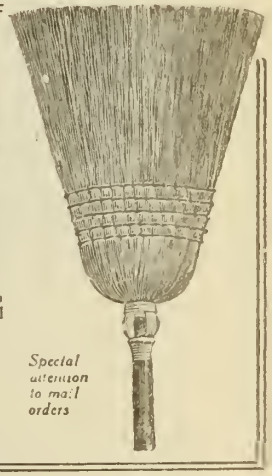
E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for

The **CROWN** *Trade-Mark*
on a bag of white beans is a guarantee of their uniform size and choice quality
Only the very finest hand-picked Canadian White Beans go into bags marked
CROWN BRAND
For your own protection insist upon having this line of known quality.
BRAND
G. T. MICKLE - Ridgetown, Ont.

Let Us Quote You on Our
HIGH GRADE BROOMS
Long life and great strength are built into every one of our brooms

STANLEY	BEAVER	CANUCK
5 string, fancy corn, all selected stock, polished handle.	5 string, good quality house broom, popular weight. Stands up to every test.	4 string, from cheaper stock, well made, and worth the price.

We also make a number of other lines, including Toy Brooms and Whisks.
Waterloo Broom & Brush Company, Limited
Telephone 286 — Waterloo, Ontario



Special attention to mail orders

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

VICTOR A. LEMIEUX
Labrador Lobster in 1 (one) pound tin, guaranteed best quality on the market,
Write for Quotations.
Wholesale Dealer
631 CORISTINE BLDG., MONTREAL

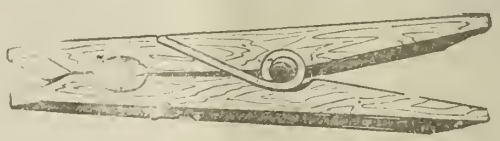
GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections.
18 Dalhousie Street, QUEBEC.

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 Place Royale, Montreal
Established 1876
Telephone Main 1581

When Writing to Advertisers Kindly Mention this Paper

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

MAPLE SUGAR
I solicit your orders for pure Maple Sugar. 35 years experience as wholesale dealer. Open for agencies of all kinds.
Agent for Messrs E. B. Eddy Co., Ltd., Hull; Simms Ltd., Toronto; St.-Lawrence Starch Co., and several others.
Hardware Expert. Correspondence solicited if interested.
Warehouse capacity, 10,000 feet floor space. Best spot in town on Main Street.
JOS. EMOND
2 & 4 rue St.-Joseph, Quebec, P. Q.

Be Sure You Ask Your Jobber for
Dominion Spring Clothes Pins

Manufactured by
The J. H. Hanson Co., Ltd.
MONTREAL

B. & S. H. THOMPSON & CO.
LIMITED
Head MONTREAL Office
Agents for Canada for the HOMCO Products, including: Hard and Soft Soaps, Soap Chips, Salad Oils, Compound Lard, Castor Oils, Sanctuary Oil, etc.
ENQUIRIES INVITED

MANUFACTURERS!!
Do you want excellent storage and first-class distribution in OTTAWA and District
Our large Ottawa warehouse on the C. P. R. is larger than our usual stock demands. We are willing to carry goods in storage for a manufacturer, deliver or ship from Ottawa stock, and possibly take care of sales for Ottawa and and District.
If interested, get in touch with us at once.
J. B. HUNT
Manufacturer of High Grade Flour and Feed
BROAD ST., OTTAWA, ONT.

HARRISONS AND CROSFIELD

IMPORTERS OF EASTERN PRODUCE

Coristine Bldg.
Import Dept.

Montreal
Telephone Main 6959.

IMPORTATIONS

Enquiries Solicited

FOR

PEPPERS

ALL KINDS OF SPICES

TAPIOCAS

SAGOS

MILD COFFEES

COCOAS

Desiccated COCOANUT

Etc.

Allied Companies

New York
Philadelphia
San Francisco
Shanghai
Hankow
Foochow
Singapore
Penang
Kuantan
Jesselton
Sandakan
Melbourne
Sydney
Brisbane
Adelaide
Perth
Wellington
Auckland
Dunedin
Christchurch

Head Office
London, Eng.

Branches

Colombo
Calcutta
Calicut
Cochin
Quilon
Batavia
Bandoeng
Tangjong Baley
Kuala Lumpur
Medon
Kobe
Tangier

Canadian and British Made PRODUCTS

for the

Canadian Trade

Vanillin "BUSH"
Emulsions
Oil Vanilla
Pure Fruit Extracts
Butter Flavor

We guarantee the quality of all these lines.
Write us for quotations.

The W. J. Bush & Co. Canada, Ltd.

MONTREAL TORONTO WINNIPEG

Supply the Consumer Demand

All newspapers of prominence throughout the Dominion carry Carnation Advertising.

Your customers are constantly reminded of the advantages of Carnation evaporated milk—and of the convenience of obtaining it from you—the Modern Milkman.

Are you in a position to meet the growing demand for Carnation Milk?

Increase your sales—link yourself with the Carnation campaign—get a share of this new business.

Carnation advertising material is free. Ask our representative or write for some of the following pieces:

Suggestions for Window Trims—Giant Carnation Carton—Counter Cutout—Counter Stand—Story of Carnation Receipe Book—Carnation Streamers or Hangers.

Address—CARNATION MILK PRODUCTS CO., LIMITED - Aylmer, Ont.

Remember—your jobber can supply you.

Now in "Hotel" Size

Carnation Milk is now also put up in a 32 oz. can. This "hotel" size can opens up big new possibilities. Comes packed 24 cans to the case. And it will pay you well to push it.

Carnation Milk

"From Contented Cows"

The label is red and white

The Biscuits that always open out FRESH, CRISP and DELICIOUS

"Meadow Cream" SODAS

You can always depend on Crothers' Meadow Cream Sodas. They are packed in attractive air proof cartons and tins, (from 6 oz. pkgs. up) that retain every particle of their fine flavor and oven crispness until they reach your customers' table. You'll never have to make excuses if you specify "Meadow Cream" to your wholesalers.

Write for quotations on our complete lines of fancy sweet biscuits and chocolate bars. You'll find them popular sellers.

The W. J. Crothers Co., Limited

KINGSTON, ONTATIO

You give your customers the best when you supply them with

KING OSCAR SARDINES

These high-grade sardines have won a national reputation as the finest flavored, highest quality brand on the market. They are packed from only the finest selected Norwegian caught bristlings, in the purest olive oil under the most hygienic conditions. When your customers ask for sardines, give them King Oscar Brand—it pays to give them the best.

Order your requirements
from your wholesaler.

Canadian Agents:

John W. Bickle & Greening
Hamilton, Ontario

A Big Seller with the Grocery Trade

SANATAS TONIC

A body builder and a wonderful blood purifier.
SANATAS TONIC will be in great demand by Hospitals and Invalids.
Every bottle guaranteed by Expert Chemists.
Buy Sanatas Tonic the profits are big.
Packed 1 dozen bottles to the case, 2 sizes, 16 or 32 oz.
Watch for our travellers or order direct.

SANATOR LIMITED

20 Jacques Cartier Square
Montreal

Western Agents
Richardson Green Ltd.,
170 Market St., Winnipeg

Quebec Agents
Hudson & Orsali,
St. Paul St., Montreal

Ontario Agents
McGillivray Bros.
123 Bay St., Toronto

Agents required for Maritime Provinces and P. E. Island

ENO's FRUIT SALT

Brings Health to Your Customers and Profit to You

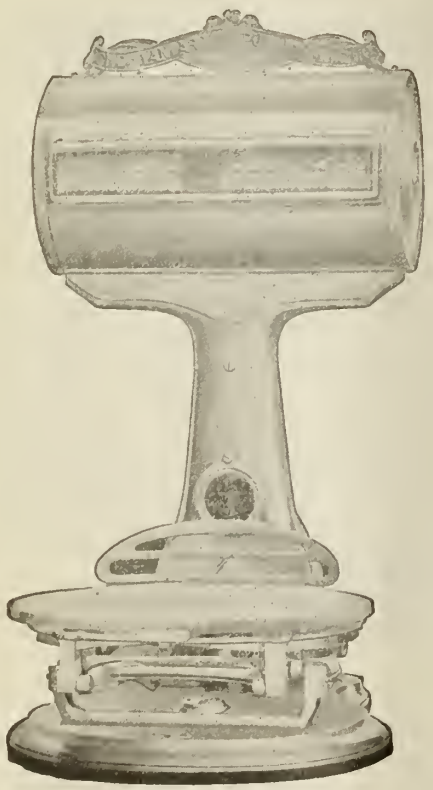
Just as Good Health is your customers' greatest asset, so is **ENO your** greatest asset. If you stock **ENO** you can sell it with confidence that your stock will move quickly, for **ENO** customers are satisfied customers and know the value of a reputable article which has held universal favor for more than fifty years.

Are you ready to participate in the profits **created for you by** this ever-growing volume of **ENO** business?

The demand for this unrivalled Health Drink is increasing by leaps and bounds, for the great national **ENO** advertising campaign is daily creating new customers for progressive retailers all over the country.

Prepared only by
J. C. ENO, LTD., "Fruit Salt" Works, LONDON England

Agents for North America:
HAROLD F. RITCHIE & CO., Limited, 10 McCaul. St., TORONTO
Also at New York and Sydney, Australia



No. 111—The World's Best Computing Scale.

GOOD BUSINESS MEN
PURCHAASE OUR SCALES
BECAUSE BOTH ARE RELIABLE

BRAINS AND MONEY
CANNOT PRODUCE BETTER SCALES

Will Be Pleased To Show Them To You

WANTED Salesmen
For All Provinces
Find Out What We Offer

The Standard Computing Scale Co.

OF CANADA, LIMITED

301 Davis Block, Windsor, Ontario

Children of W. A. G. Love, 224 4th Avenue, Saskatoon, Sask., snapped while having their afternoon cup of RED ROSE TEA.

Sell a Tea That Makes Your Customers as Satisfied as This

It places your business on a real foundation—good will.

For it means that your customers are not shopping here for a thing, and there for a thing, but are coming to you, steadily for all the good things you sell, including RED ROSE TEA.

Then they'll be like W. A. G. Love of Saskatoon, Sask., who likes our teas so well he photographed his three boys drinking it, and wrote to our head office in St. John, N. B.

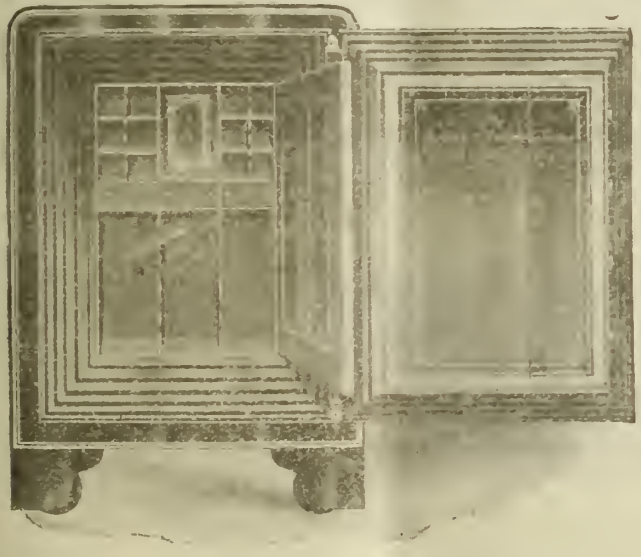
"We have been users of RED ROSE TEA for some time. WE ARE QUITE SATISFIED."

Isn't this the kind of tea you'd like to sell?

It'll bring you the kind of customers you'd like to have.

T. H. ESTABROOKS CO., LIMITED

St. John, N. B., Montreal, Que., Toronto, Ont., Winnipeg Man., Calgary, Alta.



Write to-day for our illustrated catalogue. Thers's a G & McC safe for every need

G. & McC. SAFES

-- PROTECT YOUR VALUABLES AND BOOKS FROM FIRE AND BURGLARS

If burglars should visit your store tonight or fire should break out while you slept, would your papers and valuables be safe and intact in the morning?

A **Goldie & McCulloch** Safe will protect them from these daily menaces G & McC safes are strongly built to resist fire and burglars. For over forty years they have successfully passed through Canada's Greatest fires. Get your G & McC Safe before it is too late.

THE GOLDIE & McCULLOCH CO., LIMITED

Head Office and Works: GALT, Ontario, Canada

TORONTO OFFICE: Suite 1101-2, Bank of Hamilton Bldg.

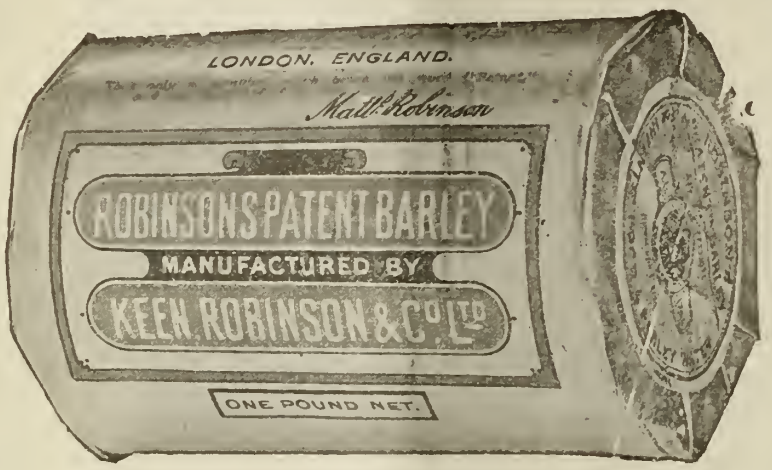
WESTERN BRANCH: 248 McDermott Ave., Winnipeg, Man.

B. C. SAFE AGENTS: C. L. Ford, 569 Richards St., Vancouver

QUEBEC AGENT: Ross & Grieg, 400 St. James St. Montreal

MARITIME SAFE AGENT: E L. Stailing, Box 423, Halifax, N.S.

Nation-Wide Rapid Sellers



Robinson's "Patent" Barley and Robinson's "Patent" Groats are the Best Foods for Infants and Invalids and have won a prominent place in the Canadian market. It will pay you, Mr. Grocer, to stock these products and replenish frequently through your wholesaler.

MAGOR, SON & COMPANY LIMITED

191 St. Paul St. West, Montreal 23 Scott St., Toronto

Agents for the Dominion

1 MONTH'S INCREASE

The Sales of

"SALADA"

in June 1921 were greater than those in June 1920 by

198,189 POUNDS

This is the increase in one month's sales. During the first six months of this year we have sold 918,671 (or nearly one million) pounds more SALADA than in the corresponding six months of last year.

THE PEOPLE WILL HAVE QUALITY

CANADIAN GROCER

VOL. XXXV. COLLINGWOOD, JULY 15, 1921 No. 28

"Are You Well Stocked With Summer Lines?"

Tendency on the part of too many grocers is to stock too lightly these days, with the result that goods asked for are not available—how one grocer lost an opportunity.

"YOU are certainly out of luck aren't you?" replied a grocer the other day to a customer, when the latter had asked for three different articles, hot weather specials they might be called, and was unable to get them. It was one of those sizzling hot days, when the thermometer was hovering around 100 degrees, and people were only buying foods that either were already prepared or required very little energy on the part of a housewife to put them in readiness for serving to a sweltering family.

The Grocer Out of Luck

According to this grocer the customer was 'out of luck.' Rather wasn't it the grocer himself, who was out of luck? It was he who had not prepared for the hot weather, and had neglected to stock those lines that bring a brisk inquiry, at a time, when people are looking for light foods and replacing many of the heavier articles of diet, such as meats, potatoes, etc., with fresh fruits and vegetables.

Returning to this customer who in the grocer's opinion was 'out of luck', she first asked for fresh fruit. The grocer did not have any. Next, a tin of potted chicken was requested. This too was not in stock. "Have you any ginger ale?" was the third quiry, and the reply again was a negative one. It was here that the merchant proffered the remark a referred to above, and it impressed the customer who afterwards related the circumstance to a representative of Canadian Grocer, that the merchant should be so shortsighted as to fail to see that it was he who had lost an opportunity to make sales, and perhaps gain a permanent customer.

The Grocer's Opportunity

The hot weather is the time to push a number of lines that represent appetizing and cooling refreshment to people, to whom the regular lines of diet do not appeal. It is the grocer's opportunity, and it is up to him to make the most of it. It is only necessary to show these goods in order to sell them. Fresh fruits and vegetables mean a quick turnover and the profit is worth while. Soft drinks and ice cream too, as has been shown by the experience of numerous enterprising grocers, and as told in Canadian Grocr, are proving remunerative sidelines. According to one merchant, in the course of a conversation with Canadian Grocer, the summer meant increased business to him, and he availed himself of every opportunity to push and sell lines that have a special appeal in the hot days.

Forty Hams in Five Days

"We have sold forty hams in about five days," the manager of the meat department of F. Simpson & Sons, Yonge Street, Toronto, told Canadian Grocer on a day when the terrific heat wave was at its peak. This was in addition to large quantities of tongue and two other kinds of cooked meats. "We have paid particular attention to our cooked meat department in this hot weather," the manager added. People are looking for something already prepared and cooked ham or tongue seem to be the most popular. F. Simpson & Sons, have a nice display of cooked meats under glass on the counter, and the manager asserts that this showing of meats has increased the turnover materially. Picking up a potted chicken, that was standing close at hand the Canadian Grocer representative inquired as to the demand for the same. "Since the hot weather has reached such intensity," the manager replied, "I have noticed a very marked increase in its sale. I have been recommending and suggesting it to people. It is a high priced line, but it sells well, nevertheless. In fact all our packaged delicacies, such as bottled shrimps, olives and such like are brisk sellers these days. People are in a quandary as to what to have for meals in this hot spell, and a suggestion of potted chicken, or other lines of a similar character are appreciated just now. When, brought to the attention of the customer, a sale is usually the result."

No Let Up In Bacon Sales

Asked if the sale of bacon had fallen off in the hot weather, the manager remarked that bacon was one thing that the customers appear to buy all the time. "It is easily cooked of course," he said, "and people want it for their breakfast all the year through. We are averaging over one thousand pounds of bacon every week, and we have not noticed any perceptible falling off since the advent of the hot spell."

Soft Drinks Sells Well

Other retail grocers were visited in Toronto on this same hot day and all told the story of increas-

(Continued on Page 20)

The Jam Pack This Year Will Be Light

The situation in jams is vastly different from that of a year ago—with stocks fairly well cleaned up and light pack this year, prices should be more stabilized.

The situation in jams is vastly different than that of a year ago. Last season, manufacturers were packing heavily, even far beyond their actual orders. This jam was put up with sugar at the highest price, labor, fuel, containers and other incidentals all being at the peak price. Consequently the opening price on jams reached a high altitude. Manufacturers, however, had hardly finished their pack when business depression set in. High prices commenced to topple. People started to curtail buying and manufacturers were facing heavy cancellation of orders. Manufacturers were therefore forced to take one of two alternatives, lower their price immediately and clean up, take a heavy loss or hold stocks for another seasin and take the chance of at least getting their money back. They, however, chose the first and although the amount of money lost was appalling, the price was dropped to such a figure that jams commenced to sell, but not until late in the season.

Heavy Consumption

The consumption of jams this past season has been heavy, in spite of the fact that some manufacturers are still carrying fairly heavy stocks. It must be remembered, too, that when the new pack of jams was ready for delivery last fall, both wholesalers and retailers were carrying big stocks from the previous year, which undoubtedly accounts for the cancellation of orders on the new pack.

Stocks are now pretty well absorbed. The manager of a large departmental store recently stated," we have sold double the amount of jams this season than we ever did before, simply because we were able to pick up large parcels at a special sales. These prices undoubtedly did not represent the cost of production and manufacturers must have had a heavy loss."

Should Be a Good Demand

This brings us, then, to the present situation. With stocks fairly well cleaned up and with a light pack this year, there should be a good demand this coming season, and at a price that will show a fair profit to all concerned.

In past years it was the custom of the retail and wholesale trade to cover their requirements, thus giving the manufacturer some idea of the quantity to be packed. This year there is practically no buying of futures which has resulted in manufacturers, with their heavy losses of last season in view, proceeding very cautiously. Manufacturers are making on contracts for fruits, nor are they packing any quantity, just sufficient to cover what they actually sold.

Pack One-Third

The pack will probably only be about one-third of other years, and perhaps even less on some lines. The strawberry pack is now practically completed and with the extremely hot weather having its effect upon the crop, the curtailment of the pack and little carry over from last season, there is a strong possibility of a shortage of strawberry jam by the end of the year.

REGULATION IN REGARD TO AMOUNT OF PECTIN IN JAM

The following letter was recently sent to all jam manufacturers in Canada.

Gentlemen:—I beg to advise you that our attention has been drawn to the fact that jam is being manufactured in Canada and labelled pure jam and that it is heavily loaded with Pectin.

I would draw your attention to Section 12 of regulations which permits of the use of not more than [illegible] per cent. of fruit juice instead of water in the manufacture of Pure Jam.

I would remind you that this means ten per cent. of natural fruit juice not ten per cent. of fruit pectin. Where pectin is used only such an amount as is equivalent to ten per cent. unconcentrated fruit juice may be used, or not more than two and one half per cent. of Pectin.

I would advise you further that in future, it is found that jam is sold on the market and marked Pure, and it is found to contain an excessive amount of foreign fruit juice or pectin, such product will be placed under detention and held until labelled correctly.

I have the honor to be, Sirs,

Your obedient Servant,

T. TORRANCE,

Veterinary Director General.

CALIFORNIA PRUNES

Sixty-four years ago Louis Pellier, French immigrant, brought with him to California from his native d'Agen, in France, two prune cuttings, which he planted on his brother's ranch near San Jose, thus beginning the prune industry in California.

Today California produces an annual prune crop of 225,000,000 pounds, grows 85 per cent. of all the prunes eaten in the United States and exports hundreds of thousands of pounds, some of which goes back to the very fruit-growing districts of France from where the original plantings were brought hardly more than three score years ago.

Retires After 65 Years In The Grocery Trade

John Owens, of Fredericton, N.B., who is in all probability the oldest grocer in Eastern Canada, having been in business for sixty-five years, has retired from business. He has disposed of his stock. Mr. Owens, who is now past the three score and ten years' mark, is a native of Queen's County, and worked on a farm until he was twenty-one years of age. He started business in Fredericton in 1855, and was continuously in the business up until the present.

Mr. Owens during his long business career supplied groceries to the grand parents of many people now prominent in the commercial life of the city. Railways were unknown in this section when he started business, communications with outside points being kept up by means of steamboats and stage lines. In speaking of the good old days he said when he started business of every one hundred people who asked for and obtained credit ninety of them were sure to pay.

Mr. Owens is one of Fredericton's oldest and most esteemed citizens and his long business career has been characterized by straightforward honestly and fair dealing. He feels, and rightly, too, that he had done his bit and is now entitled to spend the evening of his life in retirement.

"ARE YOU WELL STOCKED WITH SUMMER GOODS?"

Continued from Page 19)

ingly large sales of cooked meats.

"We have sent out over fifty cases of soft drinks in the last three of four days," one merchant told the Grocer man. "Our delivery man is down at the factory now, endeavoring to get a fresh supply, in order that we might keep up with the demand", he added. "We are selling it in case lots and also in smaller lots of two, three and half dozen bottles, and our turnover in the past week has exceeded all previous sales."

The grocer who is not pushing summer lines with some effort these days, is losing golden opportunities to build new business. What are you doing in this regard?

"Customers Want Their Groceries Delivered"

Attempts to establish cash and carry stores or groceterias in Saskatoon have failed, says T. F. Carson of Butcher and Carson, Saskatoon—the people like to give their orders over the telephone, and have the same delivered—do a credit business.

THERE have been two attempts to establish cash and carry and groceteria stores in Saskatoon," said T. F. Carson of Butcher & Carson, to Canadian Grocer. "Each has failed. The groceteria only lasted four weeks. The people here want to have their goods delivered. They want to be able to order over the telephone. They want to have a good grocer's advice about their food purchases, and they will not carry home their purchases, nor come down town with their money when they want a few groceries."

Does A Credit Business

Mr. Carson says that he does a credit business, by which he means that he does not make it an invariable rule that he must have cash over the counter before the goods leave the store. "At the same time," says this merchant, "the credit I extend to 30 per cent of my cutomers is really not credit, but accommodation. I don't think that there is one of my charge customers who could not pay me any time I asked her. As a matter of fact I am very strict with the arrangements I make. I do not hesitate to insist on immeiate payment at the end of thirty days, and I have no trouble. The first loss is the best if there is going to be a loss at all."

Is A Drawing Power

Mr. Carson is a firm believer in the trade drawing power of good equipment. He has two refrigerators. One large one that stands ten feet high, which holds all manner of perishables, also a small display refrigerator fixture which keeps the cooked meat in perfect condition. Computing scales, machine slicer, etc., all add to the efficiency of the staff. Oak fixtures beautify the store throughout, the counters extending the entire length of the store on both sides. Back of the counters, the bins have glass fronts displaying the merchandise therein, and the spice drawers have mirror fronts that lend a great deal of brightness to the general effect.

Mr. Carson has had considerable experience in outlaying stores, and states that for such a store depending on wage earners' trade the credit accounting system is necessary. "I think," said Mr. Carson that the retailer owes it to the customer to show a total on every bill. It is a flag of warning to him to keep within his means, if his account is likely to become a risk. It keeps him from getting beyond his depth. It keeps the retailer from having to sustain a loss or lose a paying customer. My present trade is with very few exceptions well to do, but even so I am seriously considering the installation of one of the modern accounting systems.

The attractive interior of the main store of Butcher and Carson, Saskatoon.

Use Advertising Space

Butcher and Carson are regular advertisers in the daily papers. They use space practically every day. It is not their idea to make sensational advertisements, offering goods at cut-rate prices and such like, but they always keep their advertisements fresh and timely, featuring some seasonable lines. It is their policy to advertise about 20 articles, that is giving the prices of that number, each day. They always mention prices, and believe grocery advertisements that do not mention prices are not worth while. This firm sells high-grade foodstuffs that are particularly known as reputable and trustworthy. Selling these lines is a regular thing in their stores, and selling effort that brings results is applied to new goods that can be recommended by the management. "It is no trouble to sell a new line if you are convinced that it is worth recommending. At once you have established the confidence of your customers, the salesman can make sales." remarked Mr. Carson.

A Mail Order Trade

Butcher & Carson have a large warehouse in Saskatoon, and it is from it that the big mail order business of the firm is carried on. This mail order business is really getting after the farm trade. The catalogue circulated through the farming communities for miles around is an attractive and comprehensive booklet, giving in detail information and prices of every line carried by this firm. Butcher & Carson state that they have built up a business with the farmers that is now reaching a very large turnower. All orders are filled on the same day as received, and if goods asked for are not in stock, substitutes are sent unless instructions are otherwise. Trading with the farm involves a reciprocal arrangement, the farm buying large quantities of butter and eggs from them.

CAN YOU BEAT IT

The United States imported 1,768,731 dozen eggs in 1920. Of this amount, 846,863 dozen came from far distant China; 276,000 dozen from Canada; 269,500 dozen from Hong Kong; 209,718 dozen from Australia; 84,755 from Japan, and 21,000 dozen from Argentina. The rest of the eggs used were laid by American hens, that not only provided all needed, but a considerable quantity in excess of home requirements.

Official Text of Sales Tax Legislation

Full Text Of Amendments To Special War Revenue Act Dealing With Sales Tax As Applied Since May 10th —List Of Exempted Articles.

The full text of the amendment made to The Special War Revenue Act, and which deals with the tax on sale as it now exists, is as follows:

"19BBB (1) In addition to the present duties of customs and excise there shall be imposed, levied and collected an excise tax of one and one-half per cent., on sales and deliveries by Canadian manufacturers or producers, and wholesalers or jobbers, and a tax of two and one-half per cent. on the duty-paid value of goods imported, but in respect of sales by manufacturers to retailers or consumers, including sales to His Majesty, whether in the right of His Majesty's Government of Canada or His Majesty's Government of any province of Canada for the purpose of re-sale, the excise tax payable shall be three per cent., and on goods imported by retailers or consumers, including importations by His Majesty, whether in the right of His Majesty's Government of Canada or His Majesty's Government of any province of Canada for the purpose of re-sale, the excise tax payable on the duty-paid value shall be furnished with a written invoice of any sale, which invoice shall state separately the amount of such tax to at least the extent of one-half per cent., but such tax must not be included in the manufacturer's, producer's or wholesaler's costs on which profit is calculated; and the tax shall be payable by the purchaser to the wholesaler, producer or manufacturer at the time of such sale, and by the wholesaler, producer or manufacturer to His Majesty in accordance with such regulations as may be prescribed, and such wholesaler, producer or manufacturer shall be liable to a penalty not exceeding five hundred dollars, if such payments are made, and in addition shall be liable to a penalty equal to double the amount of the excise duties unpaid; the term "duty paid value" means the value of the article as it would be determined for the purpose of calculating an ad valorem duty upon the importation of same into Canada under the laws relating to the Customs Tariff whether such article be in fact subject to ad valorem or other duty or not, and in addition the amount of the Customs duties, if any, payable thereon.

Provided that in respect of lumber as excise tax of two per cent. shall be imposed, levied and collected on sales and deliveries by the Canadian manufacturer and of three per cent. on importations, and that no further excise tax shall be payable on re-sale.

List of Exemptions

Provided that the taxes specified in this section shall not apply to sales or importations of:—Certain foodstuffs, ores of metals of all kinds, fuels of all kinds; gold and silver in ingots, blocks, bars, drops sheets or plates unmanufactured; logs and round unmanufactured timber; fence posts, railroad ties, pulp-wood, tan bark, and other articles the product of the forest, when produced and sold by the individual settler or farmer; materials for use only in the construction, equipment and repair of ships: calcium carbide; electricity; gas manufactnred from coal, calcium carbide or oil for illuminating or heating purposes; settlers' effects.

Not Payable on Exports

Provided further that the excise taxes specified in this section shall not be payable on goods exported, or on sales of goods made to the order of each individual customer by a business which sells exclusively by retail, under regulations by the Minister of Customs and Inland Revenue who shall be sole judge as to the classification of a business; and a drawback may be granted of ninety-nine per cent. of the said taxes paid on materials used, wrought into or attached to articles exported.

(2) The Minister may require every manufacturer, producer, wholesaler or jobber to take out an annual license for the purposes aforesaid, and may prescribe a fee therefor, not exceeding two dollars, and the penalty for neglect or refusal shall be a sum not exceeding one thousand dollars.

(3) Any such tax, costs or penalties may, at the option of the Minister, be recovered and imposed in the Exchequer Court of Canada or in any other Court of competent jurisdiction, in the name of His Majesty.

(4) The provisions of this section respecting a tax on sales shall be deemed to have come into force on the tenth day of May, nineteen hundred and twenty-one, and to have applied to all goods imported or taken out of warehouse for consumption on and after that day, and to have also applied to goods previously imported, for which no entry for consumption was made before that day."

Federal Court decrees holding that quantities of nitric acid imported by the Aetna Explosives Company from Canada during the war were entitled to entry without payment of duty were affirmed to-day by the Supreme Court. The acid, intended for use in the manufacture of explosives for the navy, was mixed with sulphuric acid in order that it might be shipped in compliance with the law. Customs officials ruled that this mixture formed a new compound which was dutiable.

New Stock Issue By Canadian Sanitary Can Co.

The Canadian Sanitary Can Company, Ltd., is disposing of a new issue of preferred and common stock, the former to the amount of $150,000, and the common to the extent of $210,000. The president of the company is James Dixon, Hamilton, director and treasurer of the Dominion Power and Transmission Company. The first vice-president is Henry S. Gooderham, Toronto, and other directors are W. H. Millman, of W. H. Millman & Sons, wholesale grocery brokers, Toronto, and vice-president and general manager of the Canadian Evaporated Apples, Ltd., Wm. M. Turnley, Toronto, George H. Babcock, and J. Galt Kingsmill, Toronto. B. N. Barrett, Toronto, is the secretary-treasurer.

The Canadian Sanitary Can Company has been organized for the purpose of manufacturing sanitary, solderless, sealed food or packers' cans, complying with pure food laws of Canada. The products of the company will be marketed chiefly in Toronto and Ontario.

Retail Merchants In Sask. Plan Get-together Meeting

Regina, July 11.—Plans are under way for the holding of a get-together meeting for all retail merchants of Saskatchewan, in Regina, Monday, August 29. The week previous to this meeting, the annual Dominion convention of the retail merchants will be held in Winnipeg, and several of the speakers there will afterwards go to Regina to speak at the Capital. Among them will be J. A. Banfield, Winnipeg, Dominion president of the Association, and E. M. Trowern. Ottawa Dominion secretary. Several other members of the Dominion board are also expected to be present.

Invitations will be extended to members of the Association from Moose Jaw, Weyburn, and other towns in the southern part of the province. This will be an opportunity for all men in this part who were unable to attend the provincial convention in Saskatoon, to meet the Dominion president, and hear accounts of the association's work throughout the province.

The evening meeting on August 29, will take the frm of a banquet, where the various addresses will be given.

Cash Basis Versus a Credit Policy is Discussed

J. F. Clarke of Watrous, Sask., and W. R. Phillips of Kindersley, Sask., believe that the cash system is the only basis on which to do business successfully, G. W. Stockton of Carlyle, Alta., after trying the cash way returns to a credit policy, and as he states to a greater turnover.

ONE of the most interesting discussions in connection with the convention of the Retail Merchants' Association of the Province of Saskatchewan, at Saskatoon, recently was that of a cash business versus a credit policy. J. F. Clarke of Watrous, Sask. and W. R. Phillips of Kindersley, Sask. spoke in favor of a cash system, and G. W. Stockton of Carlyle, Alta., defended the credit policy.

Mr. Clarke in speaking for the cash system contended that the present system of world finances is such that all good government is advocating the curtailment of further borrowings, and a return to more conservative methods of carrying on. "What is good business for our country is good business for each individual in the country," he remarked.

Only 7 Per Cent Decrease

Mr. Clarke changed from a credit business to a cash basis last year in his own business, and his records show a decrease in the amount of turnover of only 7 per cent. "When it is recalled that the decrease in commodity prices now averages 40 per cent. it will be seen," the speaker continued, "that we have really made a gain in business on a cash basis acts and encourages his trade to act in a sounder manner. Each purchaser realizes that when he buys, he is actually handing money over the counter, and each merchant realizes that when he orders goods he is handing out the equivalent for them in actual currency. A short time ago, I had an actual inventory taken of each item of stock that could be dispensed with, without either impairing my assortment or giving my trade a restricted choice.

$15,000 In Surplus Stock

All this stock was then shifted to a special department and a concentrated effort made to dispose of it. This I found to be a most healthy move, as it released from bondage a really sizeable amount of capital I did not put this back into surplus stock, but I continue to maintain as high a turnover, without this capital investment. To those who still mantain a credit business I urge a "coupon system" whereby each account is covered with negotiable paper. The government will not permit the banks to operate in such a slip shod and dangerous manner as most stores are operated".

An extract from the Financial Post, wherein H. T. Hunter outlines the business trend of the present time was here read as follows:—

"The day is past when a merchant will gain more by holding goods than he will by selling them."

Cash Store Gives Better Values

The trend of agriculture in Saskatchewan, according to Mr. Clarke is away from a straight gamble on wheat, and towards mixed farming, dairying, stock raising and other lines that give the farmer a steady income. The merchant is advised to fall in line and get steady cash from these farmers. The cash store gives better values. With all stores on a cash business, said the speaker, every one will have to work for a living instead of working the grocer for a living. The credit merchant cannot buy as well as the merchant with ready cash, and consequently must either charge more for his goods, or be content with less profit. The cash store gives the public close prices. The credit basis in any town is an invitation to the large eastern chain store corporations to step in with their branch. This is being done in the east and this movement will work west, if a cash basis is not adopted to guard against it. Increased business always follows reduced prices,, and the increased business more than overtakes the losses," Mr. Clarke asserted. He instanced many cases of motor car companies and others who reduced their prices, and even in these times are forced to augment their staffs considerably to care for the increased business that flowed to them.

Cash The Ideal to be Striven For

Mr. Phillips followed with the claim that cash business was the ideal to be striven for, and each new business operating on a cash basis contributed to the education of the public toward this end. At present, the speaker asserted, the farmer and the town credit customer hold the whip hand. Cash business gives the merchant the control of his own money. A survey of the meeting at this point revealed the fact that the average on the books of the merchants present was around $20,000. The convention of 250 delegates represented therefore, $5,000,000 of the merchant's money over which the merchants had absolutely no immediate control; which was not covered by any negotiable instrument; the amount of which indebtedness was not acknowledged in the eyes of the law without court proceedings

How Much Have You Written Off

Mr. Phillips further stated, "If you ask a merchant who has been in business up to seven years how much he has to write off, he will tell you he has not written off anything yet. He is kidd himself. Ask the dealer who has been in business twelve years. He will say he wrote off $800 last year. That was not contracted in the last five years. Most of that eight hundred was what he thought was gilt edge five years before. And so it goes. At the fifteenth milestone he is probably writing off $1,200 for the preceding year, and it increases as he learns from year to year that there is no hope of collecting much that he thought was good. He has been showing these book debts as assets to his banker, and has likely been paying income tax on them for the last year or so.

The wholesalers will soon get to the point asserted Mr. Phillips, of dictating how the merchants shall conduct their business, if the merchants do not see the light for themselves in the meantime. When the time comes that you wish to sell out, how much can you realize on all these sterling book debts. My experience in handling estates, helping fellow merchants, and observing my neighbors, all point to the figure of 25 per cent. As soon as you sever your connection with your trade, your chances of collecting are 1 in 4.

The Merchant Waits

With all the exemptions that the farmer enjoys, the dealer has a slim chance protecting his accounts unless he has notes: The grocers and dealers generally are financing many a farmer while he experiments. Many a farmer buys another quarter section, or at least makes the first payment on it with your money. And you have to wait. If he has eight head of cattle, and you decide to make a seizure for your account, plaster the whole eight, or you will find he will sell the four that are his, and keep the four that you siezed, by exemption.

Follow Their Procedure

Oil companies and implement manufacturers are changing their policy and procedure is a good thing for the merchant to follow. It is not basically sound business to do what a banker cannot do. The place to deal in finance is the bank. The merchant should have the use and absolute control of his capital. It should be either in the bank or on the shelf. When it is any other place the merchant never knows when or to what extent he can count upon it at all. We five merchants in Kindersley had a little get-together meeting one day to

A Cash Basis Versus A Credit Policy Is Discussed

(Continued from Page 23)

discuss various customers, the name of one man was mentioned. He owed me $400. Slips were dropped in a hat by each merchant of the indebtednesss of that consumer to him. The total was $2500. Further investigation revealed to the interesting fact that the total indebtedness of that farmer, to every one, for land, implements and store bills, was $35,000. "Yet," said the speaker, "the merchants were blissfully handing out their capital over the counter to this customer. And we were doing it every day, and you credit merchants are doing it yet. And your customer does not worry over the amount he owes you. He does not pay you smilingly. But expects you to be profuse in your gratitude for getting your own money. —when you get it—and expects you to hand out a tea pot, or jacknife for the privilege of paying interest on the money that it has cost you to carry him.

In closing the case for cash, Mr. Clarke invited the next convention to come to the Manitou Lake Resort at Watrous. "If you do a cash business you will have the funds to enable you to take a little holiday. If you retain the credit system, you will require a little bracer to give you strength for the strenuous work of attempting to make your collections," was the debater's parting shot.

The Case For Credit

Speaking in defence of the credit business, Mr. Stockton of Carlyle instanced his own attempt to conduct a cash business. After two years he found he had reduced his turnover by half, did not have one customer that he could honestly call his own, and had lost three thousand dollars in cash. His effort had been pretentious enough. He called his best credit customers into his confidence three months before he made the change. He made an arrangement with his railway payroll customers whereby he would carry the current months account until convenient to pay and would ask them to pay cash with the current cheque and then carry on, a cash basis. Still, as Mr. Stockton stated, "In a community such as ours there is not one customer who does not at one point or other in the year require credit. I found that customers whose business was worth $600 a year may do $575 for cash and at some time need $25 credit. Because your principle will not permit you to do that $25 credit accommodation, you lose the rest.

Customers Drop Off

On the opening day a big celebration was held, and a band employed. The biggest crowd that Carlyle ever had before or after came into town and with appropiate ceremony, King Credit was buried, and King Kash was crowned. ("I believe we must have buried King Credit with his face up, because he dug out" interjected the speaker.)

For a while everything hummed along. Gradually, however, they dropped off, one by one. If taxed for a reason, they said that they had to have a little accommodation one month, or that they did not like to have the hired men carrying their cash to town to make their purchases, etc. But soon not one actual account regularly came to the store.

Price Means Little

"I maintain as a cardinal truth in merchandising," said Mr. Stockton, "that price means little in the ultimate analysis. Service means everything. The impression gains favor among your customers that you sell cheap, but (they whisper) he sells cheap goods. Price does not combat mail order competition. You are attempting to fight their game, and they have the best of that. Service is the remedy. Where the merchants are aggressive, courteous and give service, the mail order house cannot gain a foothold. Credit customers, with few exceptions are loyal. Cash customers are independent, fickle and cranky.

Cash Customers Impatient

To do a cash business you must carry a larger stock, and greater variety. The cash customer is impatient of any other brand than the one she fancies, and will not accept an equal brand that you have in stock. The credit customer is not so cranky. Credit business maintains the personal contact that makes steady customers. In the old days of credit we had a dozen customers who did not know what the inside of the other merchant's stores was like. In the days when we were attempting the cash business we did not have one customer who did not give a share of his business to the other stores. Now we have reverted to what is commonly called a credit business. A recent analysis of our business disclosed the following: 60 per cent is cash over the counter, 25 per cent is short term credit, 10 to 30 days, 15 per cent is credit business. One of our credit customers pays in full and without fail.

Breaking Faith With Customers

There are circumstances when I would recommend a strictly cash business. Those are the times when a doctor would recommend strychnine when a radical change is necessitated by a kick into a heart that is about to give-up serious condition. It will put a little and probably tide over and permit of recovery."

In opening his remarks Mr. Stockton attempted to give a definition of cash business. It means currency over the counter at the time of purchase. Some merchants imagine that a thirty day charge system is cash. Others that the closing of accounts by notes is cash. Mr. Stockton disagees with these merchants' definition, and stressed the point that some merchants advertised a change to cash, and merely used it as an excuse to drop undesireable risks, which he referred to "as breaking faith with the cash customers."

Changes In Freight Ratings May Be Effective

The Manitoba Board of the Retail Merchants' Association of Canada, Inc., is calling attention of members to the proposed Canadian Freight Classification No. 17, which will eventually be made effective. There have been several proposed changes from the old Classification, No. 16, now in effect. A number of these changes will bring higher ratings on different commodities if they are allowed to stand as proposed. A Committee has been appointed by the Association to make recommendations to be presented on behalf of the Manitoba Board of The Retail Merchants' Association at a meeting of the Classification Committee and the Board of Railway Commissioners of Canada which will be held in Winnipeg in the near future.

The Retail Merchants' Association is co-operating with the Winnipeg Board of Trade in traffic matters, as they believe their interests are common. The Committee acting for the Manitoba Board consists of S. Kautman, Manager of Traffic Division of the Hudson's Bay Co., Chairman, H. H. Shields, Freight Auditor with The Retail Merchants' Association at Winnipeg, and J. H. Curle, Secretary.

Recommendations or suggestions from any of the members will be given full consideration by th committee.

CANADIAN W. I. TRADE AGREEMENT IS RATIFIED

Ottawa, Ont., July 13.—The Department of Trade and Commerce announces the receipt of a cablegram from the Governor of Barbados, stating that the Canada-West Indies trade agreement had been ratified and that the new tariff became effective as from July 1. Imports from Canada into Barbados are now given preference of at least 50 per cent. over imports from any foreign country.

It is also announced that a bill has been introduced in the Legislature of Antigua, the purpose of which is to give effect to the povisions of the Canada-West Indies agreement so far as they affect that colony.

"Get More Lines and Get Better Ones"

This merchant is advised to do a little more selling, rather than just hand out goods for which there already is a demand —the solution of his problem.

(By Henry Johnson, Jr.)

Dear Sir:— We enclose statement of our affairs for your criticism. It shows a net gain of $840 for the year ending May 1st. This is a country business, is a small community of about 250 population. There are three other small stores so competition is very keen. During the year we saved $240 discounting invoices. As our average stock is about $4500 and our turnover $2620 (?) we figure that we turn our stock about five times. Are we right? stock consists of flour, groceries, dry goods, boots and and shoes, etc. Inventory taken at replacement cost, not invoice cost. For instance, fifty barrels flour at fifty cents less than cost, ten boxes soap at $2.00 per box less than cost, on account of decline in prices; same on other lines, particularly shoes and dry goods. Reason for smaller stock this year, we were low on flour. Last year at stock taking time we had just received a carload. Fixtures which we value at only $220 cover a safe, typewriter, scales, show cases, oil tanks, etc. Worth fully fifty dollars more. In our bills received we have not included any doubtful accounts. While there is an increase of about $350 over last year this is not out of proportion to the increase in sales. Postage stamps item of expense may seem high. We sometimes mail circulars outside of the place. Have a mailing list of heads of families within a radius of about fifteen miles. We are not using this list perhaps as often as we should. Salary to partner of $1200: As we also get $350 per year for keeping the postoffice, we consider this a fair salary—enough to live on. I put in all my time in the business, however, and work hard. My father (the other partner) puts in little time. He does a little farming. Have our own team which we use on small farm. Our stand is near railway station so our trucking is a small matter. Our store is small and requires a lot of improvement which we cannot afford yet. My father started here nineteen years ago with three hundred dollars, with which he bought the building, then fifteen by twenty feet—we added to it since—and a small stock of groceries I read Canadian Grocer and find it very helpful.

Yours very truly .....

STATEMENT

Assets, May 1st, 1920		May 1st, 1921
Store	$ 300.00	$ 300.00
Fixtures	225.00	220.00
Warehouse	75.00	75.00
Mdse Inventry	6095.00	3890.00
Bills Rec.	2375.00	2620.00
Cash	665.00	1591.00
	9735.00	$696.00
LIABILITIES		
Bills Pay.	3112.00	1225.00
Net Worth	6623.00	7471.00
Deduct Worth 1920		6623.00
Shows Increase		$48.00

EXPENSE ACCOUNT

Postage Stamps	$ 74.15
Interset	31.30
Newspaper Advtsg.	44.80
Salaries to Partners	1200.00
Insurance	58.96
Coal and Light	41.00
Taxes and Subscriptions	19.00
Bags, Paper, Twine	41.00
Bad Debts	52.00
Collecting accts.	8.63
Stationery etc.	77.30
Trucking	15.00
Other Expenses	42.00
	1705.00

Record Seems Practically All Right

It is very difficult to offer constructive criticism on a business of such a character because there appears to be a little space in which to construct. Here is a town of one quarter thousand population. With four stores in it I can imagine that "competition is very keen." It is unlikely that anyone can get away with anything much except the giving of solid value where so many are grasping for the dollars. I should say the pennies, perhaps. The chief requirements should seem to be met, perhaps when the manager keeps accounts which make possible the rendering of such a statement as he has sent to me, for this shows that he knows where he is going.

And yet there is more to it than that. There is the fact that this man writes to me, asking for suggestions and he does that after he has diligently read this paper and another for a long time Hence, he is a thinker, and as such has possibilities which I do not want to overlook. So let us analyze a bit.

The total earnings, net, for the year, are $848—for though he says he saved $204 in discounts, that item appears to be absorbed in the 848, for no other earnings appear in any surplus. He says his "turnover" is $2,620. But that cannot be right. Maybe he meant to say $26,000; yet I find $2,620 is the sum of accounts outstanding, so I think he has simply slipped on this. He states that his expenses of $1705 equal "just about 6½ per cent on sales," so I capitalize that and find sales run to just short of 29,000. On that basis, his net earnings is a trifle under three per cent. That added to the expense ratio, makes the total gross nine and one half per cent—and that seems ridiculously low.

Turnover About 5 1-3

I do not want to be unmindful of the fact that some shrinkage was taken in the inventory. He shows two items whereon thirty dollars was taken, and he mentions other lines which run into greater values. So here we may find another $200 or possibly $300. But even that would only yield a net of between three and four per cent net.

Margins Too Narrow—How Get More

Such net earnings are not bad for th grocery line alone, but for a miscel aneous stock, they certainly are nc good enough. Means should be found i such surroundings whereby, with suc light expenses, not less than ten per cent net should be shown—and I feel it can be done.

Turn to this paper of last week and maybe you will find the suggestion. I ask you to study the department store man, and emulate him in selling goods. But to sell goods, you must think and plan; and you cannot do that if you are alone handling nearly $30,000 worth of goods a year. If I have not missed anything, you are practically the only man in the store, for I find no other wages or salary charged up. Probably your father is too old to do much. If that be so, he should be retired on a pension—not speaking flippantly, now, understand and you should hire some assistants It should be easy for you to get a gir for full time and another to come in o Saturdays, for little money. Then you can do more head work.

I think I know what you are doing now. You are carrying lines for which "there is a demand." That means that your customers run to your store, and they run it in "keen competition" with your neighbors' stores. Thus all of you are scratching gravel and making a bare living.

I believe that if you give yourself a little chance, you can get in some lines not carried by your neighbors. Get a few numbers of things "just a little better" than theirs. Go slow, but go steadily in that direction. You are in

(Continued on Page 27)

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

VOL. XXXV. COLLINGWOOD, JULY 15, 1921 No. 28

THE EXCHANGE SITUATION

THERE has been much criticism by merchants, of the exchange situationexisting between Canada and the United States and on many occasions this has been raised as a reason why trade in U. S. goods in Canada should be curtailed. It has even been hinted by some merchants who become particularly exasperated, that the United States is making a profit because of the discount which is made on Canadian funds in that country. Similarly, Canadian trade with Europe is falling off, due to the depreciation of European funds in Canada, but no one suggests that this is an advantage to Canada. These critics do not realize that the currency of one country has no legal status in another country and that a Canadian dollar is not a legal dollar in the United States, but merely a promise to pay a dollar in Canada.

Similarly a U. S. dollar in Canada is only a promise to pay, which must be collected in the United States. It is at a premium in Canada because our currency is depreciated to the extent of our inability to redeem our promises to pay in specie. This is no fault of the United States, and they are doing their best to correct it by the purchase of Canadian securities. Of the total Canadian bond sales last year more than two-thirds were sold in the United States.

The premium on New York funds with Canada is a destinct detriment to U. S. trade with Canada, and the fact that a number of hotels and shops in that country are advertising their willingness to take Canadian money at par, is sufficient evidence of their desire to retain it, even fore-going a considerable part of their profit to do so. Much of the criticism is due to the trade which exists for certain classes of U. S. goods in Canada. True this helps to swell the balance of trade against us, but this is another matter, due entirely to the belief of the public and some distributors that they are getting better value in quality and style, for their money. Those who prefer to buy U. S. goods in Canada must be willing to buy at the retail prices in Canada which must allow for the duty as well as the premium on U. S. funds. As long as this willingness lasts, trade will continue along much the same lines.

* * *

STRIKE ACCOUNTS FOR DELAY

THE continuance of the strike that has been in effect among the printing trades in Toronto since the beginning of June is still responsible for the fact that Canadian Grocer, is reaching you somewhat behind time. The men struck for a forty-four hour week instead of forty-eight, and higher wages as well. The management asks your further indulgence in this situation. While a few days late each week, we are endeavoring to give subscribers the same service in the way of market reports and reading matter as in the past. Our editors are all at work and endeavoring to give the latest news of the trade, as well as practical ideas of merchandising.

We trust, that understanding the circumstances of delay, you will bear with us yet a while, and promise that in the near future your copy will again reach you on time.

* * *

EDITORIALS IN BRIEF

A grocer offered a line of very low-priced high-grade goods and put up this saying: "If the price was double, the quality could not be improved." That inspires confidence and makes buyers feel that they are getting "more than their money's worth."

* * *

Because your's is a big store, don't think you are a greater man than the chap running the small store. He may net more money profit annually than you do.

* * *

Do you ever take a look at the outside and the inside of your store with eyes of a customer? There are many things you see every day and do not notice at all.

* * *

If you try only half as hard as you might to make good on your job, you cannot expect to achieve more than half a success.

* * *

Perhaps the reason you have made good only in a small way is because you have never had any real opposition to overcome, nothing to make you put in your best licks.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Ontario

John Thomas Ostrom, of Banner and Ostrom, grocery merchants in North Bay, passed away at his home in North Bay the other day, following a very brief illness. The late Mr. Ostrom had spent practically all his life in North Bay. He was born in Clareton, Que., but went to North Bay with his parents when very young. Twelve years ago he went into business with Mr. Banner. He was in his thirty-fifth year.

Herbert Pritchett, formerly manager of the Georgetown and Glen Williams Co-operative Society, Limited, appeared before Magistrate Shields at Oakville, Ont., the other day and was remanded until July 14th. He was summoned for information and explanation of certain transactions on which charges had been laid.

J. Roberts has opened in the grocery business at 1641 St. Clair Ave., Toronto.

Sainsbury Bros., Toronto, have moved their offices from the Board of Trade Building to 35 Front St. East.

Dan Carter, Richmond Street, London, Ont., has sold to Garfield McCormick.

John Hamilton, Toronto, has sold to T. N. Farr.

Quebec

E. A. Whyte, manager of the Snap Co. Ltd. of Montreal is out of the city, spending a two weeks' holiday on a motor trip.

A. C. Cavanagh, store manager of Goodwin's grocery department was absent from the store during the first two weeks in July while he is on his holidays.

McVitie & Price, biscuit manufacturers of England, have opened an agency in Montreal in charge of William Henry, with offices in the New Birks buildng. Mr. Henry also carries the agency for other English firms in this province.

Mr. Roberts, representing John T. McBride & Co., merchandise brokers, Montreal, is in England on a business trip.

E. W. Wallace, assistant sales manager of Acadia Sugar Refineries, Ltd., Montreal, is away from his office for a few weeks' vacation.

Western

C. W. Law, of the Swift Canadian Co., Winnipeg, has been transferred to Regina as Manager of that Branch.

John E. Hunter, of the California Associated Raisin Co., was a visitor to Winnipeg last week, and renewed acquaintance with his firms' western representative, The Donald H. Bain Co.

W. B. Carter, Crystal City, Man., has opened a new grocery store, also carrying ice cream.

CHEQUE FAKIR SUCCEEDS IN GETTING AWAY WITH SIXTY-EIGHT DOLLARS

Kitchener, July.—A cheque artist succeeded in getting away from here the other day with $68 in money and goods secured from two King street merchants, after being refused accomodation in the way of getting cash for cheques from a number of other merchants along the street.

The stranger used the cheque forms of the Union Bank. At the bottom there was a rubber stamping with the words, Provincial Government Highways per T. B. Black, and besides this the wods, written in ink, Superintendent R. H. Soger. The cheques were payable to "Gorge Alderson" which was "the name" of the bearer who wrote this name across the back in the usual manner. This signature, while not exactly like the signature "Supt. R. H. Soger," seemed fictitious and had some traces of resemblance to it. Each cheque was for $34. The scheme apparently was to have it appear that these were wage cheques issued by the provincial department of highways which is constructing roads in this district.

CUT IN U. S. APPLE CROP IS MARKED, SAYS REPORT

Reduction in the apple crop is marked, according to the U. S. report of June 1st. This production is estimated at 107,698,000 bushels and the condition of 41.8 per cent. The production last year was 240,422,000 bushels of the ten-year average condition on June 1, 69.2 per cent. Maine has a 98 per cent. normal crop, New York 48, Pensylvania 24, Ohio 33, Indiana 25 and of the Far Western States Washington has 93 per cent., Oregon 90, Idaho 85 and California 58.

Of the normally heavy apple producing states east of the Mississippi River Virginia has a condition of 7 per cent., West Virginia 9, Maryland 16, Tennessee 17, Kentucky 18 and other states report the crop killed almost entirely by freezes.

"GET MORE LINES AND GET BETTER ONES."

(Continued from Page 25)

good shape to begin that right now because you have more cash on hand, and less stock, than a year ago. So you are free to start now on the new basis. Suppose you try three or four numbers of better neckties than you have had. But only two or three of each—go slow! clean out one of your windows and decorate it with a sutable background—the tie salesman can give you some ideas. Then in that window—in the center—dump ONE TIE. Put it there, alone, in a clean window, without a price. Do not display it inside at all. Then tackle the first likely looking young man who comes in. Say to him: "Say, Henry, I have something pretty nice I want to show you." Take him over and select one tie from the lot—keeping stock under the counter—and fold it attractively for display as you bring it out. Let him admire it. If he asks "How much" as he probably will, dodge the question. Keep pointing out its beauties and cut, and style, showing him how it looks from every angle, until he just must have it! Then tell him as a sort of after thought the price and make as if it were too fine for him, and as if you are going to put it away.

Try The Angler's Art

Do not attempt to thrust it on him—"pretty fine, but too expensive for you, probably, Henry"—and never mind if he does not bite. Go about your business and wait for another nibble. Be very choice about those few ties. Get them thinking nothing about price at all, but about your fine ties—"something different from anybody else has." Go to plenty of trouble and never permit yourself to think whether all the work is going to pay. For now you are not merely selling those ties — you are elevating your business to a more profitable level, and it cannot be done in a day!

In similar ways, pick out fine looking shoes, and put one pair in the window. Keep things clean CLEAN and snappy looking. Always have something to show every customer who comes in. Just as soon as the usual order is disposed of, say: "now I want to show you something new—and pretty nice!" If you keep smiling and keep this up for a few months—MONTHS, I said, note—results will begin to come. People will look to you for something out of the ordinary. Then you will get out of the class of price-competition, you will be on a basis of taste, selection, orgininality, style. It matters not how small the community. These things can be done in some measure everywhere. You can never know the measure until you get into this work, nor need you think the limits are set, for they are not. Try this plan of SPELLING, and I believe your next statement will show bigger profits.

Head of Large Grocery House Celebrates 50 Years in Winnipeg

Alexander MacDonald, wholesale grocer in Winnipeg builds up a big business from a small beginning—annual turnover is now around twenty millions.

WINNIPEG, July.— Alexander MacDonald, wholesale grocer of this city, the other day, celebrated the fiftieth anniversary of his arrival in Winnipeg. Mr MacDonald's first engagement in Fort Garry as Winnipeg was then called, was in a general store conducted by Palmer Clark, where he remained for a period of three years, leaving to enter the employment of Higgins & Young, pioneer merchants. It was when this last mentioned firm went out of business that he ventured into trading on his own account. His first warehouse was located on Market Street east. Importing apples and other fruits and products from eastern points for local consumption, his dealings extended by leaps and bounds. Ultimately he devised and organized a wholesale business, although his available capital was but little more than $30,000.

Without Travellers

Mr. MacDonald's ideals were ambitious as they were novel. The fact was that he had calculated on the possibility new to the west, or perhaps to any other country at that time, of transacting a wholesale grocery business without the aid of travellers or solicitors of any kind.

"The plan ultimately worked well," Mr. MacDonald commented recently. "The principles on which we worked were the right ones. 'Cash or 30 days—one price only, and that the lowest that the goods could be sold for on these terms.' Notwithstanding the fact that for the first five years there was no profit, no interest on capital invested and that the salaries paid ranged from $45 to $75 per month, although we worked from 7 a.m. to 11p.m.—our rent being $25 per month—we felt confident that the system on which we were working would prove a success eventually. And our confidence was well rewarded. Our expansion was rapid because the principle we had adopted was the right one. At the end of 21 years we had worked up a business of over $9,000,000 and we had a paid up capital of $1,600,000, which we sold at a premium of 50 per cent., or equal to $2,400,000.

The Business To-day

"Our present business was started about eight years ago by my old manager to whom I gave financial assistance. The business has prospered in equal proportions, and such an extent I believe, that to-day it is the largest of its kind in the Dominion. We have 12 wholesale warehouses and three factories; our turnover to-day is about $20,000,000 per annum, and it is still growing by leaps and bounds.

His Other Activities

Mr. MacDonald in addition to being head of the greatest wholesale grocery organization in Canada, occupies other important offices. He has been president of the Great Western Life Assurance company since that corporation was established in 1894: he is also director of the Northern Mortgage company and he was associated in the establishment of the Canadian Fire Insurance company. In 1910 he was elected president of the Canada Free League. His public offices have included those of alderman; he was chairman of the finance committee 1887-88 and was elected to the mayoralty in 1892.

Although 76 years old, Mr. MacDonald is still young and hearty in spirit, and the active head of his business.

Will Look After The Marketing Of B. C. Fruits

Vernon, B.C., July.—The British Columbia Traffic and Credit association has recently been organized to look after the marketing of B.C. fruits and vegetables. Represented in the association are the British Columbia Berry Growers' association, Hatzic, the B.C. Growers' Ltd., Kelowna, the Co-operative Farmers' of B.C. Ltd., Vernon; the Co-operative Fruitgrowers' Association of Wynndel, Creston Fruit Growers' Union Limited, Creston, Duggan and Davies Ltd., Kelowna, Keremees Packing Co., Ltd., Keremees, The Kootenay Fruit Growers' Union, Limited, Nelson, McDonald & Co., Armstrong, Wm. McNair, Armstrong, Mutual Fruit Co., Ltd., Vernon, Occidental Fruit Co., Ltd., Kelowna, Okanagan United Growers, Limited, Vernon, Salmon Arm Farmers' Exchange, Salmon Arm, B.C., the Vernon Growers' Limited, Vernon, The Wallaehin Apple Growers' Association, Wallachin, and Willow Point Fruit Growers' Association, Willow Point.

The president of the association is E. Doberer, the vice-president E. C. Skinner, and the secretary-manager is R. M. Winslow. The headquarters are in Vernon, B.C. The arrangements and details of the marketing problems of all these concerns are being directed by this Association. The first steps towards the formation of this association were taken at the annual conventions last winter of the B. C. Growers' association and the Western Canada Fruit Jobbers' Association.

Elliott's Grocery In Vancouver Has Been Sold

After 11 years in business, W. Elliott, at 3283 Main Street, Vancouver, has sold the business known as "Elliott's Grocery" to G. W. Bell of Revelstoke, B.C. This business has been commented upon in Canadian Grocer, and recently a picture of the store was shown. Mr. Bell has purchased a bright, clean and attractive store. He has been in the grocery business in Revelstoke for 23 years. Old timers there will remember him first with Bourne Brothers, later in partnership with Mr. Hobson, and for the last eleven years as G. W. Bell Ltd. Mr. Elliott is going to holiday for a while.

Cuba Now Lifts The Embargo On Southern Rices

A despatch from New Orleans states that Cuba has lifted the embargo on rice, and that the large stocks of rice may now find a legitimate outlet in Cuba. About a year ago, the Cuban Government prohibited further importations of rice in order to protect Cuban rice merchants, who were faced with great losses from over supply and falling prices. Now that stocks in Cuba are cleared up and the embargo lifted, a brisk trade is likely to develop.

On top of this report comes the embargo placed by the British Government on shipments of rice from Burma. This is the result of the limited supply of rangoon rice in India and it is feared that the native population would suffer privation if further rice exports were allowed.

The closing of rangoon rice from this country and the opening up of another market for Southern rice has already had the effect of greatly stimulating the market in the South, with buyers assuring themselves of stocks in anticipation of advances.

TEXAS PEACH CROP GOOD

The Texas peach crop is generally good, according to the United States Bureau of Markets. About 1,200 cars will be shipped from Jacksonville and Sulphur Springs districts.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

QUEBEC MARKETS

MONTREAL, July 13.— The grocery market is fairly quiet this week, principally on account of the summer season and the very warm weather. Buying is limited to supplies for immediate requirements and speculation is not entering into market conditions. The trade however is steady and good business is passing. The American sugar refineries have slightly advanced their prices, which goes to stabilize this market. Canned tomatoes, peas and corn are in big demand with an advance of five cents per dozen. There is a feeling that the new supplies will not be large and the drain on local stocks is being felt. In the tea market the only change is a slightly easier feeling in Japan teas which are expected to go a little lower. Coffee remains firm in price. The improved condition of the rice market continues but no change in wholesale prices are made. The cereal market is quiet and package goods are unchanged. The most striking features of the market is the big advance in the price of lemons. Oranges, imported peaches and plums are lower. Montreal melons are on the market but prices are unsteady. New potatoes are higher with doubtful prospects for the crop. Cucumbers and cabbage from local gardens are lower.

Corn and Peas Higher

Montreal.

CANNED GOODS.—Canned tomatoes show further strength with another advance of 5 cents per dozen, 2½'s are now quoted at $1.70 per dozen with a shortage on the market. Canned corn and peas also advanced 5 cents per dozen with the expectancy of a shortage in view of the adverse weather conditions for the crop of new peas. There is a big demand for these three canned lines. Canned fruit is steady in price with no changes of note.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips		4 40
Asparagus, Imported (2½s)		6 00
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	29 0
Squash, 2½-lb., doz.		1 50
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½ lb. tins		1 00
Tomatoes, 1s		1 65
Do., 2s		1 40
Do., 2½s	1 65	1 70
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, Standard	1 80	1 90
Do., early June		2 00
Do., extra fine, 2s		3 00
Do., Sweet Wrinkle		1 57½
Do. 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Choice, 2-lb.		1 87½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS

Apricots, 2½ lb. tins		4 75
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.		16 00
Split Peas, per bag		5 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.		10
Do., 2½ lb.		5 00
Do., 2-lb.		4 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup doz.		2 75
Peaches, heavy syrup—		
2-lb.		3 90
2½-lb.	5 00	5 25
1-lb.		2 90
Pears, 1s		3 20
Do., 2-lb.		4 10
Greengage Plums, hy. syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb.		2 25
Do., light syrup		2 00
Pineapples (grated and sliced), 2½ lb.		4 20
Do., 2-lb.		3 20
Do., 1-lb.		2 00
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
New Pack Strawberries—		
Standard No. 2, per doz.		4 60
Choice grade		4 70
Fancy Preserved		5 50
Rhubarb, preserved		2 80
Do., gallon		5 75
Canadian Pineapple (sliced)		4 80
New Blueberries, 2 lbs.		2 25
Do., 1 gal.		12 00

Coffee Market Firm

Montreal.

COFFEE.—The coffee market remains steady and firm with a good demand and shows more stable conditions than a number of other lines in the grocery trade.

Dried Fruits Steady

Montreal.

DRIED FRUITS.—There is no change in the dried fruit market. Business is reported good as far as movement in wholesale circles is concerned. Raisins are the strongest feature of the market and are short in supply. Other lines are steady with prospects of a firm and steady market ahead.

Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)	0 12½	0 15
Peaches (fancy)		0 23
Do., choice, lb.		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Choice		0 26
Ex. fancy		0 30
Lemon, new pack	0 46	0 47
New Pack—		
Orange	0 48	0 49
Citron		0 76
Choice, bulk, 25-lb. boxes, lb.		0 22
Peels (cut mixed), doz.		3 25
Raisins (seeded)—		
Valencias		0 23
Muscatels, 2 Crown		0 22½
Do., 3 Crown		0 23
Do., 4 Crown		0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 ounces		0 27¼
Cal. Seedless, in bulk	0 18¼	0 19½
Cluster, 20 1-lb. pack		6 75
Currants, loose		0 15
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		0 19
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼s, lb.		0 40
Do., 2½s, lb.		0 43
Do., 2¾, lb.		0 45
Figs, white 70 4-oz. boxes)		5 40
Do., Spanish (cooking), 22-lb. boxes each		0 11
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown, lb.		0 30
Do., 10-lb. box		2 75
Do., mats		3 00
Do., 22-lb. box		1 90
Do. (12 10-oz. boxes)		2 20
Prunes (25-lb. boxes)—		
20–30s		0 25
30–40s		0 19
40–50s		0 17
50-60s		0 13½
60-70s		0 12½
70—80s		0 11½
80—90s		0 10½
90—100s		0 09½

Package Goods Unchanged

Montreal.

PACKAGE GOODS.—There is no change in the package goods market. Prices are steady with a fair demand which is mostly to cover immediate requirements.

Breakfast food, case 18	3 50
Cocoanut, 2oz. pkgs., doz.	0 78½
Do., 20-lb. cartons, lb.	0 36
Corn Flakes, 3 doz. case 3 40	3 55 3 75
Cornmeal, yellow, 24s	3 00
Do., 36s	4 16
Oat Flakes, 20s	4 80
Rolled oats, 20s	5 00
Do., 18s	2 00
Oatmeal, fine cut, 20 pkgs.	6 75
Puffed Rice	5 70
Puffed Wheat	4 40
Farina, case, 24s	3 25
Hominy, pearl or gran., 2 doz.	3 00
Health Bran (20 pkg.), case	2 85
Pancake Flour, case	3 60
Do,, self-rising, doz.	1 50
Wheat Food, 18-1½s	3 25
Wheat Flakes, case of 2 doz.	2 95
Porridge Wheat, 36s, case	6 40
Do., 20s, case	6 50
Self-rising Flour (3-lb. pkg.), doz.	2 75
Do. (6-lb. pack.), doz.	5 40
Do., Buckwheat flour, per doz.	1 50
Corn Starch (preparde)	0 10⅓
Potato Flour	0 12½
Starch (laundry)	0 08⅓
Flour, Tapioca 0 15	0 16
Shredded Krumbles, 36s	4 35
Shredded Wheat	4 95
Cooked Bran, 12s	2 25
Euamel Laundry Starch, 40 pkgs. case	
Celluloid Starcs, 45 pkgs., case	4 20
Package Cornmeal	3 00
Malt B'kfast Food (36 pkgs.)	9 50
Quaker 2-Minute Oat Food	1 80
Puffed Rice Pancake Flour	2 90
Egg Noddles, case 24	2 25
Macaroni	2 25
Quaker Quakies	3 40

Rice Market Steady

Montreal.

RICE.—There is little change in the rice market, conditions remaining about the same, maintaining the strength that it has gained during the past two months. Tapioca like rice shows more strength and a more active market is expected as soon as buying starts for the fall.

RICE—

Carolina, extra fancy	0 07
Do. (fancy)	0 06
Honduras, fancy	0 05
Rangoon CC, pre cwt.	3 90
Do., B, per cwt.	4 15
Texas rice	0 04½
Siam	0 06
Tapioca, per lb. (seed) 0 08	0 09½
Do. (pearl) 0 08	0 09½
Do. (flake) 0 08	0 09½
Honduras	0 07
Siam	0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

No Change In Cereals

CEREALS.—There is no change in the prices quoted on cereals. The market is quiet during the summer season and buying is light.

Oatmeal, gran., fine standard	3 60
Rolled Oats, 90 lbs.	3 15
Pearl Hominy	3 25
Cornmeal, Gold Dust Brand	3 25
Graham Flour, 98 lbs.	7 65
New Buckwheat Flour	6 75
Pot Barley	4 25
Pearl Barley	5 25
Beans, Ont.	3 50
Do., Can.	3 30
Lima Beans	0 10
Green Peas, dried	0 17
Ground Oil Cake, per bag	3 00

Lemons Quoted Higher

FRUIT.—The most notable feature of the fruit market is the big jump in the price of lemons. Lemons have been advancing in price during the last few weeks with a shortage of supplies until now the price stands at $14.00 per crate. There is no hope for a drop for at least the next month or six weeks when supplies may be replenished. Other fruits are on the downward trend. Oranges are lower in price, principally on account of their quality. Imported peaches and plums are lower and watermelons are down to 90 cents Montreal melons are now on the market at varying prices.

FRUIT—

APPLES—

Boxes, 175s, 216s	4 50
Bananas (as to grade), bunch 7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	5 75
Do., Porto Rico	5 00
Lemons, 300-360s	14 00
Cal. Val. Oranges, 200-250	5 75
Do., 150-176	5 25
Do., Blood Oranges, ½ boxes	3 75
Tangerines	4 25
Pineapples, 24s, 30s, 36s, crate	8 00
Watermelons, each	9 00
California Cherries, per box	5 50
Georgia Peaches, crate	5 00
California Peaches	3 00
California plums	3 50
Cantaloupes	6 00
California Plums	3 00

Good Demand For Nuts

NUTS.—There is very little change in the nut market. Walnuts and almonds are strong in price following the advance quoted last week. The peanut market is also very firm with Virginias advanced slightly. There is an active nut market with good buying on all sides.

Almonds, Tarragona, per lb. 0 20	0 24
Do., shelled	0 54
Valencia Shelled Almonds	0 44
Chestnuts (Italian)	0 18
Cocoanut (shredded, bulk) 0 33	0 36
Filberts (Sicily), per lb. 0 17	0 18
Brazil nuts (new)	0 15
Do., Barcelona	0 15½
Peanuts, Jumbo	0 18
Do., shelled, No. 1 Spanish 0 18	0 20
Do., Java, No. 1	0 11½
Do., salted, red 0 21	0 23
Do., shelled, No.-Virginia 0 16½	0 18
Peanuts (salted)—	
Fancy, wholes, per lb.	0 38
Fancy splits, per lb.	0 35
Pecans, new Jumbo, per lb.	0 75
Do., large, No. 2, polished 0 29	0 30
Pecans, shelled 1 00	1 50
Walnuts, Grenoble, in shell	0 29
Marbot Walnuts 0 24	0 28
Do., new Naples	0 26
Do., shelled, Manchurian	0 68
Do., Bordeaux 0 63	0 68
Do., Chilean, bags, per lb.	0 40
Do., Spanish, shelled	0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

Japan Teas Weak

TEAS.—The tea market remains practically unchanged. Conditions in primary markets show an improvement for Ceylons and Indias, but Japan teas have weaker tendencies on account of the big supplies held in the hands of the growers. It is expected that lower prices will be quoted on Japan teas. There is only a fair demand for teas and buying is confined to quantities for immediate requirements.

Ceylon and Indians—	
Pekoes 0 22	0 26
Broken Pekoes 0 32	0 40
Broken Orange Pekoes 0 48	0 55
Javas—	
Broken Orange Pekoes 0 48	0 55
Broken Pekoes 0 35	0 40
China—	
Common 0 24	0 35
Medium 0 42	0 48
Choice 0 50	0 60
JAPAN TEAS (new crop)	0 77

Above retail prices range of quotations to the retail trade.

JAPAN TEAS (new crop)—	
Choice (to medium) 0 55	0 60
Early picking 0 60	0 75
Finest grades 0 75	0 90
Javas—	
Pekoes 0 35	0 40
Orange Pekoes 0 37	0 45
Broken Orange Pekoes 0 37	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

White Pepper Higher

Montreal.

SPICES.—The spice market is quiet at this season, but an improvement is expected in August. The buying for the fall trade commences in that month and reports from primary market show firmer tendencies for white pepper. Black pepper is in better supply and prices are fairly easy. Other spices remain steady with a fair movement of stock.

Allspice 0 18	0 20
Cassia (pure) 0 27	0 30
Cocoanut, pails, 20 lbs. unsweetened, lb.	0 46
Do., sweetened, lb.	0 36
Chicory (Canadian), lb.	0 14
Cinammon—	
Rolls	0 35
Pure, ground	0 35
Cloves (ground) 0 40	0 45
Cream of tartar (French pure) 0 65	0 70
Do., American high test 0 75	0 80
Ginger (Jamaica)	0 30
Ginger (Cochin)	0 27
Mace, pure, 1-lb. tins 0 60	0 65
Mixed spice 0 30	0 32
Do., 2½ shaker tins, doz.	1 15

Molasses Steady

MOLASSES.—There is no change in the molasses market. Buying is light both on account of the light demand and on account of the weather conditions, which makes the handling difficult. Prices on molasses, like the sugar market, have a firmer tendency following prices quoted on the primary market. Corn syrups remain steady in price with a fair demand.

CORN SYRUP—

Barrels, about 700 lbs.	2 06½
Half barrels, about 350 lbs.	0 06¾
Quarter barrels, about 175 lbs.	0 07¼
2 gals., 25-lb. pails each	2 25
3 gal., 38½ lb. pails, each	3 25
5 gal., 65-lb. pails, each	5 20
2-lb. tins, per case	4 00
5-lb. tins, per case	5 30
10-lb. tins, per case	5 00

Barbadoes Molasses—	Price for Isld. of Montreal
Puncheons	0 61
Barrels	0 64
Half barrels	0 66
Puncheons, outside city	0 58

Fancy Molasses (in tins)—

16-oz. tins, 2 doz. case, per doz.	2 40
2-lb. tins, 2 doz. in case, case	4 40 7 25
3-lb. tins, 2 doz. in case, case	5 75 10 75
5-lb. tins, 1 doz. in case, case	8 95
10-lb. tins, ½ doz. in case, case	8 60

Improved Sugar Market

SUGAR.—There is no change in the price of granulated sugar. American refiners have raised their price 10 cents per 100 with the result that it gives a firmer tendency to the Canadian market A higher price is not expected on this market, but indications are that quotations will remain steady and with this an improved buying on the part of the retailers and the public.

Granulated Sugar, per cwt.	8 75
Do., barrels	8 80
Granulated gunnies, 20/5	9 15
Do., gunnies, 10a10	9 25
Do., cases, 20/5-lb. cartons	9 35
Do., cases, 50/2 lb. cartons	9 50
Yellow, light, per cwt.	8 35
Do., medium, per cwt.	8 40
Do., dark, per cwt.	8 15

Potatoes Are Higher

VEGETABLES.—The feature of the vegetable market is the arrival of local vegetables on the market in supplies sufficiently large to make a noticeable change in the prices. Montreal cabbage and cucumbers are now selling at $1.75 per dozen, which although lower in price on the imported goods is still high. Yellow onions are slightly higher in price, quoted at $2.50 per hamper of 50 pounds. New potatoes have gone up in price in account of the demand that there has been for them and the fact that the indications for the crop are not as promising as they have been. Mississippi flats are advanced to $2.75 per crate of six boxes.

New cabbage	5 50
Montreal cabbage, per dozen	1 75
Celery, Florida, per crate	4 00 4 75
Do., California	11 00
Carrots, per bag	0 75 1 00
Montreal cucumbers, per doz.	1 75
Garlic, lb.	0 50
Horseradish, lb.	0 60
Leeks, doz.	4 00
Lettuce	
Parsley	
Mint	0 60
Mushrooms, lb.	1 00
Oyster plant, per doz.	1 50
Parsnips, bag	1 00
Peppers, green, doz.	0 50
Potatoes, Mtrl. (90-lb. bag)	0 90 1 00
New potatoes, bbls., 190 lbs.	5 75
Do., sweet, hamper	5 50
New potatoes, per bbl.	6 50
New potatoes, per bbl.	5 00 7 00
Spinach, box	
Spanish Onions, per case	5 00 5 50
Turnips, per bag	0 75 1 00
Red Onions, cwt.	3 00
Texas Onions, per crate	3 50
Yellow Onions, hamper 50 lbs	2 50
New Tomatoes, per crate	5 00
Mississippi flats, per box	2 75

ONTARIO MARKETS

TORONTO, July 13.— There is little change to the market in so far as manufacturers' list prices are concerned. There appears to be a great deal of price cutting however, among the wholesale trade. The principal one being sugar which is being offered at 50 to 60 cents below refiners' list, and the situation appears to be as far from stabilization as ever. Package cereals are also featured in the price cutting campaign, some houses cutting the price on certain lines as much as 50 cents per case. Canned peas are higher with a stronger feeling to the whole of the canned goods market. Heavy shipments of fruits and vegetables are arriving with prices generally tending easier. Lemons are quite scarce at higher quotations.

Canned Peas Higher

CANNED FRUITS.—A strong feeling prevails in the market for canned vegetables. Opening prices have not been named as yet on the new pack but with the old pack fairly cleaned up and the short pack this season, prices are expected to be as high or even higher than those prevailing at the present time. Standard peas have advanced to $1.90 per dozen in some quarters while others still continue to quote at the old figure. New pack lobster is offered at $3.45 to $3.75 for halves and $2.40 for quarters. Jam manufacturers have not named a price on the new pack of strawberry jam. The pack this year is not above a 25 per cent. one, and as stocks of this line is practically cleaned up there is likely to be a scarcity before the end of the year. It is expected that the opening prices will range around 80 to 90 cents for fours, although there is some new pack strawberry offered at present in some quarters at 70 cents.

Salmon—

Sockeye, 1s, doz.	5 20 5 60
Do., ½s, doz.	2 65 3 00
Cohoe, 1s, doz.	2 90
Do., ½s, doz.	1 90
Pinks, 1s doz.	1 45
Lobsters, ½-lb., doz.	3 45 3 60
Do., ¼-lb. tins	1 95 2 40
Whale Steak, 1s, flat, doz.	1 75 1 90
Pilchards, 1-lb. talls, doz.	1 80

Canned Vegetables—

Tomatoes, 2½s, doz.	1 65
Peas, standard, doz.	1 65 1 90
Do., Early June	2 15
Beets, 2s doz.	1 45 2 45
Beans, golden wax, doz.	2 20
Asparagus tips, doz.	5 50
Do., butts, doz.	6 60
Canadian corn	1 50
Pumpkins, 2½s, doz.	1 45 1 50
Spinach, 2s, doz.	1 60
Pineapples, sliced, 2s, doz.	4 00 4 90
Do., shredded, 2s, doz.	4 75 5 25
Rhubarb, p'served, 2s, doz.	2 07½ 2 10
Do., preserved, 2½s, doz.	2 65 4 52½
Do., standard, 10s, doz.	5 00
Apples, gal., doz.	4 75 5 00
Pears, 2s, doz.	3 00 4 25
Peaches, 2s, doz.	3 50
Plums, Lombard, 2s, doz.	3 10 3 25
Do., Green Gage	3 25 3 40
Cherries, pitted, H.S.	4 25
Blueberries, 2s	2 35 2 45
Strawberries, 2s, H.S.	4 50 5 00
Raspberries, 2s.	4 50 5 00

Jams—

Apricots, 4s, each	0 90
Blk. Currants, 16 oz., doz.	4 60
Do. 4s, each	0 94
Gooseberry, 4s, each	0 89
Do., 16 oz., doz.	4 10
Peach, 4s, each	3 75
Do., 16 oz., doz.	0 83
Red Currants, 16 oz., doz.	4 40
Do., 4s, each	0 94
Raspberries, 16 oz., doz.	4 60
Do., 4s. each	0 94
Strawberries, 16 oz., doz.	4 60

Cereals Hold Firm

Toronto.

CEREALS.—The cereal market is firmly held although we hear of some irregularity in prices in rolled oats. Millers are generally holding firmly to $3.30 per bag in single bag lots, but some wholesalers are offering at $3.15.

Rolled oats, 90s	3 15 3 30
Rolled wheat, 100 lb. bbls.	7 00

F.o.b. Toronto

Barley, pearl, 98s	5 50
Barley, pot, 98s	4 75
Barley Flour, 98s	6 25

Buckwheat Flour, 98s		6 00
Cornmeal, Golden, 98s		2 75
Oatmal, 98s		4 50
Corn Flour, 98s		3 75
Rye Flours, 98s		6 00
Rolled oats, 90s	3 20	3 30
Rolled wheat, 100 lb. bbls.		6 75
Cracked Wheat, bag		5 00
Breakfast Food, No. 1		6 00
Do., No. 2		6 00
Rice Flour, 100 lbs.		10 00
Linseed meal, 98s		6 50
Flaxseed, 98s		7 00
Peas, split, 98s		5 75
Marrowfat green peas	0 05¼	0 06
Graham flour, 98s		4 75
Whole Wheat Flour		4 85
Wheat Kernels, 8s		6 [illegible]
Farina, 98s		6 35

Dried Fruits Quiet

Toronto.

DRIED FRUITS.—Prices on this season's candied peels have been named by the Canadian manufacturers as follows. Citron caps in 12 pound boxes 50 cents per pound. Lemon caps in 12 pound boxes 34 cents per pound. Orange caps in 12 pound boxes 35 cents per pound Mixed in 12 pound boxes 40 cents per pound. Drained peel mixed, cut ready for use, in No. 1s cartons, 3 dozen in case per dozen $4.60. These prices are lower than last year, when citron was selling at 72 cents and lemon and orange at 42 cents. The market for other dried fruits is quiet with no change in quotations.

Candied Peels—		
Citron caps, 12 lb. boxes, lb		0 50
Lemon caps, 12 lb. box., lb.		0 34
Orange caps, 12 lb. box., lb.		0 35
Mixed, containing 4½ lb. Lemon, 4½ lb. Orange, 3 lb. Citron, Caps, per lb		0 40
Drained Peel, Mixed, cut ready for use in No. 1's cartons, 3 dozen per case, per dozen		4 60
Currants—		
Greek, Filiatras, cases		0 17
Do., Amalias		0 17
Do., Patras		0 17
Do., Vostizza		0 23½
Dates—		
Excelsior, pkgs., 3 doz. in case		5 50
Dromedary, 3 doz. to case		7 00
Fard, per box ap. 12 lbs.		3 25
Hallowee dates, per lb.		0 11
Figs—		
Smyrna layers, 4 Crn., lb.	0 30	0 32
Do., layers, 6 crn., lb.	0 36	0 38
Natural pulled, in bags		0 10½
Prunes—		
30-40s, 25s		0 20
40-50s, 25s		0 16
50-60s, 25s		0 13
60-70s, 25s		0 10
70-80s, 25s		0 09½
80-90s, 25s		0 09
90-100s, 25s		0 08
Peaches—		
Standard, 25-lb. box, pld.	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 19	0 30
Apricots—		
Fancy		0 46
Choice		0 42
Standard		0 34
Raisins—		
California, bleached, lb.		0 27½
Seedless, 15-oz. packets		0 29
Seeded, 15-oz. packets		0 28½
Crn. Muscatels, No. 1, 25s		0 26
Turkish Sultanas, pkgs.		0 27
Thompsons, Seedless		0 28½
Valencia		0 23
Evaporated apples	0 14	0 15

Nuts Continue Strong

Toronto.

NUTS.—The market continues with a strong tone with quotations unchanged, but the scarcity is gradually increasing on Bordeaux walnuts.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.		
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack		7 50
Cocoanut, unsweetened, lb.		0 30
Do., sweetened, lb.		0 35
Do., shred.		0 25
eanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 20	0 22
Mixed nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 42	0 47
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.	0 73	0 75
Do., Manchurian	0 60	0 65
Do., broken	0 47	0 55
Peanuts, Spanish, lb.		0 10
Brazil nuts, lb.		0 75
Pecans, lb.		1 40

Package Cereals Cut

PACKAGE GOODS.—There are no price changes insofar as manufacturers are concerned, but wholesalers continue to cut prices considerably. Shredded wheat is offered in some quarters at $4.50 per case. Corn flakes range in price from $3.25 to $3.55. Quaker Oats Co. have dressed their Scotch Health Bran in a new label, a little larger package and have advanced the price to $3.50 per case of 20 packages.

PACKAGE GOODS

Rolled Oats, 20s, rd., case		5 00
Do., 20s, square, case		5 00
Do., 18s, case		2 00
Do., Aluminum Prem., 20s		6 40
Corn Flakes, 36s, case	3 35	3 75
Porridge Wheat, 36s, regular case		6 00
Do., 20s, family, case		6 80
Cooker Pkg. Peas, 36s, cs		2 85
Cornstarch, No. 1, lb. crtns.		0 10⅝
Do., No. 2, lb. cartons		0 09⅛
Laundry Starch		0 08⅛
Do., in 1 lb. cartons		0 08⅞
Do., in 6-lb. wood boxes		0 08⅞
Do., in 6-lb. tin canisters		0 12⅝
Celluloid Starch, case		4 15
Potato Flour, case 20 1-lb. pkgs.		2 50
Do., case 24 12-oz. pkgs.		2 30
Fine oatmeal, 20s		5 75
Cornmeal, 24s		3 00
Farina, 24s		3 25
Barley, 24s		2 75
Wheat Flakes, 24s		5 00
Wheat kernels, 24s		4 50
Self-rising p'cake flour, 24s		3 00
Buckwheat flour, 24s		3 50
Two-minute Oat Food, 24s		1 80
Puffed Wheat, case		4 40
Puffed Rice, case		5 70
Health Bran, case		3 50
F.S. Hominy, gran., case		3 00
Do., pearl, case		3 00
Scotch Pearl Barley, case		2 70
Self-rising Pancake Flour, 30 to case		4 20
Do., Buckwheat Flour, 30 to case		4 20
Self-rising Pancake Flour, 36 to case		7 15
Do., Buckwheat Flour, 18 to case		3 65
Do., Pancake Flour, 18 to case		3 65
Puffed Rice Pancake Flour, 24s		2 90

Rices Look Firmer

Toronto.

RICES.—There is no change in the local situation but with the British Government placing an embargo on shipments of rice from Burma on account of the shortage of Rangoon rice in that country and the fact that the Cuban Government has lifted the embargo on importation of rice into that country will no doubt have the effect of advancing prices on Southern rices.

Honduras, broken, per lb.	0 07½	0 08
Blue Rose, lb.	0 06½	0 07
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 07	0 07½
Tapioca, per lb.	0 07½	0 08

Syrups Unchanged

Toronto.

SYRUPS.—There is a moderate consumptive demand, but as no one is buying for future the market is quiet, but ruling fairly firm. Molasses continues under a hand-to-mouth demand.

Corn Syrups—		
Bbls., about 700 lbs., y'low		0 06½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case		4 60
Cases, 5-lb. tins, white, 1 doz. in case		5 90
Cases, 10-lb. tins, white, ½ doz. in case		5 60
Cases, 2-lb. tins, yellow, 2 doz. in case		4 00
Cases, 5-lb. tins, yellow 1 doz. in case		5 30
Cases, 10-lb. tins, yellow, doz. in case		5 00
Cane Syrups—		
Barrels & half barrels, lb.		
½ barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	6 00	6 50
Molasses—		
Fcy., Barbadoes, bbls., gal.		1 65
Choice Barbadoes, barrels		1 35
New Orleans, bbls., gal.	0 46	0 56
Do., half blls., gal.	0 46	0 48

Tins, 2-lb., table grade, case 2 doz., Barbadoes	7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	8 60
Tins, No. 2, baking grade, case 2 doz.	4 20
Tins, No. 3, baking grade, case of 2 doz.	5 50
Tins, No. 5, baking grade, case of 1 doz.	4 60
Tins, No. 10, baking grade, case of 1½ doz.	4 25
West Indies, 1½s, 48s	4 60 6 95

Spices Are Steady

SPICES.—There are no changes in quotations, the market is quiet to steady.

Toronto.

Allspice	0 19	0 22
Cassia		0 26
Cinnamon		0 41
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 45
Mustard, pure		0 50
Pastry		0 28
Pickling spices		0 19
Mace	0 55	0 65
Peppers, black	0 18	0 20
Do., white	0 29	0 30
Paprika, lb.	0 60	0 70
Chillies, lb.		0 60
Nutmegs, selects, whole, 100s		0 35
Do., 80s		0 45
Do., ground		0 35
Mustard seed, whole		0 25
Celery seed, whole		0 40
Coriander seed		0 18
Carraway seed, whole		0 30
Tumeric		0 30
Curry Powder		0 35
Cream of Tartar—		
French, pure		0 40
American, high-test, bulk		0 40
2-oz. packages, doz.		1 25
4-oz. packages, doz.		2 00
8-oz. packages, doz.		3 50

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Sugar Prices Cut

SUGAR.—The local market appears to be as far from stabilization as ever. The majority of wholesalers are not holding to refiners' list and prices are being cut considrably. The general quotation is $8.50 per hundred athough refiners are firmly maintaining their price of $9.09. To what cause this is attributed cannot be determined as there does not appear to be any great stocks on hand among the trade that should be cleaned up in anticipation of a further decline.

St. Lawrence, extra gran., cwt.	9 09
Atlantic, extra granulated	9 09
Acadia Sugar Refinery, extra gran.	9 09
Dom. Sugar Refinery, extra gran.	9 09
Canada Sugar Refinery, gran.	9 09

Differentials: Granulated, advance over basis; 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis. No. 1 40c; No. 2 50c; No. 3 60c.

Lemons Very Scace

Toronto.

FRUIT.—Deliveries of fruit were rather light the first of the week on account of the storm through the Niagara belt, which kept many of the pickers from working. Heavier shipments, however, are promised for the balance of the week. Raspberries sold at 32 cents for the best quality although some sold at 28 cents. Canadian peaches are starting to arrive at 75 to $1.00 per small basket. Canadian apples are offered at $1.00 per 11 quart basket. There is no change in oranges, but lemons are quite scarce and have advanced to $15.00 per box.

Oranges, Valencias, 100s		5 50
126s		6 00
Do., 200s, 216s, 250s	6 25	6 75
Grapefruit, Cubans		6 00
Bananas, Port Limons		0 09½
Lemons, Cal.		
Do., Verdillis	15 00	
Watermelons, each	1 25	1 50
Peaches, 6 baskets to crate		5 50
Canteloupes, Standard, 45s		7 00
Do., Flat, 15s		3 50
Cal. Plums, per box		3 00
Cal. Pears, per box		9 00
Gooseberries, 11s, per bkt.		1 25
Do., 6s, per bkt.		0 65
Cherries, sweet, 6s	1 50	1 75
Do., Sour, 6s		0 65
Do., Sour, 11s		1 25

Ceylon Teas Strong

TEAS. There is nothing new developed in the tea situation. The market continues strong at the advanced prices in primary markets.

Ceylons and Indians—

Pekoe Souchongs	0 35	0 50
Pekoes	0 32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66

Javas—

Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50

Japans and Chinas—

Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson, thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Prepared Icing Lower

Toronto.

MISCELLANEOUS.—Cowan's prepared icings are reduced to $1.45 per dozen. Seafoam soap chips are down to $4.50 per case. Shirriffs jelly powder is reduced to $1.25 per dozen. Goblin soap is down to $2.05 per box and Lilac Rose to $3.50.

Vegetables Tend Lower

VEGETABLES.—Heavy shipments of local vegetables are arriving daily and prices generally are tending lower. Cauliflowers are offered at $2.00 to $3.00 per dozen. New potatoes are slightly firmer at $6.00 per barrel for No. 1.

Cabbage		4 50
Potatoes, per bag	0 70	0 80
Head Lettuce, crate	1 50	2 00
Tomatoes, 4-bkt. crates		2 35
Do., Hothouse, lb.		0 35
New Beets, per dozen		0 40
New carrots, per doz.		0 40
Green Peas, 11 qt. basket	0 75	0 80
Wax & green beans, 11 qt. bkt.		0 60
Cucumbers, hamper		5 00
New Potatoes, bbl.		6 00

WINNIPEG MARKETS

WINNIPEG, July 13.— Reports of crop conditions are so promising that it is having the effect of increasing business materially. Merchants generally report business taking on a better tone. Canned goods are moving steadily with tomatoes, peas and corn showing a firmer tone. Wholesalers are selling sugar below refiners' list. Dried fruits are quiet. There is no change in teas, coffees and nuts. The demand for fresh fruits and vegetables is showing a big improvement with little change. Lemons are quoted higher.

Canned Vegetables Steady

Winnipeg.

CANNED GOODS.—There has been heavy sales of all canned vegetables. The Eastern market is showing firmer tendencies and higher prices are likely to prevail.

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, case	7 00	8 00
Do., imp., ½s, 100 doz. cs	30 00	32 00
Lobsters, ¼s, 8 doz. case, doz.		2 45
Do., ½s, 4 doz. case, doz.		4 30
Oysters, 1s, 4 oz., 4 doz. cs., cs		9 40
Pilchards, 1s, tall, 4 doz. cs, cs		7 10
Do., ½s, flat, 8 doz. cs., cs		9 00
Salmon—		
Sockeye, 1s, tall, 4 doz. case		21 00
Do., ½s flat, 8 doz. in case		22 00
R. Spring, 1s, tall, 4 doz. cs.		16 75
Do., ½s flat, 8 doz. case		18 25
Cohoe, 1s, tall, 4 doz. case		14 65
Pink, 1s, tall, 4 doz. case		6 50
Do., ½s flat, 8 doz. case		8 25

CANNED FRUIT (Canadian)

Apples, 6 tins in case, per case	2 90	3 10
Blueberries, 2's, 2 doz. case		6 65
Cherries, 1s, 4 doz. case	7 00	8 00
Cherries, 1s, 4 doz. case	7 00	8 00
Pears, 2s, 2 doz. case	7 50	8 00
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. cs	6 50	7 00
Do., Lombard, light syrup, 2s, 2 doz. case	4 75	5 25
Do., heavy syrup, 2s, 2 doz. case	6 60	6 50
Raspberries, 2s, 2 doz. case	8 50	9 00
Strawberries, 2s, 2 doz. case	8 00	8 50

CANNED FRUIT (American)

Apricots, 1s, 4 doz. case	11 00
Peaches, 2½s, 2 doz. case	12 00
Do., sliced, 1s, 4 doz. case	12 40
Do., halved, 1s, 4 doz. case	12 40

Coffee Market Firm

COFFEE.—The condition of the coffee market continues strong, and although spot prices are unchanged at present, a higher level of values can be expected. There has been very little movement of late, but locally the demand is showing an improvement.

COFFEE—

Rio, lb.	0 19½	0 20½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 28	0 30
Santos, lb.	0 27	0 29

Cereals Are Firmer

Winnipeg.

CEREALS.—The market generally has firmer tendencies which is noticeable on wheat and oats. Quotations on bulk rolled oats are $2.80 per 80 pound bag. There is a steady demand for the lighter breakfast foods, and quotations remain unchanged.

PACKAGE CEREALS

Rolled oats, 20s, rd. cartons	4 75 5 00
Do., 36s, cs, square, bkts.	3 50
Do., 18s, case	2 10
Corn Flakes, 36s, case	3 50 3 80
Cornmeal, 2 doz. case, case	3 40
Puffed Wheat, 3 doz. cs., cs	4 45
Puffed Rice, 3 doz. cs, case	5 75
Grape Nuts, 2 doz. cs., case	3 80
Package Peas, 3 doz. cs., cs.	3 00
Cream of Wh., 3 doz. cs, cs.	9 15

BULK CEREALS

Rolled Oats, 80s, per bag	2 80
Do., 40s, per bag	1 47
Do., 20s, per bag	0 75
Do., 10-8s, per bale	3 50
Do., 15-6s, per bale	4 05
Oatmeal, 98s, gran. or standard, bag	3 40
Wheat Granules, 98s, bag	6 50
Do., 16-6s, per bale	7 05
Peas, whole, green, 100-lb. bag, per bush.	4 50
Do., split, yellow, 98s, bag	7 95
Do., split, yellow, 49s, bag	4 00
Cornmeal, 24s, per bag	0 75
Do., 10s, per bale	3 65
Buckwheat grits, whole, 98-lb. bags, per bag	8 75
Beans, 100-lb. bags, bushel	3 70
Lima Beans, 100-lb. bgs., lb.	0 10½
Barley, pot, 98s	3 85
Do., 49s	1 92
Do., 24s	1 00
Barley, [illegible]	
Do., Pearl, 49s	2 52
Do., Pearl, 24s	1 28
Barley, Pearl, 98s, per bag	5 20
Do., Pot, 98s, per bag	3 90

Dried Fruits Quiet

DRIED FRUITS.—Dried fruit sales are reported small on all lines with the exception of raisins, which are active with prices holding firm. Prunes quotations are maintained.

DRIED FRUIT

Evaporated Apples, per lb.	0 14¾
Currants, 90-lb., per lb.	0 18 0 19
Do., 8 oz. pkgs., 6 doz. cs, lb.	0 16¾
Do., Smyrna, per lb.	0 12½
Do., black, cartons, crtn.	0 60
Dates, Hallowee, bulk, lb.	0 11¼
Do., pkg., 3 doz. case, lb.	0 15⅞
Figs, Spanish, per lb.	0 15
Do., Smyrna, per lb.	0 23
Do., black, cartons, ctn.	1 00
Loganberries, 4 dz. cs., pkt.	0 30
Peaches, standard, per lb.	0 20 0 21
Do., choice, per lb.	0 23 0 24
Do., fancy, per lb.	0 24 0 27
Do., Cal., in cartons, cart.	1 10
Do., unpitted, per lb.	0 10
Pears, extra choice, per lb.	0 25
Do., Cal., cartons, cart.	1 25

Prunes—

30–40s, 25s, per lb.	0 21
40–50s, 25s, per lb.	0 16¼
50–60s, 25s, per lb.	0 14
60–70s, 25s, per lb.	0 12¾
70–80s, 25s, per lb.	0 11½
80–90s, 25s, per lb.	0 10½
90–100s, 25s, per lb.	0 08
In 5-lb. cartons, carton	0 68

Raisins—

Cal., pkg., seeded, 15 oz., fcy., 3 doz. to cs., pkg.	0 20
Choice seeded, 15 oz., 3 doz. to case, per pkg.	0 27
Fancy, seeded, 11 oz., 4 doz. to case, per pkg.	0 23
Choice seeded, 11 oz., 4 doz. to case, per pkg.	0 22½
Cal., bulk, seeded, 25-lb. boxes	0 29
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	0 22
Do., buk, seedless, 25-lb. boxes, per lb.	0 28
Apricots, choice, 25s, lb.	0 30
Do., 10s, lb.	0 31
Do., Standard, 25s, lb.	0 27
Di., Standard, 10s, lb.	0 29
Do., fancy, 25s, lb.	0 35
Do., fancy, 10s, lb.	0 36

Teas Hold Firm

TEAS.—The firm tone which has characterized the primary markets for some time continues to be much in evidence. Reports from Japan state that the first crop of Japan tea is selling about twenty five per cent. less than at last year's prices. Locally the demand is moderate.

INDIA AND CEYLON—

Pekoe Souchongs, 1st qual.	0 35	0 40
Do., second quality	0 32	0 35
Pekoes, first quality	0 40	0 40
Do., second quality	0 35	0 40
Broken Pekoe, first quality	0 42	0 48
Broken Orange Pekoe, 1st quality	0 50	0 60
Japan	0 52	0 70

JAVAS—

Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45
Broken Orange Pekoe	0 38	0 48

Refined Sugar Lower

SUGAR.—Refiners' prices on refined is $10.00 per hundredweight, but wholesalers continue to sell below these prices and are offering same at $9.50.

Corn Syrups Unchanged

SYRUPS.—The market for corn and cane syrups is holding steady at unchanged quotations. The demand is only fair at this season of the year.

CANE SYRUP—

No. 2s,	6 55
No. 5s	7 50
No. 10s	7 00
No. 20s	6 80

CORN SYRUP—

Cases, 2-lb. tins, white, 2 doz. in case	4 65
Cases, 5-lb. tins, white, 1 doz. in case	5 75
Cases, 10-lb. tins, white, ½ doz. in case	5 50
Cases, 20-lb. tins, white, ¼ doz. in case	5 50
Cases, 2-lb. tins, yellow, 2 doz. in case	3 40
Cases, 5-lb. tins, yellow, 1 doz. in case	4 55
Cases, 10-lb. tins, yellow, ½ doz. in case	4 30
Cases, 20-lb. tins, yellow, ¼ doz. in case	4 30

MAPLE SYRUP—

Pure, 2½s, tins, cs. of 2 doz.	24 85
Pure, 5s, per case of 1 doz.	22 65
Pure, 10s, per case of ½ doz.	21 05

TABLE SYRUP—

Maple flavor, 2½s, tins, per case of 2 doz.	13 75
Do., 2s, tins, case of 1 doz.	12 00
Do., 1s, tins, case ½ doz.	11 50

MOLASSES, BARBADOES—

2-lb. tins, 2 doz. case	8 30
3-lb. tins, 2 doz. case	11 60
5-lb. tins, 1 doz. case	9 50
10-lb. tins, 1 doz. case	9 20

Molasses quotations subject to 5 per cent. discount.

MOLASSES, BLACKSTRAP—

1½s, 4 doz. in case	5 25
2s, 4 doz. in case	5 00
2½s, 4 doz. in case	4 80
5s, 4 doz. in case	4 50
10s, 4 doz. in case	4 20

Jams Moving Steady

JAMS.—Jam sales are moderate. Strawberry pack is reported much smaller than last season and the new pack is now on the market which is quoted at 83 cents for fours.

Eastern

Strawberry, 4s, per tin	0 86
Black Currant, 4s per tin	0 86
Raspberry, 4s, per tin	0 86
Apricots, 4s, per tin	0 80
Cherry, 4s, per tin	0 80
Peach, 4s, per tin	0 80
Compound (all flavors), 4s, tin	0 53 0 58

Western

Strawberry, 4s, per tin	0 95
Black Currant, 4s, per tin	0 95
Raspberry, 4s, per tin	0 95
Apricot, 4s, per tin	0 90
Cherry, 4s, per tin	0 90
Peach, 4s, per tin	0 90

Flour Reduced

FLOUR.—The demand for flour is showing no improvement and a decline of 15 cents per sack is noted this week.

98-lb. sacks	5 32½
Two 49-lb. sacks	5 40
Four 24-lb. sacks	5 50

Spice Market Quiet

SPICES.—There is no change in the spice market. Prices are unchanged.

Allspice, Jamaica, best qual., lb.		0 28
Cassia, Batavia, per lb.		0 38
Do., China, per lb.		0 25
Chillies, per lb.		0 55
Do., No. 1, per lb.		0 53
Cinnamon, Ceylon, per lb.		0 85
Do., No. 0, carton, doz.		1 00
Cloves, Penang, per lb.		0 95
Do., Amboyna, per lb.		0 90
Do., Zanzibar, per lb.	0 55	0 60
Ginger, washed, Jamaica, No. 1		0 65
Do., Jamaica, No. 2		0 40
Do., Japan or Africa, lb.		0 30
Mace, extra bright Penang, lb.		0 80
Nutmegs, extra large brown, 70 to lb., per lb.		0 70
Do., lg. brown, 85 to lb., lb.		0 40
Do., med., brown, 110 to lb., lb.		0 38
Do., carton of six, per doz.		0 80
Pepper, blk., Singapore, ex., lb.	0 17	0 19
Do., white, per lb.	0 30	0 35
Pickling, ¼-lb. pkg., per doz.		1 00
Do., bulk, No. 1, per lb.		0 28
GROUND SPICE		
Allspice, bulk, per lb.		0 25
Do., No. 2, per lb.		0 25
Do., 2 oz cartons		0 80
Do., 4 oz. cartons		1 20
Cassia, No. 1, bulk, per lb.		0 30
Do., No. 2, bulk, per lb.		0 25
Do., No. 1, 2 oz. cartons		1 00
Do., No. 1, 4 oz. cartons		1 50
Cinnamon, bulk, per lb.		0 45
Do., 2 oz. cartons		1 15
Do., 4 oz. cartons		1 75
Cloves, bulk, per lb.		0 65
Do., 2 oz., cartons		1 45
Do., 4 oz. cartons		1 75

Nuts Continue Strong

NUTS.—The market for nuts continue to maintain a strong tone with stocks small.

NUTS, SHELLED—		
Almonds, per lb.	0 45	0 47
Spanish Peanuts, No. 1, lb.		0 12½
Pecans, per lb.		1 40
Walnuts, per lb.		0 75
NUTS IN SHELL—		
Peanuts, rsted., Jumbo, lb.		0 25
Walnuts, per lb.		0 25
Almonds, per lb.		0 25
Brazils, per lb.		0 25
Pecans, per lb.		0 28
Cocoanuts, per doz.		1 50
Cocoanuts, per sack		11 00

Starch In Demand

STARCH.—The starch market continues under a good demand. No change in quotations.

Cornstarch, 1-lb. pkgs., lb.	0 09⅛
Gloss, 1-lb. pkgs., per lb.	0 10⅞
Celluloid, 1-lb. pkgs., case	4 35

Rice Continues Firm

RICES.—There are no changes in this market, but advances locally are expected. The primary markets continue to hold firm.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.		0 08
Do., 50-lb. sacks, lb.		0 08½
Siam, 100-lb. bags		0 06
Do., 50-lb. bags		0 06¼
Sago, sack lots, 130 to 150 lbs., per lb.		0 08¾
Do., in less quantities, lb.		0 09¼
Tapioca, pearl, per lb.	0 08	0 08½

Raspberries Selling

FRUITS.—Shipments of B.C. raspberries are arriving and are in good demand at $5.00 per case. As the season advances lower prices will be in order on this line. Lemons have advanced considerably and are quoted at $15.00 per case. B.C. cherries are offered at $5.00 per case, and $3.50 per basket. California peaches and plums are selling freely at $3.00 to $3.75 per case. Fresh fruits of all kinds are in active demand.

Oranges, all sizes, per case		0 700
Lemons, Cal., per case		15 00
Grape Fruit, per case		
Bananas, per lb.		0 11
APPLES—		
Winesap, larger, cs.		3 75
216s, per case		2 75
Raspberries, per case		5 00
Cherries, baskets	3 50	4 00
Plums, per case	3 00	3 50
Peaches, per case		3 00
Cantaloupes, flats		3 00
Do., Standards		7 00
Watermelons, per lb.		0 06½

Vegetables In Demand

VEGETABLES.—The first shipment of Virginia cobbler potatoes has arrived and are offered at $7.50 per bushel. Local cauliflower is in good demand and is quoted at $1.00 per dozen. Both Texas and Ontario tomatoes are selling freely at $3.00 per case for Texas, and $4.00 per basket for Ontario.

BEFORE THEY'D GROWN

Mrs. Newlywed was determined not to show her inexperience when she started off on the shopping round for the first time.

Her first victim was the grocer.

"These eggs are very small," she said.

"I know it," answered the grocer, "but that's the kind the farmer supplies me with. They only arrived this morning."

"Yes," said the bride, seeing her opportunity to show that in spite of her youthful appearance, she was not to be trifled with. "That's just the trouble with these farmers; they are so anxious to get those eggs of their's sold that they take them too soon off the nest."

Canned Pineapple Industry Grows

Hawaii's Pack Sold or $31,000,000 Last Year

The rapid growth of the Hawaiian canned pineapple industry is described in a bulletin issued by the National Canners' Association. In 1920, 144,000,000 cans of fruit were packed, while nineteen years ago there was only one cannery in Hawaii and this had a capacty of 48,000 cans.

The increase in production is indicated by the following figures:

Date—	Number of cans packed in Hawaii
1901	48,000
1906	2,000,000
1911	17,520,000
1915	64,070,784
1920	144,000,000

As in other industries improvements have been brought about in pineapple packing. Canneries equipped with modern machinery, expressly for the handling of pinapple, and with a capacity running up to 900,000 cans a day from one cannery alone, work smoothly and efficiently to supply the demand. The four outstanding innovations which have contributed most to the advancement of the cultivation and canning of this fruit in Hawaii, are: The utilization of the iron sulphate spray to offset the lack of iron in the soil, the development of a mechanical coring and peeling machine, the invention of the slicer and, finally, the development of the "eradicator," which recovers the pineapple left on the skin of the fruit, after the first rough peeling has been done by machine.

In the packing of pineapple, the fruit is practically never touched by the human hand from the time it is peeled, the rubber gloves of the sorter being the nearest approach to it. As the pineapple canning industry is of recent growth all the factories and equipment are new.

To supply pineapple containers there already are two can making plants in operation in Hawaii. It required about 126,000,000 cans from these plants to take care of the 1920 pack. The pineapple business in Hawaii is second only to the sugar industry. In 1920 Hawaii's pneapple pack sold for $31,000,000

Approximately 20,000 people are engaged in the pineapple industry in Hawaii, according to a recent report. It is said that the industry occupies about 46,000 acres of land and that the number of people employed in the various operations of the industry range from a minimum of 5,000 in the slack season to a maximum of about 15,000 in the busy season.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE

CALGARY, Alta., July 13.—Flour declined 30 cents per barrel. Cheese market is strong with higher quotations. Ontario large is selling at 22½ to 23 cents and Alberta at 22 to 23 cents. New laid eggs are in short supply and are now quoted at $10.00 to $10.50. Butter is unchanged, but as cream prices have advanced a higher price is expected. New pack B. C. strawberry jam fours is offered at $10.50 per case and gooseberry at $9.75 per case. American granulated sugar is offered at $9.20. New pack lobsters, quarters is quoted at 2.30 to $2.45 Prunes are one cent per pound higher. B.C. raspberries are selling at $4.00 to $4.25 per crate.

Lard, pure, 3		10 50
Beans, B.C., per hundred	4 95	5 50
Rolled oats		8 80
Rice, Siam	5 50	6 00
Japan, No. 1	7 50	8 00
Tapioca	6 75	7 25
Sago	6 75	7 25
Sugar, pure cane, gran., cwt.		11 52
Cheese, No. 1, Ont., large	0 20½	0 22½
Alberta cheese, twins	0 22	0 23
Do., large	0 22½	0 23
Butter, creamery, lb.		0 35
Do. dairy, lb.	0 25	0 30
Lard, pure, 3s	10 50	11 10
Eggs, new laid, local, cs.	10 00	10 50
Tomatoes, 2½s	4 00	4 25
Corn, 2s, case	3 15	3 85
Peas, 2s, standard case	3 60	4 00
New early June peas, case		4 50
Strawberries, 2s, Ont., case	9 90	10 30
Raspberries, 2s, Ont., case	10 40	11 00
Gooseberries, 2s		11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 14	0 15½
Do., 25s, lb.	0 14½	0 16½
Peaches, evaporated, lb.	0 22	0 22½
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 08	0 08½
Do., 70-80s	0 08½	0 11
Do., 60-70s	0 12	0 12¾
Potatoes, local ton	25 00	0 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE

ST. JOHN, N.B., July 13.—There was a general trend upward in prices during the week. Granulated cornmeal is firm at $3.75. Cheese advanced to 23 and 24 cents per pound. Eggs are up to 40 and 41 cents per dozen. Pure lard advanced to 17½ to 18 cents and compound 14½ to 15 cents. Corned beef is easier at $3.45 to $3.50. Creamery butter is firmer at 32 to 35 cents. Potatoes are selling at $1.75 to $2.25 per bag. Lemons jumped to $16.00 to $18.00 per case. New California peaches are offered at $3.00 to $3.50 and plums at $3.50 to $4.00 per case. Cheese, Ont., twins 0 23 0 24

Cornmeal, gran., bags	3 50	3 75
Do., ordinary		2 30
Rollde oats		8 80
Rice, Siam, per 100 lbs.	6 50	7 00
Tapioca, 100 lbs.	8 00	10 00
Molasses		0 60
Sugar—		
Standard, granulated		8 95
No. 1, yellow		8 45
Cheese, new, twins	0 17	0 18
Eggs, fresh, doz.	0 35	0 36
Lard, pure, lb.	0 16½	0 17
Do., compound	0 13½	0 14
Tomatoes, 2½s, std., case		4 00
American clear pork	31 00	33 00
Beef, corned, 1s		3 45
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	0 30	0 33
Do., dairy	0 25	0 29
Do., tub	0 24	0 28
Corn, 2s, standard, case		3 50
Peas, standard, case		3 80
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case		
Lemons, case	11 00	12 00
Oranges, California	6 50	8 00
Bananas, lb.	0 08	0 10
Grapefruit, case	8 50	9 50

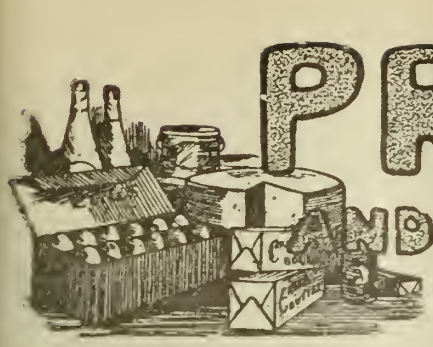
CANNED GOODS WRONGLY BLAMED

FROM time to time, reports crop up of ptomaine poisoning alleged to have been caused by eating canned foods. A recent one comes from Georgetown Medical School in Washington D. C. The statement was made that "twenty-six students were in a serious condition from ptomaine poisoning supposed to have been caused by eating canned foods." Upon investigation, however, it was found that the trouble was produced from bread pudding which contained "a toxic producing organism."

While it is true that there have been some cases of ptomaine poisoning due to some chemical action taking place in the can after it was sealed, the number of actual cases is infinitely small in comparison with the alleged cases of illness and which usually turns out to be the result of other causes.

Recently it came to the writer's attention of a a family of four were taken ill, and thecase where medical man was called in, laid the blame of the illness to having eaten canned salmon. The writer personally investigated this case and found that the family had partaken of canned salmon two days prior to their illness, but not consuming the whole contents, the balance was left in the can and placed away for future use. Two days afterwards the balance was consumed—after remaining in the open can for nearly sixty hours—with the result that the household was taken ill, but happily with no serious consequences.

This appears to be chiefly the reason why people become sick from eating canned foods. It is usually due to carelessness in allowing the contents to remain in the can after being opened, in spite of the fact that a warning appears on the label of each can stating "to empty can as soon as possible."



PRODUCE AND PROVISIONS

Butter and Cheese Markets Show Advances in the Past Few Weeks

Scarcity of good pasture is said to be the cause of the higher quotations—Creamery butter advances seven cents per pound in two weeks—trend of the market is towards stronger levels.

Toronto, July 11.—Further advances are recorded in the butter and cheese markets. The best grades of creamery butter are quoted to the retail trade at 36 cents per pound, an advance of seven cents during the past couple of weeks. The scarcity of good pasture is given as the main reason for the strength of the market.

Prices Show Sharp Advance

About the beginning of June, cheese was selling to the trade around 15 cents and at country boards around 21½ cents. Today the price to the retail trade is 23 cents per pound. Country boards quoting 23½ to 25 cents, the first quotation being at Brockville and the second at Perth. At the Toronto Produce Exchange one lot of 110 large, not paraffined June cheese, was offered at 23½ cents, also another lot of 77 were offered at the same price, but no bid was received, both lots being on spot. The peculiar feature of this was the fact that both these lots were offered at almost the same level as those paid at outside points, and yet no bid was made.

In some quarters it is stated that these high prices on cheese are the result of the action of some eastern exporters who sold short on orders to the United Kingdom and were endeavoring to obtain supplies to cover their contracts. Others state that the strength of the market is the result of export business together with the shortage of milk created by the drought. Undoubtedly the extremely hot weather has something to do with the situation, but if it is the former reason, an easing off in the market can be expected when the overseas contracts are filled.

Still At Low Levels

"Prices on both butter and cheese are still considerably below the high levels of last year, but with business not as yet showing any signs of recovery and with the possibility of a great deal of unemployment this coming winter, I do not think the high prices are justified, and that declines can be expected," stated one dealer in close touch with the situation. "Furthermore the prices received by local dealers from Old Country dealers do not give any basis for the high prices now being asked."

Butter Production In 1920

Canada's production of creamery butter during 1920 amounted to 110,030,399 pounds, according to the report issued by the Dominion Bureau of Statistics. Returns were received from 3,165 dairy factories, comprising 1,053 creameries, 1,674 cheese factories, 410 combined butter and cheese factories and 28 condensories. Cheese production amounted to 149,521,008 pounds, a decrease of 16,900,863 pounds from last year. The average price at the factory was 26 cents a pound, as against 26½c in 1919. Production of condensed milk was 53,980,993 pounds, valued at $10,217,803; evaporated milk was produced to the amount of 30,469,642 pounds, valued at $3,809,653 and milk powder 7,574,168 pounds at $2,178,176.

$144,483,188 In Value

The total value of all products of dairy factories in 1920 was $144,483,188, an increase of nine millions over the previous year. Capital invested in dairy factories was $32,767,317. Employees numbered 11,211 and the aggregate of salaries and wages was $8,776,676. Quebec led in creamery butter production, with a total of 40,037,692 pounds, against 37,148,898 pounds for Ontario, but Ontario was an easy leader in factory cheese output, with 92,847,769 pounds, against 52,411,504 for Quebec.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, July 13.—The provision market shows more strength this week, principally as a result of the hot dry spell which has prevailed over the country effecting meats, butter, cheese, and eggs. The demand for smoked and cooked meats has shown a big improvement and a stronger market. Hog prices are a little lower but fresh pork and beef is unchanged. Lard maintains its strength with a good demand both for local and country trade. There is a feeling that the supply of butter will be cut down on account of the hot season and coupled with a keen demand for both local and export trade it has advanced the price by four and five cents a pound. The cheese market is much firmer on the same account but wholesale prices do not show a change as yet. The egg market shows stronger tendencies with a wider range of prices quoted. The receipts show no decrease but the demand for cold storage, export and local trade has grown and prices have advanced on strictly fresh eggs. The fish trade has been quiet but supplies show improvement with more white fish, lake trout and gaspe salmon on the market.

Higher Prices For Butter

Montreal.

BUTTER.—The butter market has experienced in the past week a great strengthening up in prices due largely to the keen demand for supplies both for local and export account. Although the receipts are larger than one week ago the demand has increased and the continuing spell of hot weather has to some extent curtailed the make and lent a feeling of strength to the market with the natural expectancy of lighter supplies and resulting keener demand. Prices jumped in a few days to 39 cents per pound for creamery butter in prints. It is the feeling among the produce dealers that prices will go still higher.

Creamery, prints	0 37	0 39
Do., solids	0 35	0 37

Cheese Market Strong

CHEESE.—Although the cheese market shows more strength both on account of weather conditions and a bigger demand local wholesale prices are unchanged on new and old cheese. The higher prices being paid for cheese will no doubt effect the wholesale market as the supply of milk is poorer and higher prices must follow. The tendency throughout the market is towards an advance in price.

Large, per lb.		0 23
Twins, per lb.		0 23
Triplets, per lb.		0 23
Stilton, per lb.		0 35
Fancy, old cheese, per lb.	0 33	0 34
Quebec	0 29	0 23

Cooked Meats Strong

COOKED MEATS.—There is a good market for all lines of cooked meats on account of the warm weather. The market is steady with a tendency towards higher prices as a result of the keen demand for supplies.

Jellied pork tongues		0 38
Jellied pressed beef, lb.		0 37
Ham and tongue, lb.		0 42
Veal		0 30
Hams, cooked	0 54	0 57
Pork pies (doz.)		0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork		0 25
Bologna, lb.		0 14
Ox tongue, tins		0 59
Head cheese, 6-lb. tins, per lb.		0 16
Do., 25-lb. tin pails, lb.		0 15

Egg Prices Go Higher

EGGS.—Although the receipts of eggs are not as large as they have been in the past few weeks the demand for export has fallen off to some extent on account of the weakness of sterling exchang. The local demand however is good and prices still maintain strength with a little wider margin in prices quoted on the Montreal market. Strictly fresh eggs are selling at from 40 to 44 cents per dozen.

EGGS—

Fresh selects	0 40	0 44
Do., No. 1	0 35	0 36

Smoked Meats In Demand

SMOKED MEATS.—There has been an active market for smoked meats with a big demand in consequence of the warm weather. This market is very firm but prices are unchanged. The weakness of the hog market to some extent counterbalances the stronger tendencies resulting from the demand.

BACON

Breakfast, best	0 36	0 39
Smoked Breakfast	0 41	0 44
Cottage Rolls		0 29
Picnic Hams		0 24
Wiltshire	0 33	0 37

MEDIUM SMOKED HAMS—

Weight, 8-14, long cut		0 34
Do., 14-20	0 34	0 35
Do., 20-25		0 30
Over 35 lbs.		0 30
Do., 25-35		0 30

Live Hogs Easier

FRESH MEATS.—The very warm weather has caused a weaker feeling in the hog market as the demand for the live hogs has fallen off a little and with it prices dropped 50 cents to $1.00 per hundred. The offerings are more than sufficient to meet the demand and this lends a weaker tendency. Prices on fresh pork have held as that market has been very firm since the recent advances. The beef market is unchanged with good offerings of live stock and strength shown in some lines of fresh beef and weakness in others.

FRESH MEATS

Hogs, live (selected off cars)	2 50	13 00
Abattoir killed, 65-90 lbs.		0 21

Fresh Pork—

Legs of pork (foot on)	0 28½	0 29
Loins (trimmed)	0 29	0 30
Bone trimmings		
Trimmed shoulders	0 20	0 22
Untrimmed	0 16	0 18
Pork sausage (pure)		0 25

Fresh Beef—

(Cows)		(Steers)		
0 19	0 24	Hind quarters	0 21	0 26
0 08	0 11	Front quarters	0 09	0 13
0 27	0 30	... Loins ...	0 32	0 36

Lard Market Firm

LARD.—There is no change in the lard market, the strength of the past few weeks being fully maintained under a good demand with active business passing both for local and country account.

LARD—

Tierces, 360 lbs.	0 15
Tubs, 60 lbs.	0 15½
Pails, 20 lbs.	0 16
Bricks	0 17 0 18

Fish Prices Easier

FISH.—The fish market has been quiet owing to the number of people who are leaving the city during the hot weather and the fact that as little down town shopping as possible is being done. The supply of fish offered shows improvement and prices are a little easier. Gaspe salmon is quoted at 20 cents and a better supply of lake trout and white fish is on the market at from 18 to 20 cents per pound.

ONTARIO MARKETS

TORONTO, July 13.— The butter and cheese markets continue firm with quotations advanced, but there is some difference of opinion expressed by dealers whether the higher prices will be maintained. Egg prices are fairly steady, receipts are not heavy but as the demand has somewhat slackened and the hot weather is effecting the quality, dealers are showing much activity. Lard and shortening are steady to firm. Cooked hams are inclined to be scarce under higher prices and an active demand. Smoked hams are active demand. Smoked hams are higher while bacon shows reductions. The hog market is easier while fresh hams and legs of pork cuts showing reductions. Beef, veal a nd lamb are steady. Fish and poultry are unchanged under a seasonable demand.

Butter Prices Higher

Toronto.

BUTTER.—The market continues strong with quotations advanced three cents per pound bringing the price to 35 and 36 cents. There is considerable uneasiness among produce men, some claiming that the high prices will not hold and in view of the present business conditions, the advances that have taken place in the past few weeks are not justified.

BUTTER—

Creamery prints, No. 1	0 35	0 36

Cheese Quoted Higher

Toronto.

CHEESE.—The market has again advanced with large cheese quoted at 23 cents to the trade. It is stated that these advances are due to the export demand, which may be partly true, but the bids received recently by local dealers from Old Country buyers does not give any basis for the prices being paid at country boards. In other quarters it is stated that these high prices are the result of a certain Eastern exporter's having sold short of cheese to the United Kingdom and are not endeavoring to obtain sufficient supplies to cover their contracts. If this is true it may be possible for an easing in the situation in the near future.

CHEESE—

Large		0 23

Cooked Hams Higher

COOKED MEATS.—There has been such a heavy demand for cooked hams that a scarcity is noted and in fact one packer stated that thy were out of hams about three days a week. This has resulted in prices again moving upwards. Ordinary trimmed hams are quoted at 57 cents and square pressed at 61 cents with a tendency for even higher prices. Jellied ox tongue is also firm at nigher prices. Other cooked meats show little change.

Boiled hams, lb.	0 57
Do., square pressed	0 61
Boiled shoulders, lb.	0 42
Head cheese, 6s, lb.	0 12
Choice jellied ox tongue, lb.	0 66
Jellied pork tongue	0 37
Bologna	0 16 0 18
Macaroni & cheese loaf, lb.	0 23

Above prices subject to daily fluctuations of the market.

Eggs Hold Steady

EGGS.—The market is practically unchanged from last week. Dealers are not buying heavily on account of the waste and the fact that hot weather eggs are not good for keeping purposes. The demand has also fallen off considerably.

EGGS—

Seleets	0 40 0 41
No. 1	0 37 0 38
Selects in cartons	0 42 0 43

Hog Market Easier

FRESH MEATS.—The hog market opened the first of the week at prices about the same as last week. The offerings were light and most of the buying was done by outsiders who made purchases on the basis of $10.75 F.O.B. The big packers, however, are offering 50 cents lower for the balance of the week. Fresh legs of pork and hams are up two cents per pound, but other cuts are reduced one to five cents per pound. There is practically no change in beef, veal and lamb.

Hogs—

Dressed, light, per cwt.	17 00
Do., heavy, per cwt.	10 00 12 00
Live, off cars, per cwt.	11 75
Live, fed & watered, cwt.	11 50
Live, f.o.b., per cwt.	10 75

Fresh Pork—

Legs of pork, up to 18 lbs.	0 38
Loins of pork, lb.	0 50
Fresh hams, lb.	0 59
Tenderloins, lb.	0 50
Spare ribs, lb.	0 12
Picnics, lb.	0 18½
New York shoulders, lb.	0 5
Montreal shoulders, lb.	0 20
Boston butts, lb.	0 22½

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 21 0 24
Front quarters, lb.	0 06 0 08
Ribs, lb.	0 18 0 26
Chucks, lb.	0 06 0 07
Loins, whole, lb.	0 28 0 30
Hips, lb.	0 18 0 22

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 12 0 16
Spring lamb, lb.	0 28 0 30
Yearling lamb, lb.	0 12 0 15
Sheep, whole, lb.	0 10 0 12

Above prices subject to daily fluctuations of the market.

Fish Quotations Steady

FISH.—Shipments of whitefish are becoming heavier and has resulted in lower prices. The demand for fish at this season is not large, but quotations generally remain unchanged.

FRESH SEA AND LAKE FISH

Cod Steak, lb.	0 09 0 10
Do., market, lb.	0 09
Halibut, chicken	0 16 0 17
Do., medium	0 22 0 23
Whitefish, Government	0 11½
Do., Georgian Bay	0 11½
Frsh Herring	0 10 0 11
Flounders, lb.	0 10 0 11
Fresh Trout, lb.	0 16 0 17
Haddock	0 10 0 11
Spring Salmon	0 24 0 25
Mackerel	0 11 0 12

FROZEN FISH

Halibut, medium	0 22 0 23
Do., Qualla	0 09 0 12
Flounders	0 09 0 12
Pike, round	0 06 0 07
Do., headless and dressed	0 08
Salmon, Cohoe	
Do., Red Spring	0 23 0 24
Sea Herring	0 07½ 0 08
Brill	0 10 0 11

SMOKED FISH

Haddies, lb.	0 10 0 12
Fillets, lb.	0 17
Kippers, box	2 25 2 75
Bloaters	2 00

PICKLED FISH

Salmon Snacks, lb.	0 24
Labrador Herrings, kegs, 100 lbs.	6 25
Do., bbls., 200 lbs.	11 75
Do., pails, 20 lbs.	2 00
Holland Herrings, Milchers	1 15
Do., Mixed	1 00

Lard Unchanged

LARD.—The market is steady to firm with quotations unchanged.

LARD—

1-lb. prints	0 16 0 18
1-lb. tierces, 400 lbs.	0 14½

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Hams Up, Bacon Down

PROVISIONS.—Smoked hams are up two cents per pound, bringing the price on small and medium sizes to 39 cents per pound. This is the result of the active demand for cooked hams, which has caused a real shortage on that product. Smoked bacon, however, is slightly easier with prices down one to two cents per pound. Barrel and salt meats are unchanged.

Hams—

Small, 6 to 12 lbs.	0 41
Medium, 12 to 20 lbs.	0 41
Large, 20 to 35 lbs. ea., lb.	0 35 0 37
Heavy, 35 lbs. and upwards	0 34

Backs—

Boneless, per lb.	0 45
Rolled, per lb.	0 50
Peameal	0 40

Bacon—

Breakfast, ordinary, per lb.	0 27 0 41
Do., special trim	0 45
Cottage rolls	0 32
oll, per lb.	0 21 0 26
Wiltshire (smoked sides), lb	0 32
Do., three-qharter cut	0 37
Do., middle	0 39

Dry Salt Meats

Lond clear bacon, av. 50-70 lbs.	0 20
Do., av. 80-90 lbs.	0 18
Clear bellies, 15-30 lbs.	0 20
Fat backs, 10-12 lbs.	0 14 0 16

Out of pickle prices range about 2c per pound blow corresponding cuts above.

Barrel Pork—

Mess Pork	33 00
Short cut backs, 200 lbs.	40 00
Picked rolls, bbl., 200 lbs.—	
Lighweight	46 00
Lightweight	46 00
Heavy	10 00

Above prices subject to daily fluctuations of the market.

Poultry Prices Hold

POULTRY.—The market is quiet with quotations unchanged.

Prices Paid by Dealers

	Live	Dssd.
Turkeys	0 30	0 40
Chickens, spring	0 30	0 40
Roosters	0 14	0 18
Fowl, over 5 lbs.	0 23	0 25
Fowl, 4 to 5 lbs.	0 20	0 20
Fowl, under 4 lbs.	0 18	0 18
Ducklings	0 35	0 35
Guinea hens, pair	1 25	1 50

Prics quoted to retail trade: Dressed

Turkeys	0 55 0 60
Hens, heavy	0 30 0 32
Do., light	0 28 0 30
Chickens, spring	0 50 0 55
Ducklings	0 48

No Change In Shortening

SHORTENING.—The market is unchanged with quotations remaining at 15 to 16 cents for one pound prints and 12½ cents on the tierce basis.

SHORTENING—

1-lb. prints	0 16
Tierces, 40 lbs.	0 12½

WINNIPEG MARKETS

WINNIPEG, July 13.— There is a strong tone to the produce and provision markets. Cooked meats, bacon and ham have advanced. Butter is stronger also cheese. Egg receipts are lighter with higher prices expected under a heavy demand. Shortening has advanced while lard prices are holding holding firm. Fish and poultry are unchanged.

Butter Market Firm

Winnipeg.

BUTTER.—The butter market is showing a firmer tone. No. 1 table grade creamery is quoted at 35 cents per pound, a further advance is expected.

BUTTER—

Creamery, best table grade	0 35
Dairy, best table grade	....
Margarine	0 23

Cheese Prices Steady

CHEESE.—The cheese market is steady with the local market showing a firmer tendency and higher prices are expected very shortly.

Stilton cheese, large, lb.	0 24

CHEESE—

Stilton cheese, large, lb.	0 24
Ont., large, lb.	0 20
Ont., twins, lb.	0 20½
Ont., triplets, lb.	0 21

Egg Prices Higher

EGGS.—The egg market continues to hold a strong position with quotations advanced. Receipts have fallen off, but the demand is very active. New laid are quoted at 40 cents per dozen, No. 1 candled at 35 cents and fresh candled selling at 35 cents per dozen.

Cooked Hams Higher

COOKED MEATS.—Cooked hams have advanced and are now quoted at 57 cents per pound. Roast shoulders have also shown an advance and are quoted at 38½ cents per pound. Head cheese is down one cent per pound. Jellied pork tongues are selling freely at 42 cents per pound. The sales of cooked meats of all kinds are showing a big improvement.

Hams—

Best qlty, skinned, 8-13 lbs.	0 57
Do., 13-16 lbs.	0 52
Rost Ham, lb.	0 56
Roast shoulders, lb.	0 38½
Head Cheese, 6-lb. tins, lb.	0 16
Jellied Ox Tongues, lb.	0 65
Pork tongues, lb.	0 42
Luncheon Cooked Meats, lb.	0 22

Smoked Meats Higher

PROVISIONS.—Following the trend of the hog market, there is a strong tone in evidence in the market for smoked meats, and both ham and bacon have advanced. There is a steady demand for these lines.

8 to 16 lbs., per lb.	0 43 0 44
16 to 20 lbs., per lb.	0 38
Boneless, 8-16 lbs., per lbb.	0 48
Skinned, 14-18 lbs., per lb.	0 47
Skinned, 18-22 lbs., per lb.	0 44

Bacon—

Back, 6 to 10 lbs., lb.	0 54
Cottage Rolls, boneless	0 31
Bellies, 6 to 10 lbs., per lb.	0 46

Shortening Advanced

LARD.—There has been an advance of half cent per pound on shortening, and is now quoted at 14 cents per pound in tierces of 400 pounds with 20 pound wooden pails offered at $3.20 per pail. The lard market continues steady.

Pure lard, No. 1 qualty, per lb. (in tierces 400 lbs.)	0 16
Do., wooden pails, 20-lb. pails	3 60
Shortening (wooden pails, 20-lb. pails), per pail	3 20
Shortening, tierces of 400 lbs.	0 14

Poultry Unchanged

POULTRY.—The market is quiet under light receipts and little demand. Quotations remain unchanged.

D.P. Chickens, 3½ lb. & under	0 36
Do., 3½ lbs. and over	0 39
D.P. Fowl, 3½ lbs. and under	0 32
Do., 3½ lbs. and over	0 34
Turkeys, mixed weights	0 48 0 50

Hog Market Steady

FRESH MEATS.—Hog quotations have advanced and selected live hogs are quoted at $11.25 per hundredweight. Choice killing steers are selling at $6.25 to $6.75 while those of fair to good quality are ranging from $4.75 to $6.00. Butcher heifers of good choice quality are offered from $5.00 to $6.50. Sheep and lambs are lacking in quality and are quoted at $2.50 to $3.50 with just a few of the better grade selling at $5.50.

Selected, live, cwt.	11 25
Light	11 00 11 50
Sows	6 00 6 50
lb.	0 23 0 31
Fresh hams, lb.	0 25 0 33
Picnics, lb.	0 18
Shoulders	0 16 0 20
Hind quarters, lb.	0 14 0 20
Front quarters, lb.	0 06½ 0 08½
Choice, lb.	0 24
hoice Stews	0 08½
hind quarters	0 25
Selected, live, cwt.	11 25
Heavier	S 25 10 25
Light	11 25
Sows	6 25 7 25

Fresh Pork

Legs of pork, up to 35 lbs. lb.	0 25 0 31
Spare ribs	0 18
Loins of pork, lb.	0 29 0 32
Fresh hams, lb.	0 18
Picnics, lb.	0 16 0 20
Shoulders	0 13 0 19

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 07 0 09
Front quarters, lb.	0 07 0 09
Whole carcass, good grade, lb.	0 10½ 0 13

Mutton—

Choice, lb.	0 17
Choice long hinds (leg and loin)	0 26
Choice Stews	0 10

Lambs—

Choice, 30-45 lbs.	0 22

Veal—

Good veal, 40 to 80 lbs., hind quarters	0 16

Western Smelts Arrive

FISH.—A small shipment of Western smelts have arrived and are selling freely at 20 cents per pound. There is a fair demand for all kinds of fish with quotations unchanged.

Black Cod, lb.	....
Brills, lb.	0 09
Herring, Lake Superior, 100 lbs. sacks, new stock	3 50
Halibut, chicken, cases 300 lbs.	0 15½
Do., broken cases	0 16½
Jacktish, dressed	....
Pickerel, case lots	....
Salmon—	
Cohoe, full boxes, 300 lbs.	0 19
Do., in broken cases	0 20
Red Spring, in fill boxes	....
Do., broken cases	....
Soles	0 09
Baby Whites or Tubilees	....
Whitefish, dressed, case lots	0 13½
Do., broken cases	0 14½

SMOKED FISH

Bloaters, Eastern National, case	3 50
Do., Western, 20-lb. boxes, box	2 10
Haddies, 30-lb. cases, lb.	0 14
Do., in 15 lb. cases, lb.	0 14
Kippers, East, Nat., 20 count, per count	3 75
Do., West. 20-lb. boxes, box,	2 25
Fillets, 15-lb. boxes, lb.	0 20

SALT FISH

Steak Cod, 2s, Seely's, lb.	....
Acadia Strip Cod, 30-lb. boxes, lb.	....
Acadia Cod, 12 2s, wood boxes, lb.	....
Do., 20-1s, tablets, lb.	....
Holland H'ring, Milkers, 9-lb.	
Do., pails, per pail	1 35
Do., mixed, 9-lb. pails, per pail	1 25
Labrador herrings, 100-lb. bbls., per barrel	7 00

GETTING TOGETHER

A country storekeeper was standing in front of his place one morning when a man came along leading a couple of old and weary-looking nags.

"Want a hoss?" he inquired.

"Guess not."

"I'll trade you one for goods," said the man.

"I'll take it out in terbaccer, in fact."

"Might make a dicker along those lines," said the storekeeper, "provided we kin agree on a basis."

"What's your babsis?"

"Well, I'll trade with you plug for plug."

DAVIES HEADCHEESE

Now that the weather is becoming so much warmer, there is every opportunity for a dealer to increase his volume, by featuring a line of cold luncheon delicacies, which are admirably suitable for summer trade. Davies Headcheese is one of these jellied meats which commands ready sale, because of its quality and consistency, being of good texture, with no small particles of bone or gristle.

There are many other lines of Cooked and Jellied Meats which can be featured to good advantage as cold luncheon specials, and which are bound to create demand. Make your customers know you carry them.

A few of these are :—

"Peerless" Bung Bologna,
Davies Jellied Hocks
Davies Pressed Beef,
Davies Jellied Pork Tongue,
Davies Jellied Veal,
Davies Ox Tongue,
"Perfection" Cooked Square Hams,
"Perfection" Cooked Square Rolls,
"Perfection" Roast Hams,

We solicit your enquiries for any of the above, or will gladly supply you with a list of our complete lines, upon request.

Write us to-day. Special attention given to Mail Orders.

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

MONTREAL SYDNEY HAMILTON

7 Direct Lines Out of Stratford

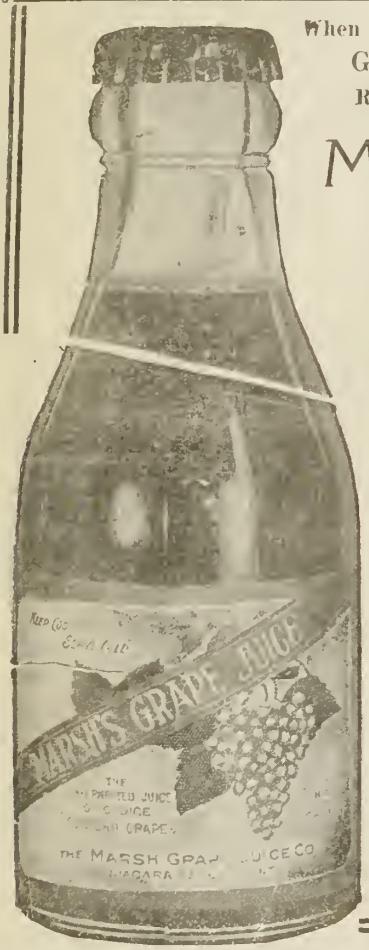
Make It the Quickest Shipping Centre

We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits" — ***saving double freight and double cartage.***

Phones—Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.

James Lloyd & Son Box No. 266 **Stratford, Ont.**



When You Are In Need Of
GRAPE JUICE
REMEMBER THAT

MARSH'S
GRAPE JUICE

Is priced to enable you to sell at popular prices and that the result of stocking Marsh's is larger sales and more profit.

ORDER MARSH'S

The quality is right too

The Marsh Grape Juice Company

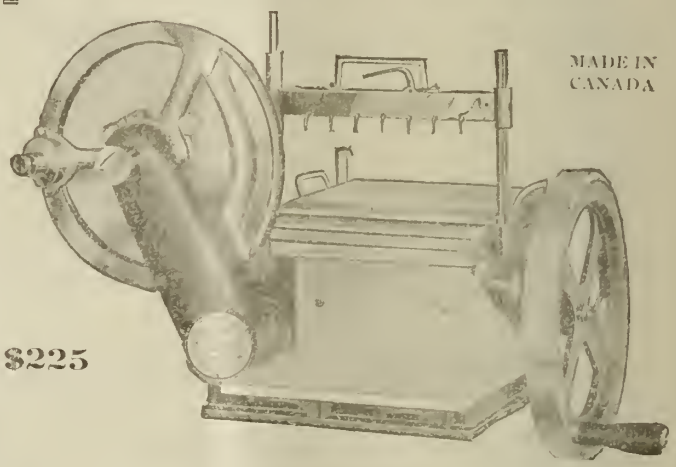
Niagara Falls, Ont.

Agents for Ontario, Quebec and Maritime Provinces:
The MacLaren Wright, Ltd.
Toronto and Montreal

Agents for British Columbia:
F. G. EVANS CO. Ltd.
Toronto and Montreal

THE "BEST BUY" IN THE SLICER MARKET

DOMINION SLICER



MADE IN CANADA

$225

Dominion Slicers have fewer working parts, are more easily cleaned and operated and are more sanitary than other machines. They do anything that other slicers will do and are much less expensive.

Dominion Slicers are made from the finest materials by skilled Canadians. They are the most efficient and most reasonably priced slicer made, and are guaranteed for one year.

WRITE FOR ILLUSTRATED BOOKLET

Dominion Slicer Corporation
110 Church St., Toronto

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Summer and Fall Trade

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can. J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED
OFFICES: 58 WELLINGTON ST. W., MONTREAL

PURITY FLOUR

Window Displays

All the material for a successful window trim by first mail, after we receive your request.

Attractive windows mean better business.

Drop us a line.

Western Canada Flour Mills Co., Limited

Toronto - - Winnipeg

PURITY OATS

Drimilk *Is Your Guarantee*

This name is your assurance of freshness — Pure sweet milk.

Do your customers like things fresh?

Drimilk made to-day and delivered to-morrow.

This means something.

THE DRIMILK CO., LIMITED
Cortland, Ont.

Donald H. Bain Co.,
Winnipeg
Western Distributors

Executive Offices : Spadina Crescent, Toronto
Eastern Offices : 10 Ste. Sophie Lane, Montreal.

Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.
Newmarket, Ontario

SAMUEL DOBREE & SONS

LONDON, ENGLAND
Established 17th Century

Growers and Producers of

SUGAR - MOLASSES
COCOA

IMPORTERS AND EXPORTERS

Branches in all parts of the civilized world

Canadian Branch

UPPER WATER STREET
HALIFAX, N.S.

CHARM

is making a "hit" everywhere

This wonderful new cleaner is proving an unusually rapid seller. Sales everywhere indicate that housewives are quickly finding out that Charm fills a long-felt want.

"CHARM cleans Everything"

It SAVES SOAP, CUTS GREASE, SOFTENS WATER and will not injure fabrics or the skin. Use it on anything Ask your wholesaler for a trial order.

Galt Chemical Products, Ltd.
Galt, Ontario

STOVE POLISH
THE NONSUCH MFG CO LTD
FOR STOVES SHEET IRON AND STOVE PIPES
GUARANTEED
NO RUST NO DUST
NONSUCH M'F'G Co LIMITED TORONTO

NONSUCH

Liquid Stove Dressing is guaranteed to make for you satisfied customers, it being the highest grade and best polish manufactured.

Also manufacturers of

LILY WHITE SHOE DRESSING

LILY WHITE CAKE (for canvas shoes.)

NONSUCH BLACK CAT SHOE DRESSING

"Made in Canada"

Selling Agents for Manitoba, Saskatchewan and Alberta

Stroyan, Dunwoody Co.
Confederation Life Bldg.
Winnipeg

THE NONSUCH MFG. CO.
LIMITED
TORONTO, CAN.

Shirriff's

True Orange Marmalade

This delicious preserve has become a favorite in thousands of Canadian homes. It is a marmalade you can safely recommend to those customers who appreciate quality combined with value.

Manufacturers

IMPERIAL EXTRACT COMPANY
TORONTO

A LINE WORTH PUSHING

Jelly Powders and Extracts

Two members of the Shirriff "quality" group that it will pay you well to push.

SHIRRIFF'S Jelly Powders offer exceptional opportunities during the summer months.

Sole Selling Agents

HAROLD F. RITCHIE & CO. LTD.
Toronto and Montreal

Car of

Paprus Pie Plates

Price Right

WALTER WOODS & Co.

Hamilton and Winnipeg

4-ONE-BOXES and CRATES

"SEALED TIGHT — KEPT RIGHT"

"We challenge even an expert to remove goods from our cases after they have been properly sealed without leaving trace of such tampering."

Wm. Wrigley Jr. Co.

They are Strong, Light, Economical. Bound with steel wires— 4-One Boxes simply cannot come apart.

They meet every requirement of the domestic or export shipper.

Write for literature to Dept. "G"

CANADIAN WIREBOUND BOXES, LIMITED

1000 Gerrard St. East, Toronto

Cool Fruits for the Hot Weather

Watermelons Cantaloupes

California

Peaches Pears Plums

Canadian

Cherries Raspberries Blueberries

ALSO

Lemons Oranges Bananas

---Special Prices on Ice Cream Cones---
Order your requirements early to avoid disappointments———

HUGH WALKER & SON, LTD.

The House of Quality

GUELPH - ONTARIO

For the Tourist Trade

California Plums, all good varieties

Georgia Peaches Cantaloupes

Watermelons Tomatoes

Bananas Oranges Lemons

The best of everything in Imported & Domestic Fruits & Vegetables

WHITE & CO., LTD.

Fruits of Quality TORONTO

INDEX TO ADVERTISERS

A

Acadia Sugar Refining Co., Ltd. Inside backcover
Artist Supply Co. 47

B

Bain & Co., Donald H. .. 8
Baker, Walter & Co. 48
Bickle & Greening, John W. & Co. 15
Borden Co., Ltd. 1
Bradstreet's 48
Bush & Co., W. J. 13

C

Canada Barrels & Keg Ltd 47
Cane Wm. & Sons Co., Ltd 44
Carnation Milk 14
Can. Nashua Paper Co. .. 48
Can. Wire Bound Boxes Ltd. 45
Chadwick & Wright 11
Channel Limited, Inside Front cover
Codville Co. 10
Clark Ltd., W. 3
Columbia Macaroni Co. .. 6
Crosse & Blackwell 4
Crothers W. J. & Co. .. 14

D

Davies & Co., Wm. Ltd. 41
Dayton Scale Co. back cover
Dobree & Sons 44
Dominion Slicer 42
Dominion Canners B. C. Ltd. 6
Drimilk Co., Ltd. 43
Duncan & Sons, C. 8

E

Emond Jos. 12
Eno J. C. Co. Ltd. 16
Elbs, John G. 42
Escott Co., Ltd., W. H. 10
Estabrooks Co., Ltd., T. H. 17
Eureka Refrigerator Co. Ltd. 7

F

Frost Moorman & Co 11

G

Galt Chemical Co. 44
Goldie & McCullough Co. 17

H

Hamblin-Brereton 11
Harrisons & Crosfield ... 13
Hayne, John 47
Hanson, Co., Ltd., J. H. 12
Howard's Ltd. 48
Hunt J. B., & Co. 12

I

Imperial Grain & Milling Co. 7
Imperial Extract Co. 45
Island Lead Mills Ltd. .. 16

K

Kidd, T. Ashmore 11

L

Lachaine, Geo. D. 12
Laing & Waters 11
Langley Harris & Co. Ltd. 11
Laurane Chocolates Front Cover.
Lemieux, Victor A. 12
Lloyd Jas. & Son 42
Loggie Sons & Co. 11

M

McLauchlan, J. K. 11
McLay Brokerage Co ... 8
Macdonald Reg., W. C. . 2
Mackenzie, W. L. 8
Mickle, Geo. T. 11
Moore & Co. R. M. 47
Magor, Son & Co. 18
Marsh Grape Juice Co. .. 42
Maple Tree Producers' Assn., Ltd., ... 42

N

Nonsuch Mfg., Co. 44

O

Oakey & Sons, Ltd., John 9
O'Donnell & Co., John J. 11
O'Keefe's Ltd. 6

P

Patrick & Co., W. G. .. 11
Pennock & Co., H. P. .. 9

R

Red Rose Tea 17
Rock City Tobacco Co. Inside backcover
Ross Can Co. 47

S

Salada Tea Co. Ltd. .. 18
Sanator Limited 15
Scott Bathgate Co., Ltd. 10
Scott & Thomas 11
So-Clean Ltd. 47
Soper E. N. & W. E. .. 11
St. Arnaud Fils Cie 12
Standard Computing Scale Co. Ltd. 16
Stickney & Poor Spice Co. 7
Stroyan-Dunwoody Co. .. 8
Stuart Limited 5

T

Thompson, A. E. 10
Thum Co. (Tanglefoot) O. & W. 47
Tippet & Co., Ltd. 12
Toronto Pottery Co., Ltd. 47
Toronto Salt Works 47
Trent Mfg., Co. 47

W

Walker Hugh & Son 46
Wallace Fisheries, Ltd .. 7
Watson & Truesdale 9
Waterloo Broom and Brush Co. 11
Western Can. Flour Mills 43
White & Co. 46
White Cottell's 47
Woods & Co., Walter ... 45
Williams Storage Co. .. 9
Wiley, Frank H. 8

BUYERS' MARKET GUIDE
Latest Editorial Market News

Stoneware Jars
Flower Pots
Tea Pots
Glassware

Please ask for copy of latest catalogue

The TORONTO POTTERY CO, Limited
Toronto

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents: Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents: W. R. Barnard, 371 Bank St.

BARRELS
From 5 to 50 Gallons. For Liquid Containers
PROMPT SHIPMENTS
CANADA BARRELS & KEGS, Limited
WATERLOO, ONT.

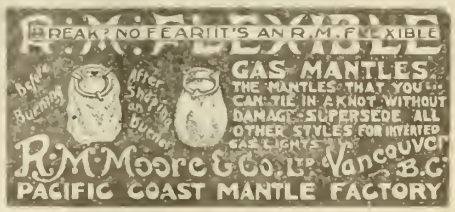
Your Wants
are many here below. Use the Want Ad. page and get rid of a few of them.

CALIFORNIA FRUIT PACK LIGHT

PRICES LOWER

Opening prices on the 1921 pack of California canned fruits are not yet announced; but an announcement to this effect is expected any time. Up to the present time there are only eleven factories packing The prices paid for fruit is only about one-third of the amount paid last season. This would indicate that prices on canned fruits can be expected to be considerably below that of last year.

The packing of asparagus is practically at an end in California. Early in the season. it was. announced that the crop was coming on in poor shape, and the hope was expressed that this condition would mend but such did not prove to be the case and the pack will be even below the early estimates.


BREAK? NO FEAR IT'S AN R.M.F. FLEXIBLE
GAS MANTLES
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DANAGE - SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
R.M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED.
Bowmanville, Ont.

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

TANGLEFOOT PRODUCTS
STICKY FLY PAPER, STICKY FLY RIBBON, TREE TANGLEFOOT, ROACH AND ANT POWDER.
THE O & W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

SIGN WRITING
Do your own Card Writing
Write for our Catalogue which will tell you what you need. Best goods at Closets Prices.
ARTIST'S SUPPLY CO.
77 York St., Toronto
Mention this paper when writing

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

WANTED

Two experienced butchers wanted in a busy county town store. Give references and previous experience, also wages. Apply, Box 56 Canadian Grocer 153 University Ave., Toronto, Ont.

Northern Ontario Salesman residing in the territory seeks Candy and Druggists lines. if you want regular and consistent trade get in touch with Box 60 Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE

For Sale:— General store, groceries, boots and shoes and drygoods, also ice cream parlor attached. Doing very good business, located in best stand in town near C. P. R. roundhouse and station and chemical plant. Stock will be reduced if desired. All new fixtures and most up-to-date general store. Must be sold quickly. Owner going on extended trip, reason for selling. Apply Box 939, Trenton, Ont.

General store for sale in small village in country near town of Renfrew, Ont., five miles from station. No opposition. Power line passes door. Electric lights about to be installed. Situated on country highway. School and Presbyterian Church in village. Turnover about ten thousand could be increased to sixteen or seventeen thousand. Apply Box 58. Canadian Grocer, 153 University Ave. Toronto, Ont.

Every merchant who seeks maximum efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

ESTABLISHED 1849

Bradstreet's

Offices Throughout the Civilized World

We Present a Record—
Not a Prospectus

Reputation gained by years of vigorous, conscientious and sucessful work.

John A. Thompson
General Manager Western Canada
TORONTO

Good Sellers make business easy

BAKER'S
Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Registered Trade Mark

Made in Canada by
Walter Baker & Co. Limited
Dorchester, Mass. Montreal, Can.
Established 1780

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

AGENCIES

We are open to accept sole agencies for first class lines in connection with General Wholesale Groceries. We cover Nova Scotia. Our affiliated friends have branches in all parts of the world.

HOWARDS' LIMITED

Wholesale Grocers Import and Export

Dobrees' Wharves.... Dartmouth.... Nova Scotia.

Affiliated with Messrs. Samuel Dobree & Sons, London England

Triangle Sanitary

CANADIAN NASHUA PAPER CO. LTD. PETERBOROUGH ONT. TRADE MARK

Waxed Papers

A Quality line, which Quality Wholesale Grocers will want to handle. Our Prices are competative and Service unexcelled. Enquiries Solicited.

CANADIAN NASHUA PAPER CO.
LIMITED
Peterborough = ONT.

ROYAL ACADIA SUGAR

What Brand of Sugar Do You Recommend?

The grocers' recommendation is usually the deciding factor in sugar sales.

Sugar as a rule is not asked for by name. But the dealer is always justified in recommending ROYAL ACADIA—the sugar that's always good.

Every Grain Pure Cane. When she asks for sugar give her Royal Acadia brand.

Acadia Sugar Refining Co., Ltd.

Montreal, Que. - - - Halifax, N.S.

Master Mason

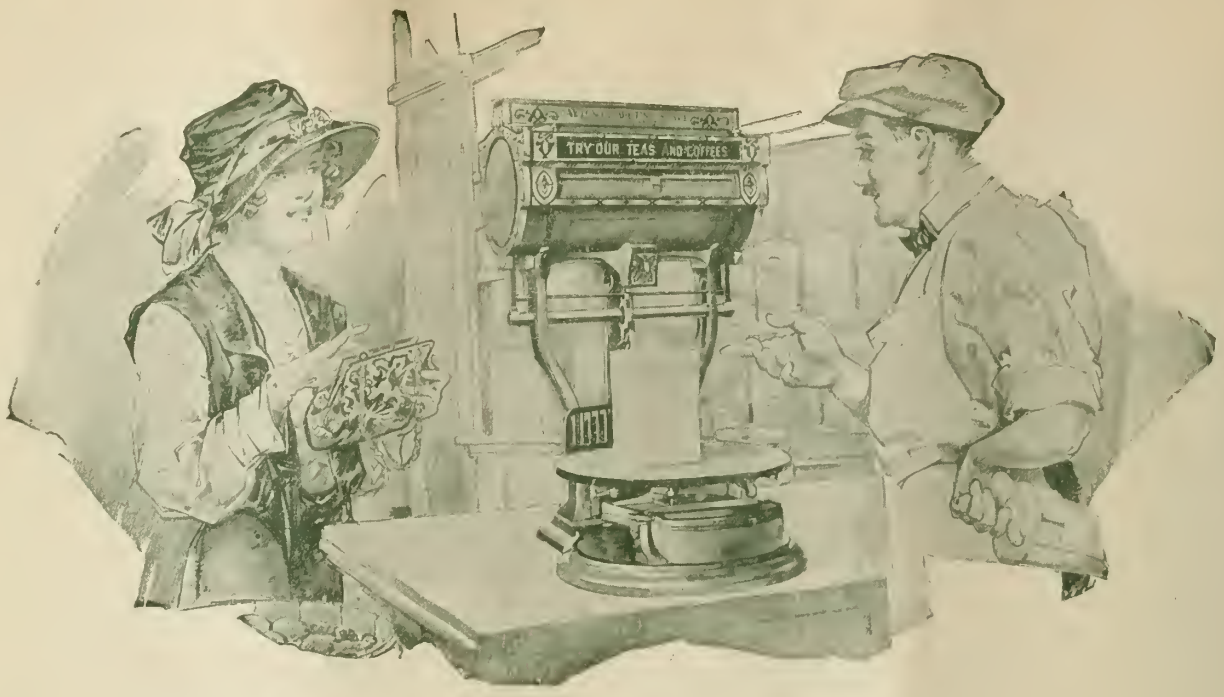
The Plug Smoking Tobacco which MAKES AND HOLDS CUSTOMERS

There is more real "smoke joy" in a pipe packed tight with **Master Mason** than your customers ever dreamed of.

If you're anxious to please them, with excellent profits to yourself, just recommend **Master Mason**—the peer of "Joy Smokes."

Rock City Tobacco Co.
Limited

QUEBEC and WINNIPEG



Confidence

The confidence that customers have in the grocer and his clerks is based upon confidence in the equipment the store employs.

High Grade Business Machinery assures a customer automatic protection.

Dayton Scales, Dayton Meat Slicers and Dayton Cheese Cutters are the highest grade store service givers in the world. They have stood the test of time and have established a bond of confidence and good will between customers and merchants in a million stores.

Dayton equipment assures to the customer full value for money spent and assures to the merchant his full profits to the fraction of a cent.

DAYTON

INTERNATIONAL BUSINESS MACHINES Co., Limited

FRANK E. MUTTON, Vice-President and General Manager

HEAD OFFICE and FACTORY, - - 300 Campbell Avenue, Toronto.

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Regina, Saskatoon, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Haifax, St. John's, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

International
SPEED
ACCURACY
ECONOMY
Business Machines

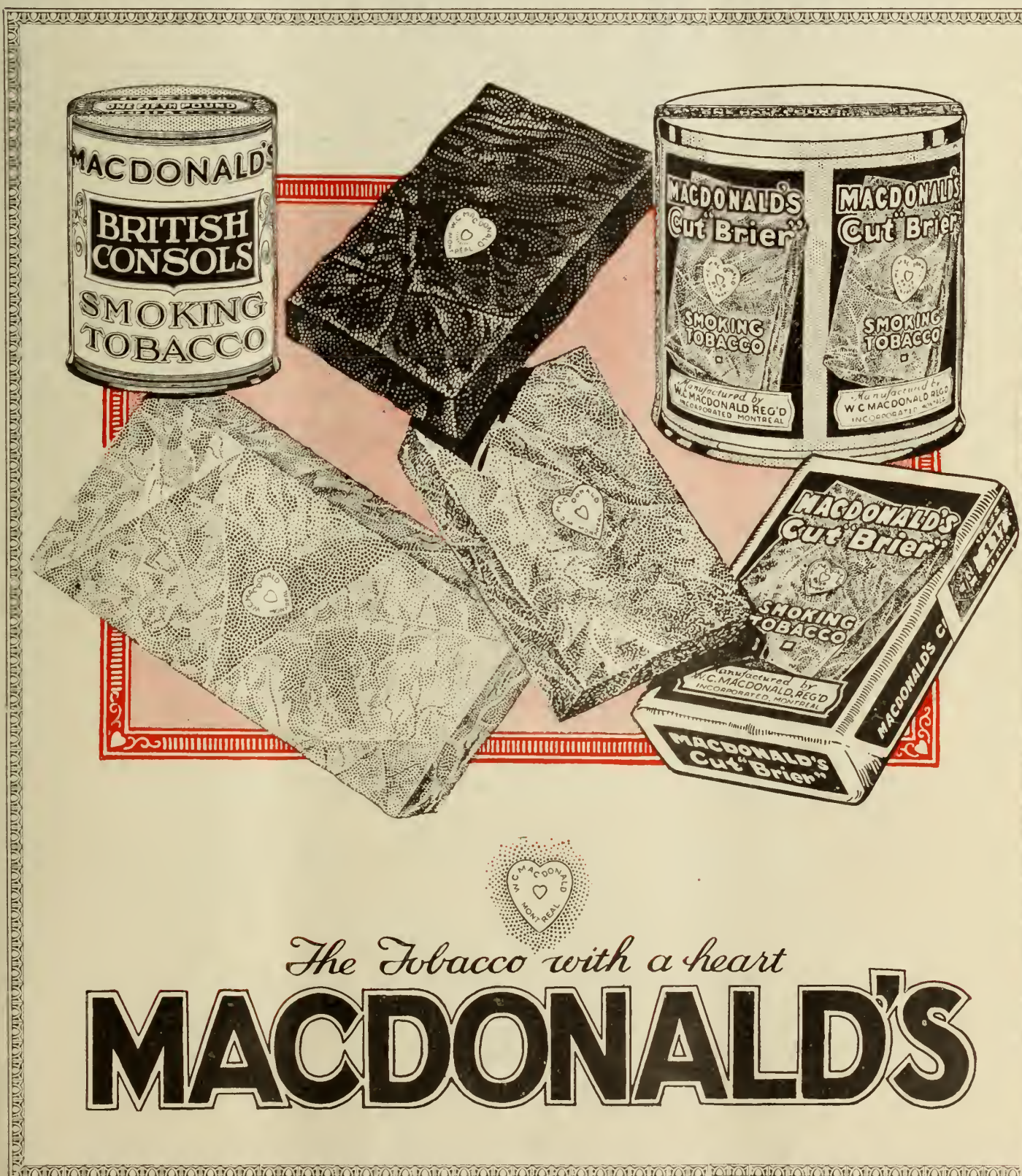
Daytons save motions, minutes money. They enable fewer clerks to give better service in less time.

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV. PUBLICATION OFFICE: COLLINGWOOD, ONT., JULY 22, 1921 No. 29



The Tobacco with a heart

MACDONALD'S

A BEAUTIFUL WARDROBE

is no longer beyond the reach of the average woman—she can do such wonderful things with Aladdin Dye Soap; renewing old dresses, adding a touch of color to under-garments, effecting any desired color-change in a blouse that has become faded.

Aladdin is a wonderful economizer—instead of buying new garments, the modern woman merely washes her old ones with Aladdin—which gives them the freshness of a delightful color-transformation.

It is this economy feature that has so much to do with Aladdin saleability.

The Revolving Display Stand we supply is a potent factor in directing your customers' attention to the goods.

Put one of these Stands on your counter—let Aladdin display its power of sales-attraction.

CHANNELL LIMITED - TORONTO

Distributors for Aladdin Dye Soap

Manufacturers of O-Cedar Products

The grocer who works from the neck up—never labors from the neck down.

As Andrew Carnegie did more thinking, the less physical labor he indulged in.

The time for the grocer to do his best thinking is when he buys.

That it takes ten times the labor and effort to move certain unknown or poorly advertised goods is a fact well known to every grocer.

The reason for the national popularity of Postum, Grape-Nuts and Post Toasties is not accidental.

Advertising with the Postum Cereal Company is not a fad. It's a clean business policy.

That's why the sale of Postum, Grape-Nuts and Post Toasties is guaranteed—insuring to the grocer positive and profitable turnover on a line of leading, wholesome foods unequalled in quality.

Canadian Postum Cereal Co., Ltd.
Windsor, Ontario, Canada

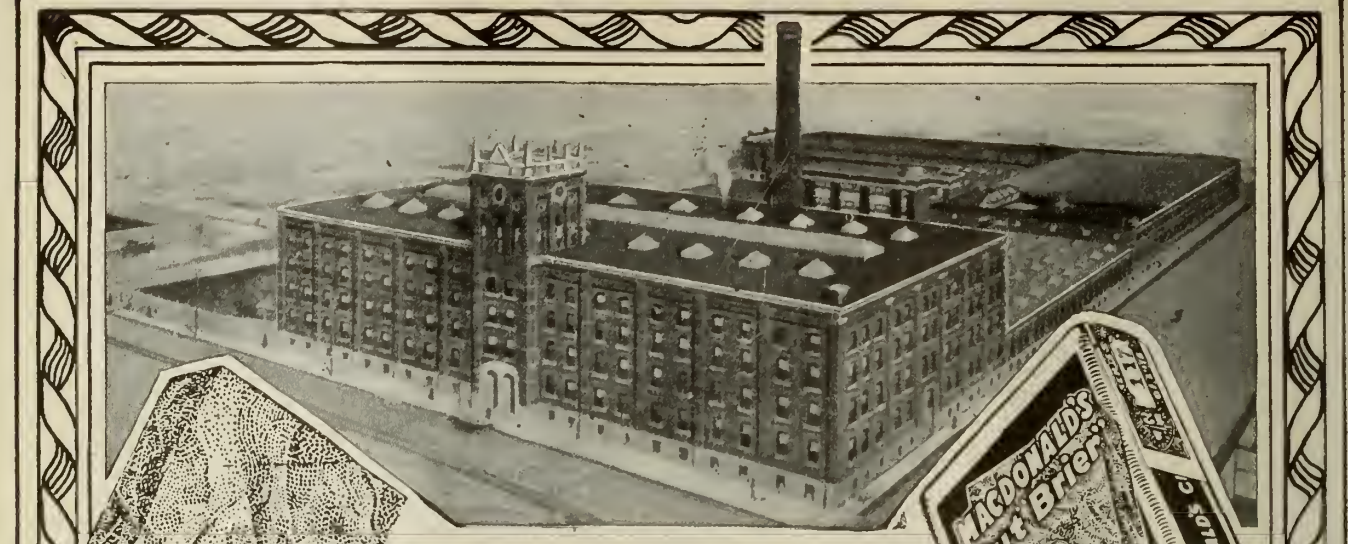


Figure Out Your Profits on Macdonald's

TAKE your average profit-margin—about 20 per cent., multiply it by the number of times your Macdonald stock is turned over in the year, and you have your annual gross profit on your original investment—about **two or three hundred** per cent.

Then figure in the extra profits you make on the 4 to 6 plug overrun in every 10 lb. caddy—and remember that the demand for Macdonald's is constantly on the increase.

Is it worth to push Macdonald's in **your** store?

The Tobacco with a heart

MACDONALD'S

THE "QUALITY" THAT SELLS

CLARK'S Prepared Foods

Corned Beef
Roast Beef
English Brawn
Irish Stew
Ox Tongue
Lunch Tongue

Pork and Beans
Soups (13 kinds)
Potted Meats
Cambridge Sausage
Veal Loaf
Beef Loaf

Tongue Ham & Veal, Canadian Boiled Dinner, Sliced Smoked Beef

Tomato Ketchup, Peanut Butter, Table Syrup

Spaghetti with Tomato Sauce and Cheese

And other good things

Made in Canada—By a Strictly Canadian Company

Sell Clark's -- Make Satisfied Customers -- Increase Your Business

W. CLARK, LIMITED
Montreal

Give a receipt
and get all your money

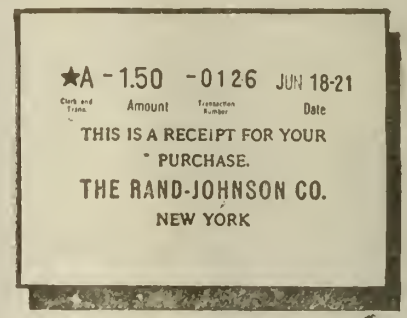
The right way to handle a sale

1. Collect the goods at the wrapping counter beside the register.
2. Tell the customer the price and get the money.
3. Register the sale.
4. Wrap the receipt in the parcel.
5. Give parcel and change to the customer.

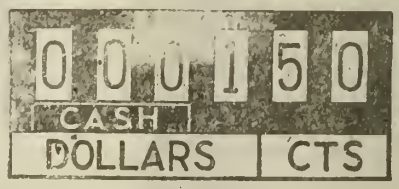
The customer gets quick service.

The clerk gets credit for making the sale.

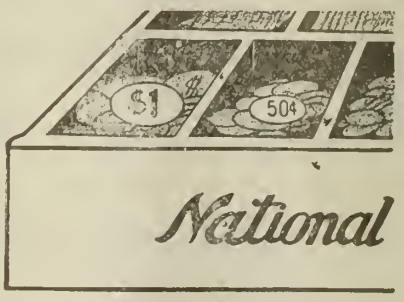
The merchant gets all of his profits.


★A - 1.50 - 0126 JUN 18-21
Clerk and Trans. Amount Transaction Number Date
THIS IS A RECEIPT FOR YOUR PURCHASE.
THE RAND-JOHNSON CO.
NEW YORK

Wrap this receipt in the parcel



Get this receipt inside the register



And get all your money

We make cash registers for every line of business

NATIONAL
CASH REGISTER CO.
OF CANADA LIMITED

A Quarter Million Dollars to Teach Women to Bake!

And more baking means more buying

Figuring our total investment in Five Roses Books on the basis of to-day's actual net cost (over 40 cents per copy), the 600,000 books in distribution would total over a quarter million dollars.

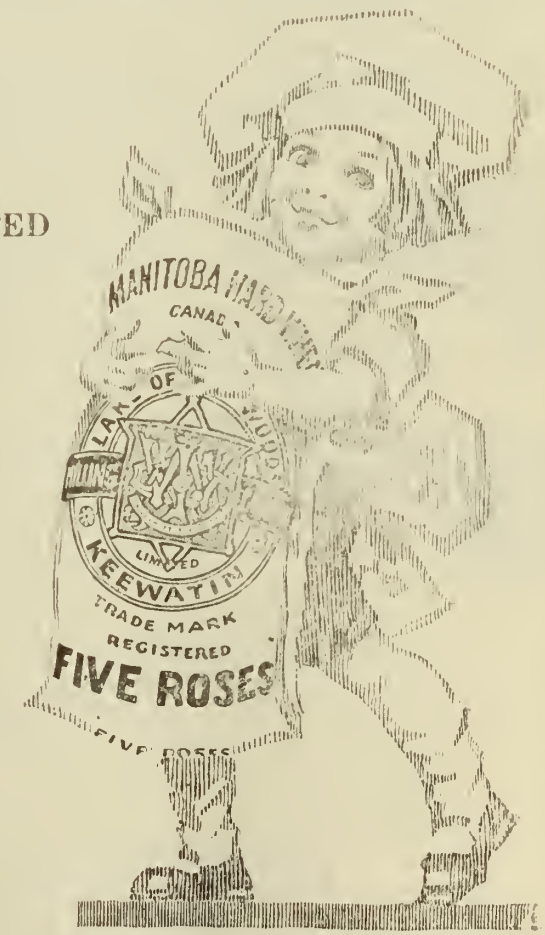
This is effective educational work on a big scale, practical work that costs you nothing as a distributor. Yet it affords the consumer a constant source of grocery-consuming suggestions, the point of origin of countless retail profits, because flour is only one ingredient in baking.

When you consider that out of Canada's one and a quarter million families, every other home has one of these famous Five Roses Cook Books, using it daily, learning to bake from its pages, is it surprising that Five Rose Flour has such a tremendous prestige?

If you don't handle this famous brand, it is merely because you don't realize its tremendous sales influence.

How much easier and more profitable to go with the current! Some day you'll get tired of rowing!

To any legitimate dealer who has not yet seen the famous Five Roses Cook Book, we will send ONE free on request. The consumer may buy [illegible] cents each.



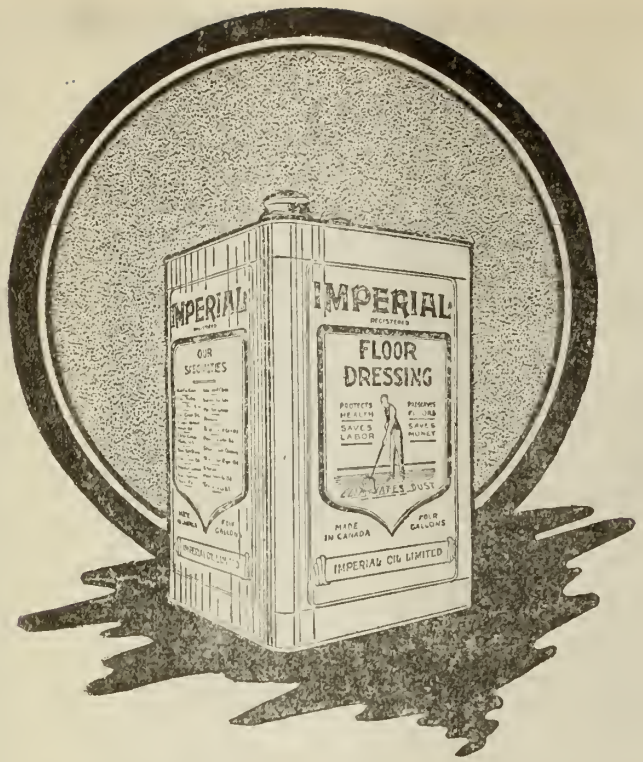
LAKE OF THE WOODS MILLING CO., LIMITED

Makers of Five Roses Flour

Montreal and Winnipeg

Branches in:

Montreal, Toronto, Ottawa, London, St. John, Quebec, Sault Ste. Marie, Sudbury, Winnipeg, Keewatin, Fort William, Port la Prairie, Regina, Medicine Hat, Moose Jaw, Calgary, Edmonton, Vancouver, Victoria.



Imperial Floor Dressing comes in one and four-gallon lithographed sealed cans and in half-barrels and barrels. Ask the Imperial Oil salesman for prices and a demonstration.

Draws Trade--Holds Trade

IMPERIAL
FLOOR DRESSING

A spotless store advertises itself. It draws steady trade from old customers and creates new customers. Freedom from dust is the first essential of a spotless store—Imperial Floor Dressing will do the job quickly and effectively.

Why? Because Imperial Floor Dressing holds dust to the floor. It cleans and preserves floors and prevents warping and checking. It fills in the pores and cracks of wood, and regular sweeping with a stiff broom removes **all** the accumulated dust and dirt.

Imperial Floor Dressing does not gum or evaporate. One gallon is sufficient for treating upward of 700 square feet. One application will last for several weeks.

It is the most sanitary and economical dressing you can buy for your floors. It is also a fast-selling, profitable line to handle.

The Imperial Oil salesman will gladly demonstrate the superior quality of Imperial Floor Dressing the next time he calls on you.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

BRANCHES IN ALL CITIES

ORDER BY NAME

For Bigger, Better and More Satisfactory Mustard Sales, order

STICKNEY & POOR'S
Extra Fine
MUSTARD

It is a good trade builder, because it never varies in strength or quality and never disappoints your customers.

When you order mustard, spices or seasonings it pays to order by name.

For this reason ask your jobber for
STICKNEY & POOR'S PRODUCTS

Your co-operating servant
MUSTARDPOT

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

EUREKA

REFRIGERATORS

are so built that a constant, positive circulation of cold, dry air is maintained. This feature fully covered by patents.

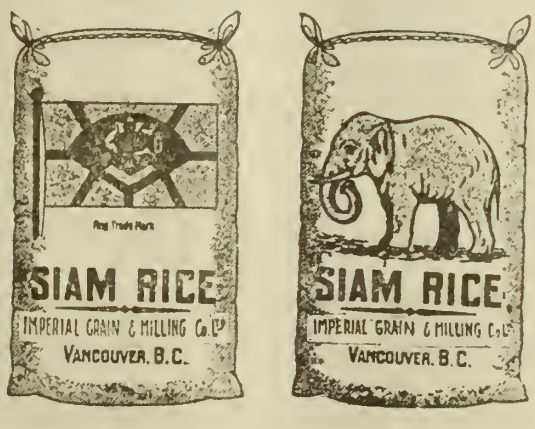
Your customers will appreciate the care you give to keep your perishables sweet and wholesome.

Don't repeat last summer's waste. Get a Eureka.

Write for our new catalogue.

Eureka Refrigerator Co., Limited
Head Office: Owen Sound
Branches: Toronto, Montreal, Hamilton

Imperial Grain and Milling Co., Limited
VANCOUVER, B.C.

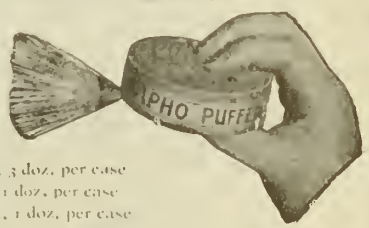


We are offering the best value in Rice on the Canadian market to-day.

SAPHO FLY and INSECT POWDER
For Flies, Mosquitoes, Bed Bugs, Lice, Cockroaches, Moths, Millers in Meal, etc

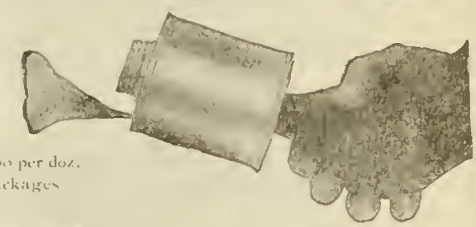
Packed in all sizes

SAPHO PUFFER
$1.25 per doz., 3 doz. per case



No. 2 — 1-8 lb. net $3.00 per doz., 3 doz. per case
No. 3 — 1-4 lb. net $5.00 per doz., 1 doz. per case
No. 4 — 10 oz. net $12.00 per doz., 1 doz. per case

BULB SPRAYER
It is our latest invention and is quick and convenient. Can't get out of order.
$1.00 each $9.00 per doz.
Filled from packages



POWDER GUNS
$2.25 per dozen

For Sale by all Wholesalers

Made Solely by

The Kennedy Manufacturing Co.
588 Henry Julien Ave., Montreal, Can.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY, EDMONTON, VANCOUVER

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

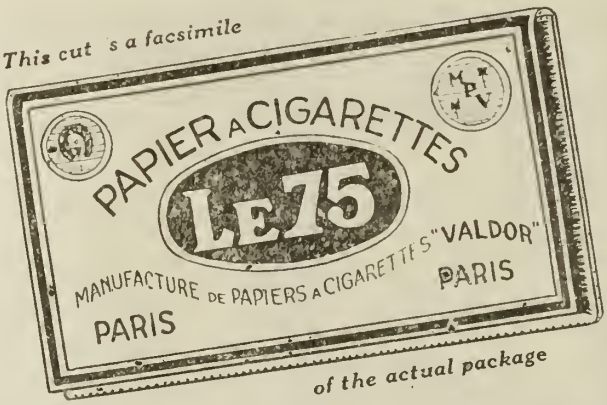
When Writing to Advertisers Kindly Mention this Paper

LE 75 French Cigarette Papers

Finest Quality

A White Gummed Paper That Will Satisfy Your Trade

This cut is a facsimile



of the actual package

100 Leaves to Book
Automatic Doubles
50 Books to Box

Order to-day from your jobber

CANADIAN DISTRIBUTORS:

DONALD H. BAIN CO.

Wholesale Commission Merchants, Brokers and Importers

Head Office, WINNIPEG, MAN.

Branches:

SASKATOON REGINA CALGARY EDMONTON VANCOUVER MONTREAL LONDON, ENG

Standard Goods Win Abiding Trade

Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory — Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Truck facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

WALLACE'S HERRINGS

Like Wallace's Salmon and Pilchards, Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Marketing Products in a "Big Way"

The house of "Scott-Bathgate" holds an 18 year old reputation for producing big results in the rich Western Provinces. — a reputation that you should investigate before you assign your product.

We'll place your product on the market for you in the same successful manner as we have done for Christie's Biscuits, Robertson's Confectionery and Hungerford and Smith's Fountain Supplies. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

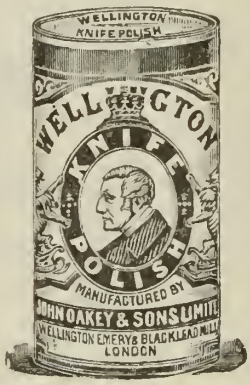
WRITE US TO-DAY

HEAD OFFICE

WINNIPEG, MAN.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
Fort William, Ont.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East, Winnipeg

Sankey and Mason, 839 Beatty Street Vancouver

½ million buyers see an advertisement similar to this every week. Display the Tea.
The Codville Company Ltd.

5

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

D. W. Clark & Sons
248 Avenue Road
TORONTO
Grocery Brokers and Commission Agents
We invite correspondence from Domestic or Foreign manufacturers who desire to secure proper distribution.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

We Cover Western Ontario Thoroughly
Now representing Sainsbury Bros.; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work Get in touch with us
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

R. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equiped to produce the results you are looking for

WANTED
One or two good agencies in Food Products Give particulars in first letter. References furnished.
LAING & WATERS
28 Wellington St. E., Toronto

HAMBLIN-BRERETON CO., Limited
GROCERY and CONFECTIONERY
AGENTS and IMPORTERS
Toronto and Kitchener, Ont.
Winnipeg and Calgary

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

The **CROWN** *Trade-Mark*
on a bag of white beans is a guarantee of their uniform size and choice quality
Only the very finest hand-picked Canadian White Beans go into bags marked
CROWN BRAND
For your own protection insist upon having this line of known quality.
BRAND
G. T. MICKLE - Ridgetown, Ont.

C. A. MANN COMPANY
Strictly New Laid Eggs
Choice Creamery Butter
Fancy Dressed Poultry
Special Attention to Grocers' Orders.
Satisfaction Assured
LONDON, ONTARIO
PHONE 1577

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

ARSENIS & CO.
Patrus, Greece
Established 1893.
Wholesale CURRANT and Dried Fruit Exporters.

Grocery Broker Wanted
in Western Canada and Ontario
Write us just now.
First-class References upon request.

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections.
18 Dalhousie Street, QUEBEC.

When writing Advertisers kindly mention this paper

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 Place Royale, Montreal
Established 1876
Telephone Main 1581

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKERS

Importateurs & Exportateurs	Importers & Exporters
Pois et Feves	Peas and Beans
Produits Alimentaires	Food Products

ST. NICHOLAS BUILDING, MONTREAL

MAPLE SUGAR

I solicit your orders for pure Maple Sugar. 35 years experience as wholesale dealer. Open for agencies of all kinds.

Agent for Messrs E. B. Eddy Co., Ltd., Hull; Gunns Ltd., Toronto; St.-Lawrence Starch Co., and several others.

Hardware Expert Correspondence solicited if interested.

Warehouse capacity, 10,000 feet floor space. Best spot in town on Main Street.

JOS. EMOND
2 & 4 rue St.-Joseph, Quebec, P. Q.

Be Sure You Ask Your Jobber for

Dominion Spring Clothes Pins

Manufactured by
The J. H. Hanson Co., Ltd.
MONTREAL

B. & S. H. THOMPSON & CO.
LIMITED
Head MONTREAL Office

Agents for Canada for the HOMCO Products, including: Hard and Soft Soaps, Soap Chips, Salad Oils, Compound Lard, Castor Oils, Sanctuary Oil, etc.

ENQUIRIES INVITED

When Writing to Advertisers Kindly Mention this Paper

Why You Should Feature KING GEORGE'S NAVY

will put your tobacco sales on a firm footing

And tobacco selling is a money-making line that every grocer should carefully consider.

People there are in every community who are "strong for a real, good chewing tobacco," such as King George's Navy." They like the pure tickling goodness of King George's Navy. A first purchase brings them back for more and cinches their tobacco trade for the King George dealer.

Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

SAMUEL DOBREE & SONS

LONDON, ENGLAND

Established 17th Century

Growers and Producers of

SUGAR - MOLASSES COCOA

IMPORTERS AND EXPORTERS

Branches in all parts of the civilized world

Canadian Branch .

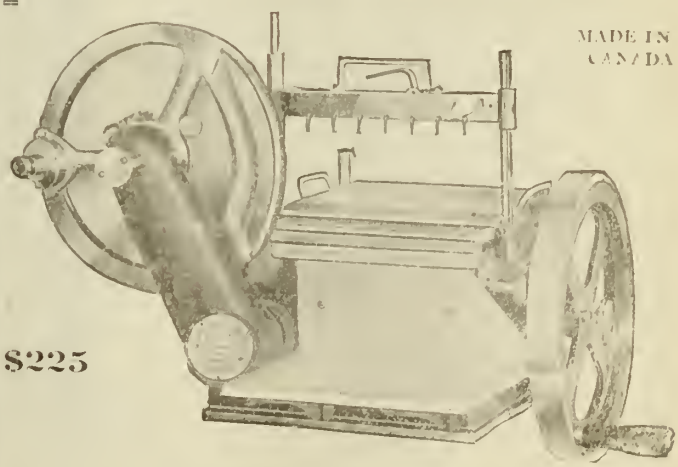
UPPER WATER STREET

HALIFAX, N.S.

THE "BEST BUY" IN THE SLICER MARKET

DOMINION SLICER

MADE IN CANADA



$225

Dominion Slicers have fewer working parts, are more easily cleaned and operated and are more sanitary than other machines. They do anything that other slicers will do and are much less expensive.

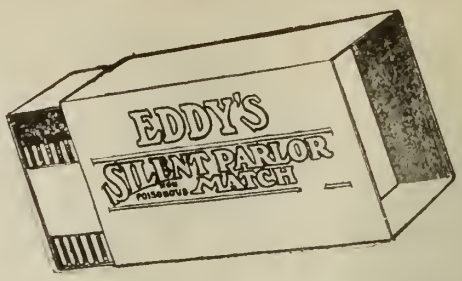
Dominion Slicers are made from the finest materials by skilled Canadians. They are the most efficient and most reasonably priced slicer made, and are guaranteed for one year.

WRITE FOR ILLUSTRATED BOOKLET

Dominion Slicer Corporation

110 Church St., Toronto

Selling Products Your Customers Know



EDDY'S Matches and EDDY'S Indurated Fibreware are known to everybody, everywhere in Canada.

With most people, to think of Matches is to think of EDDY'S. The Eddy name to them is a symbol of that Match quality which some seventy years of match-making experience has made possible.

EDDY'S Indurated Fibreware Utensils are equally popular—and deservedly so. Lighter than wood and more durable than metal, they are ideal for household or farm use. Leak-proof, bulge-proof, rust-proof.

EDDY'S PRODUCTS are made in Canada, by Canadians, for Canadians.

The E. B. Eddy Co., Limited, Hull, Canada

Canadian and British Made PRODUCTS

for the

Canadian Trade

Vanillin "BUSH"
Emulsions
Oil Vanilla
Pure Fruit Extracts
Butter Flavor

We guarantee the quality of all these lines.
Write us for quotations.

The W. J. Bush & Co. Canada, Ltd.

MONTREAL TORONTO WINNIPEG

Did You Get Any of the Million?

Canada has a million more customers for the grocers in 1921 than in 1911, scattered all over the country.

Hardly a community but's had its increase yours among 'em. New trade went to somebody. Did you get you share?

Maybe there'll be a gain of two millions in the next ten years. How many new customers do you think you'll get—this week. this month. this year?

It depends on the quality of goods you sell.

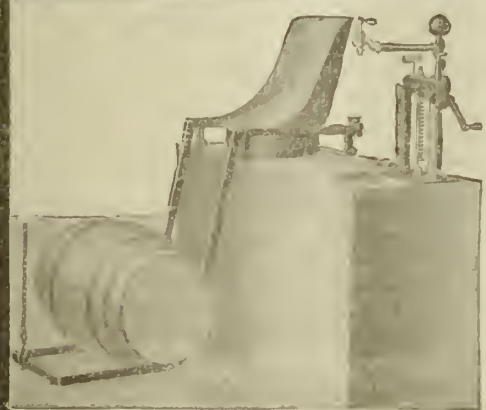
If it's tea, you'll have noticed already how tired people are of the trash they've been buying. They've had enough of it. Indian and Ceylon gardens are anxious to produce quality as against quantity.

You you'll always have new people to do business with. Sell them a real tea. one that's been on the market for than 26 years—RED ROSE TEA. the tea other Canadians like to drink.

T. H. ESTABROOKS CO., LIMITED

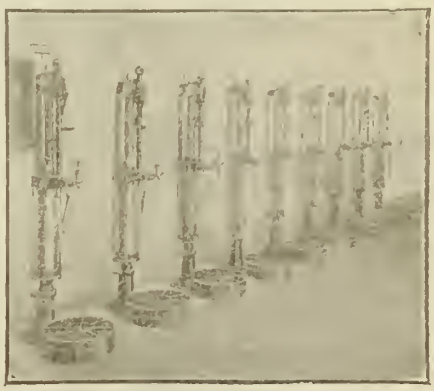
St. John Montreal Toronto Winnipeg Calgary

Paint Sales That Pay a Profit



One unit or as many as you want, in a compact row

You want a profit on every sale, and you should have it. But with the present high cost of paint oils you stand a big chance of losing your profits, unless your methods of handling are systematic and free from loss of time, labor and oils.



Pumps on Sales room Floor. Tanks in

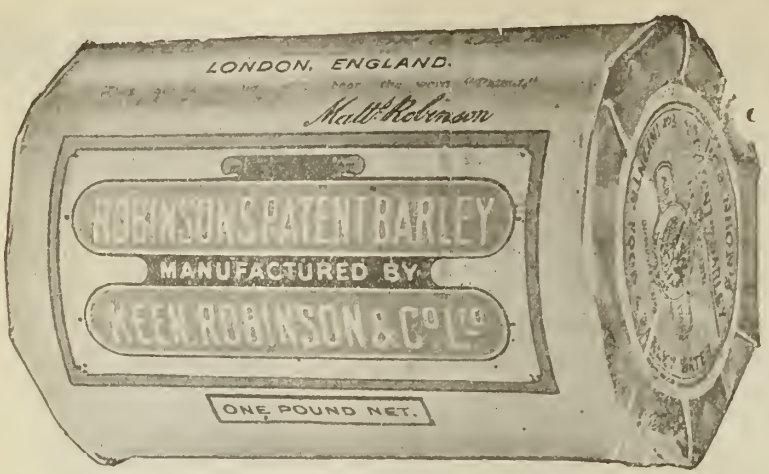
BOWSER ESTABLISHED 1885

Paint Oil Storage Systems

prevent paint oil losses. The pumps measure accurate quantities: no over measure. no leakage, no spilling, or evaporation. Everything is exact, systematic and saving. The sooner you install a Bowser System the sooner you will begin to reap the profits from proper storage equipment.

S. F. BOWSER CO., LIMITED
66-68 FRASER AVE. TORONTO. ONT.

Sales offices in all centres *Representatives everywhere*



The Very Best Selling
Infant's Food

Especially During the Summer Months

You will appreciate the satisfactory results in handling **Robinson's Patent Barley.** Every purchase means a contented customer.

Replenish your stock of **Robinson's "Patent"** Barley and **"Patent"** Groats now.

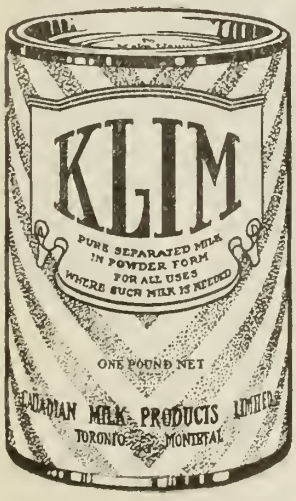
Canadian Agents

MAGOR, SON & CO., LIMITED, 191 St. Paul Street, MONTREAL

TORONTO BRANCH: 23 SCOTT STREET

KLIM Prevents Waste of Valuable Milk Food

Warm weather means more sour milk--Klim will not turn sour in hottest weather


KLIM
PURE SEPARATED MILK IN POWDER FORM FOR ALL USES WHERE SUCH MILK IS NEEDED
ONE POUND NET
CANADIAN MILK PRODUCTS LIMITED
TORONTO MONTREAL

DURING the summer months, KLIM sales are larger than at any other time of year, because it remains sweet and fresh until all used. Not a bit is wasted. For breakfast, lunch and dinner just the required quantity can be prepared by placing a few tablespoonfulls of KLIM on top of pure water and whipping briskly until dissolved. KLIM pasteurized, skimmed milk in powder form—fills most needs in the home. It gives satisfactory results in cooking. Many people use it altogether for table use and in tea, coffee and cocoa. Directions for use are printed on every tin—half pound, pound and ten pound sizes.

Push Klim sales now--It will pay you. Order from your wholesale grocer.

CANADIAN MILK PRODUCTS LIMITED

Head Office - TORONTO

St. John Montreal Winnipeg

CANADIAN GROCER

VOL. XXXV. COLLINGWOOD, JULY 22, 1921 No. 29

Merchants Conform with Replacement Values

Results of analysis of a questionaire sent to bank managers reveal this fact—merchants have made considerable progress since the first of the year. —results by Provinces.

IT will be remembered that the Financial Post in one of its issues in the early part of the year analyzed a questionnaire submitted to bank managers all over Canada in which it was claimed that the retailer at that time had not taken his loss, having in view the replacement value of merchandise carried on his shelves. This was the opinion of bank managers all over the country at that time and the inference was that the retailer was holding up deflation more or less.

A second questionnaire has been submitted to bank managers across Canada and the analysis appearing in the issue of the Financial Post recently shows that a different conclusion has been arrived at by managers. They are of the opinion that the retailer has taken a long step toward marking his goods on replacement value basis and that, since the first of the year, he has made considerable progress in this direction.

What the Post Says

Here is what the Financial Post says in its general analysis of the questionnaire submitted to the bank managers:

The Financial Post is in receipt of some hundred or more replies to a questionnaire submitted to bank managers across Canada. Several phases of the business situation are discussed particularly applying to industry, to retail trade, to building and to agriculture. From a careful analysis of these replies it may be stated definitely that business on the whole throughout Canada is being conducted along restricted lines. The retailer is meeting altered conditions and is marking his goods down to conform more closely with replacement values. The extent of this reduction of course varies, but on the whole substantial progress has been made. One hopeful feature of the situation, as even through these replies is the fact that the retail trade has not suffered to be same extent as industrial lines of enterprise. The reports indicate that retail sales are continuing in practically as large a volume as for the corresponding period a year ago. In a number of instances reduction is reported but when it is considered that the prices have been reduced since a year ago it is quite probable that the volume of goods actually handled is as large or larger. This condition removes from the consumer the onus of responsibility for the "buyers' strike." There is no strike among the consuming public although there is no doubt that the individual is buying more carefully, and in smaller quantities, but he comes back to the market oftener. The retailers are however, adopting a conservative policy and are strictly limiting purchases to meet immediate needs only. Stocks in retailers' and wholesalers' hands must be cleaned up before manufacturers will again find anything like a normal demand.

Summary of Provinces

The article in the Post is a lengthy one, but such parts of it as deal with the retail trade are of considerable interest. Conditions, generally, in British Columbia are improving and there is a feeling that the worst is over. "In the smaller centres of British Columbia," says the Financial Post, "the retail dealers have been loath to cut prices, but the fact that a large number of consumers have been sending to the larger cities for their supplies has compelled action in this respect."

From the prairie provinces, reports come that the crop outlook is favorable. "Retail prices," it says, "are slowly declining and there is room for further movement yet. Sales on the whole are on a smaller scale than last year, one correspondent estimating the total for the first three months of the year at least 25 per cent. below the corresponding period of last year. Stocks in the hands of retailers are generally much lower than at this time last year and Western retailers are not entering the markets freely for goods."

A correspondent from Kamsack, Sask., writes:

Retailers are marking down their goods somewhat, but they have to mark them down a good deal yet before the public can be induced to see that they are getting real bargains. So far as I can see, retailers are buying very little, in fact only enough to replace sold out lines. Payments of all kinds are very slow except among those merchants who have been conducting business on cash lines.

Ontario

The most hopeful phase of the situation in Ontario is the fact that the retail dealers are doing as large business as in the other provinces of the Dominion. At no time since the adverse turn in trade materialized last fall has the turnover of the retailer suffered any drastic decline. The turnover is without doubt above the average of the previous year. Profits have suffered, but in the fact that the dealer is able to sell his goods freely lies the solution of the present situation. With the distributing agencies rapidly depleting their own stocks, they must come into the market more and more for news goods and this will in time be reflected upon the industrial field.

The replies without exception indicated that retail trade was at or near last year's level, and in some few cases distinctly above. There appears to be room for a still further adjustment of prices, but on the whole merchants have made progress in the movement toward normal price levels. At the moment, however, retail buying is proceeding cautiously, and there is a tendency to buy only for immediate requirements.

Quebec

Reports from a number of centres in the province of Quebec lead to the conclusion that retail trade has on the whole been very satisfactory. As yet no decided improvement can be traced, but there is a feeling of hopefulness for the future. Accounts appear to have been met in a satisfactory manner in this province. At Gaspe, however, a town which depends largely on the fishing industry, the report is distinctly unfavorable. Our correspondent writes that business is largely at a standstill in this district. The flat failure of the fisheries last Summer coupled with the collapse of the market has wiped out a large number of the smaller merchants. Those that survive are not in a position to grant credit for fitting out boats, etc.

(Continued on Page 25.)

Ten Per Cent. of Sales Constitute Expense in Wholesale Grocery Business

Some interesting facts are revealed in relation to the wholesale grocery business both in Canada and the United States—reports are gathered from 322 wholesale grocers.

SOME interesting facts in relation to the wholesale grocery business both in Canada and the United States have just been completed by the Bureau of Business Research, Harvard University. The report says in part :

The statements from three hundred and twenty-two wholesale grocers videdand twenty-two wholesale grocers provided the data. These firms were located in Canada and in forty-five states. Their aggregate sales in 1920 were $643,-949,000. The net sales of the individual firms ranged from $176,000 to $28,400,000. About half of the firms had sales between $5000,000 and $1,500,000.

Smaller Sales Higher Expense

Grouping the firms in all the districts according to the volume of their net sales it was found that the common figure for total expense was highest—9.5 per cent in the case of firms with sales less than $500,000 and the firms with sales exceeding $2,000.000 had a common figure for total expense of 9.3 per cent of net sales. The intermediary groups showed common figures for this item varying from 8.6 per cent. to 8.9 per cent. In cities with a population from 100,000 to 749,000, 9 per cent. whereas in cities with a population of 750,000 and over it was 11.3 per cent.

Sales Per Salesman

For average annual sales per salesman, which have a direct bearing on salesforce expense, the common figure for the country as a whole was $175,000 in 1920. In cities with a population of 750,000 and over, the average annual sales per salesman were $103,000 wihch is less than 750,000 population. This apparently is one of the chief reasons why the total expense was higher in the larger cities with less than 750,000 population.

10 Per Cent Total Expense

A comparison of the annual reports received from fifty-three firms for the past five years show that in 1916 the common figure for total expense was 10 per cent of net sales; in 1920 it was 9 per cent which is less than in any of the other years. This probably reflects the unusual efforts that were made to reduce expenses during the depression of 1920.

8.5 Per Cent Gross Profit

The common figure for gross profit for the trade as a whole in 1920 was 8.5 per cent of net sales, varying from 7.1 per cent to 10.4 per cent. For the forty-three firms for which complete reports were available for five years, gross profit declined from 13.5 of net sales in 1917 to 8.2 per cent in 1920. Gross profit is determined by deducting net cost of merchandise sold from net sales. It is the amount out of which expenses must be paid and in normal years a net profit obtained. Net profit is the amount that remains after deducting total expense from gross profit.

Although the percentage of total expense to net sales was generally lower in 1920 than in other years, nevertheless, the severe slump in prices reduced the gross profit of many firms to a point below total expense. The common figure for net loss shown by the wholesale grocers reporting to the Bureau for 1920 was 0.5 per cent of net sales.

THE PRICE OF CARELESSNESS

Carelessness is more destructive of profits and works greater injury to the character of a grocery store than to any one other line of trade. This is due to the perishable nature of a large part of stock. For instance, five pounds of butter may be sent to the wrong address on a hot and muggy day—when the mistake is discovered the butter must go back to the store, half spoiled, to be sold at a loss, and this added to the first cost of the service and the annoyance of a disappointed and vexed customer, makes the mistake costly.

Careless wrapping, the use of imperfect containers, thoughtless handling of goods in glass, mistakes in weighing, whether over or under weight, the mixing of orders, putting up a grade of goods different from that bought, errors in calculations or footing, making wrong change, non-observance of instructions about delivery, are only a few evidences of the carelessness that marks the service of every store and costs an inestimable loss. The contingent expense of carelessness is a frightful burden for any store to carry.

A good rule is to compel clerks to go over everything twice, and another is to insist on good penmanship, plain figures and no abbreviations. Let every address be distinct and specific, and if it is gone over twice the chances are that errors in delivery due to a wrong addre s will be few.

MORE ACTIVITY MARKS THE PRESENT RICE SITUATION

Montreal.—The rice market continues to show more strength and with it comes more interest on the part of buyers on all sides of the market. Following this for supplies and so the circle runs, ever gaining strength and the mere fact that renewed interest comes a keener demand interest is being shown in the market is strengthening up the price. But this is by no means the only factor that is bringing rice back into prominence. There are indications that the return to a higher price will be speedy and as soon as the fact is established buying will become more energetic.

Exports Restricted

The Indian Government has restricted the issuing of export licenses for consumption in that country. This will keep many thousand tons of rice from the western market and supplies counted on in this country will not be as large as expected. Already, the very mention of this fact on the market has strengthened up the price by from three quarters to 1 cent a pound.

More Interest In Market

With the improvement in the price comes more interest in the market and an air of speculation which means that heavier stocks will be bought. This in turn results in a greater consumption, although the two features do not seem to be directly related. When the merchant buys more heavily perhaps an account of the speculation he takes more care to keep the stock moving. His mind is ever centered on his venture and for that reason he is always pushing that line and bigger sales result. There is no doubt that limited speculation in business is a healthy condition and with its return and a stronger market the sluggishness should leave the rice market.

RETAIL GROCRS WILL BE REPRESENTED IN THE PARADE

Toronto, Ont., July 18.—There will be a monster parade for the grand opening of the Central Canada Exhibition on Sept. 9th. In the procession will be a car representing the "Pure Food Show" which will be arranged by the Ottawa retail grocers who are members of the Association. They have always taken such a keen interest in the "Show" that it can be guaranteed that the car will be one to attract much attention and will add its full share to the beauty of the parade.

Lemons Soar in Price as Supplies Grow Short

Wholesalers quote lemons at from $15 to $18 per case, with the prospect of even higher levels if the hot weather continues. —California crop is normal but the hot spell has rendered the demand abnormal.

LEMONS continue to soar in price and the supply is noticeably lacking in quantity. A few weeks ago the best quality of lemons was selling around $4.00 to $4.50 per case, but since then, with the rising temperature, lemons are at a premiun even at the high figure of from $15 to $18 per case with a prospect for even higher levels if the hot weather continues. This advance in price is solely attributed to hot weather conditions, which has created an exceptionally heavy demand, and has not any thing to do with crop conditions.

Crop Is A Normal One

The crop in California this season is well up to normal, but the protracted heat both in Canada and the United States has brought about an abnormal consumption of lemons with the result that the demand is greater than the supply. California packers are doing their utmost to get a supply to the market, and since the first of July shipments averaging 70 cars a day have been leaving California. These cars contain about 405 boxes of lemons each which means a exceptionally heavy consumption this season as compared with other years when average shipments were only about ten to fifteen cars a day.

Hot Weather Is Responsible

"The high prices and shortage of lemons is entirely due to the hot weather," stated J. E. Brownlow, Toronto District Manager for the California Fruit Growers' Exchange, in an interview with Canadian Grocer. "This has brought about such an exceptionally heavy demand in the United States, that it has t osome extent curtailed shipments to Canada. The Association is practically working night and day to get off shipments but the demand is so keen that shipments are practically sold before they leave the coast. Last week lemons sold at auction in New York from $11.50 to $13.00 per case and on the Boston market around the same figures."

The supply of lemons is very limited, many dealers being entirely out, while others have a few cases which they are dealing out in half case lots. One dealer in Toronto just returned from Buffalo where he has been in search of supplies and was fortunate in picking up a few cases. One car of California lemons arrived in Toronto last week and three or four are expected to arrive this week. These, however, are not all for Toronto as they will be distributed throughout this district.

Small Crop in Italy

The Italian crop of lemons this year is a small one and with the bigger demand in Europe, Italian packers are paying more attention to the trade in that quarter where they are commanding high prices. There have been few shipments to New York this summer which in other years has been a clearing house for Messina lemons. Some arrangements have been made with the Canadian Merchant Marine for direct shipments to Montreal.

The Canadian Ranger, one of the fleet of the Canadian Government Merchant Marine docked in Montreal on Wednesday of last week with 6,000 cases of Mesina lemons. This seems a big shipment but when it is realized that these are to supply the whole of Canada, it is seen that it is a mere drop in the bucket as compared with the demand. Of this shipment only eleven hundred cases are for Montreal, not enough to give every legitimate grocer in the city a the new shipment had arrived in poor case each. A report was circulated that condition and was unfit for sale. This is entirely false. A Canadian Grocer representative inspected, with one of the buyers, part of the shipment and found that the whole consignment was in exceptionally good condition.

Prices Will Remain High

There seems every indication that the price of lemons will remain high during the summer. Supplies arriving and booked to arrive are only sufficient to meet immediate requirements. There is a misunderstanding with regard to the shipment that has just arrived that leads to talk about unfair manipulation of prices. Because these 6,000 boxes of lemons happened to be transhipped through Montreal some believe that they are for the fruit dealers there. Montreal is not even getting a proportionate share of the shipment and car loads have already left for points as far west as Edmonton.

FOURTEEN PER CENT IS FREIGHT EXCHANGE RATE

Ottawa, July .—The Board of Railway Commissioners announces that, in accordance with the judgment and order of the board dated January 14, 1921, the rate of exchange in connection with shipments of freight between points in Canada and the United States from July 15 to July 31, inclusive, will be 14 per cent., and the rate of surcharge of the said traffic will be 8 per cent. The rate of surcharge on international passengers business will be based on 14 per cent. exchange.

R. M. A. Seeks To Prove Reductions In Cost Of Living

The Retail Merchants' Association of Canada has sent to all grocers in Canada a questionnaire, in an effort to secure the retail prices of foodstuffs, that existed during June 1-15, 1920, and June 1-15, 1921, for the purpose, the questionnaire, states whether the present cost of living has decreased or increased. A letter to the retail grocer trade accompanies the questionnaire and in the same it is pointed out, that the assertion is made by a great many workmen, claiming that declines that have taken place in a wholesale way, in a number of staple commodities, are not shown in the actual prices charged by the retail trade.

"It seems to us," the letter continues, "to be the old story of trying to find someone upon whom to place the blame, and of course the retail merchant is again selected as the responsible, although facts prove the retail merchant has been doing more than his share in responding to any reductions in prices that have been made."

GRAPES WILL BE READY THE LAST WEEK IN AUGUST

Hamilton, July 20.—Grapes will be picked in the Niagara district about the last week of August, stated Thomas J. Mahoney, General Manager of the Niagara Peninsula Growers, Ltd.

While the extremely warm weather had played havoc with the berry and other early fruit crops, Mr. Mahoney said that the strong sun, coupled with the generous rain of last week, was most propitious fr peaches and grapes. These two fruits, he continued, were farther advanced at present than they had been in years. Mr. Mahoney estimated that both peaches and grapes would be picked from three to four weeks earlier this season as a direct result of weather conditions.

"Our grapes are showing remarkable progress. We expect to have grapes which, for size and sweetness, will outrival even the superior products of southern Italy. The grape crop, to my knowledge, has never been so promising as it is now. We honestly expect to pick the finest grapes in the world right here in Niagara, commencing about the latter end of August," Mr. Mahoney said.

Positive proof of the earliness of the peach crop was cited by Mr. Mahoney when he said that, beginning next week, carload lots of Carman peaches would be shipped to various points.

The Wild Carnival of High Prices is Over

The Printers' Unions of Toronto pay their dues and take their orders from their head office in the United States.

Some time ago they got instructions from their head office in Indianapolis, Ind., to demand shorter hours and more wages, and if these orders were not acceded to, to strike.

The Toronto Publishers and Employing Printers refused to grant these demands. So on June 1st, the Printers struck.

There is no use in the Toronto Printers, or any other body of men, blindly failing to realize that the wild carnival of High Prices is over.

If the members of the Printers' Union go out to buy boots to-day, they do not expect to pay more than they did a year ago.

They demand, and get, cheaper boots.

They are not willing to pay more for clothes, or foodstuffs, or any other commodity.

They expect to pay, and do pay, less.

And the public is not tolerant of any scheme or arrangement which is going to make its printing cost more. It is lower prices they are looking for. Why should printing costs advance, when prices of everything else are going down? That is why the Publishers and Employing Printers are resolutely and unalterably opposed to the granting of shorter hours and more pay, because it, of necessity, means dearer printing, and the public will not buy dearer printing.

That is why we are resisting and refusing to obey the mandate from the United States that the Local Printers demand more wages and shorter hours.

The Purchasing Agents' Association of Toronto at their meeting held June 8th, 1921, passed the following resolution:

> "We endorse the attitude of the Toronto Typothetae in their efforts to prevent increased cost of printing and deplore the action of some Employing Printers in granting the Unions' demands, which, necessarily will result in an increased cost of production, when at this period economic conditions demand that production costs be lowered rather than increased."

The MacLean Publishing Company are fighting these unreasonable demands not only in the interests of their own business (and this includes the employees who are on strike) but in the interests of business conditions generally.

Good times and healthy business conditions cannot return unless we all do our part to get through the readjustment period in a sane and reasonable way.

THE MACLEAN PUBLISHING CO., LIMITED

TORONTO MONTREAL WINNIPEG VANCOUVER NEW YORK. BOSTON CHICAGO LONDON, ENG.

TRADE AND TECHNICAL NEWSPAPERS AND MAGAZINE PUBLISHERS

MACLEAN'S MAGAZINE
FARMER'S MAGAZINE
THE FINANCIAL POST
CANADIAN GROCER
HARDWARE & METAL
DRY GOODS REVIEW
MEN'S WEAR REVIEW
BOOKSELLER & STATIONER
DRUGGISTS' WEEKLY
CANADIAN MACHINERY
POWER HOUSE
CANADIAN FOUNDRYMAN
MARINE ENGINEERING
SANITARY ENGINEER
PRINTER & PUBLISHER
CANADIAN MOTOR, TRACTOR AND IMPLEMENT TRADE JOURNAL.

Maintaining the Turnover in the Summer Months

Selling ice cream, summer drinks and kindred lines, solves the problem of maintaining business at a time when sales of regular grocery commodities usually show a falling-off. Sales of ice cream in Fred Crapper's grocery store, Toronto, average $55. per week.

THE extremely hot weather of the past few weeks has been particularly favorable from the standpoint of merchants who sell ice cream, summer drinks and sundry lines. Sales on these goods have been exceptionally heavy, but on the other hand sales on general grocery commodities have been quieter than is usual at this season, unquestionably the result of weather conditions which have turned people's thoughts to lighter foods. Merchants who have provided for this contingency are certainly reaping a harvest while those merchants who are not taking advantage of the opportunity to push these lines are no doubt showing it in the amount of money in the cash register at the close of the day's business.

A Success of Ice Cream

There are merchants who have been selling ice cream and making a success of it for several years. Some stores just sell it by the brick and in bulk for home consumption, while there are others who have installed regular fountain equipment, and have set aside a certain portion of the store for the sole purpose for serving the popular summer refreshment. The stories of the methods of merchants who have successfully conducted an ice cream department in connection with their regular grocery business is interesting and undoubtedly have been an inspiration to others to do likewise. That at least is claimed by Fred Crapper, Toronto, Ont., who recently stated to a representative of Canadian Grocer that he had been reading the stories that have been appearing in Canadian Grocer from time to time, with much interest, and has found the ideas contained in them to be a source of valuable information, even though Mr. Crapper has had several years' experience in selling ice cream.

Gets A Better Class of Trade

"Outside of the direct profit in ice cream, there are many other benefits that affect the whole business," said Mr. Crapper. "I find that selling ice cream has a tendency to bring a better class of trade to the store. And when you get them started on buying ice cream, we have a chance to get acquainted which eventually leads to other business."

In this store the ice cream department is situated next door to the grocery. There are really two stores, in fact, with a connecting door and both having street entrances. It is equipped with soda fountain, ice cream storage cabinets and all that is necessary to give excellent service to the patrons. The department is in charge of a young woman who has assistance as the occasion demands. A regular soda sundae list is provided besides facilities for handling brick and bulk ice cream for home consumption.

Overruled Objection

Sundaes and sodas are served in sanitary paper cups or dishes, held in silver holders that are made especially for the purpose. The use of these paper cups eliminate costly breakage and the expense of dish washing. In referring to the use of these sanitary dishes, Mr. Crapper recalled an incident that happened shortly after this system was in use. "A funny thing occurred when I first started to use the paper dishes," said Mr. Crapper. "There was a customer, a middle aged woman, who was in the habit of dropping into the ice cream room regularly for a dish of ice cream, accompanied very often by a friend and sometimes there would be three of them. The first time we served her with ice cream in the paper dish, she refused to take it, remarking that she did not intend to eat ice cream from out of a piece of dirty paper. I explained to her that the paper was as clean and perhaps cleaner than glass dishes often are. I also told her that the cups were made from paper especially manufactured and prepared for that purpose. They were absolutely waterproof, would not absorbe any moisture and that no hands touched them from the time the raw material went into the machinery until it was set before her. I also told her that there was no possibility of them being used the second time as they were immediately thrown away after being used. I impressed this so strongly upon her that she finally became convinced, and do you know that she has become one of our best customers She buys all her supplies here and has been the means of bringing us other customers."

Circularizes Customers

The season for selling ice cream is short, although ice cream is gradually becoming [illegible] an all the year round article of food. Mr. Crapper believes in "making hay while the sun shines" and therefore keeps the ice cream department open in the evenings. The grocery store, however is closed every evening at six-thirty o'clock excepting Saturday evenings.

Early in the spring, Mr. Crapper finds it a splendid plan to mail circulars to customers and others whom he wishes to reach, reminding them that the ice cream season is about to open and that the ice cream department will again be at their service. These circulars are also placed in parcels when delivered and when handed over the counter.

Averages $350 per Week

The big end of this business, is naturally groceries. Ice cream is entirely a side issue, a medium to augment sales when business in general grocery commodities is practically at a standstill. Sales of ice cream during the early part of the season ran into $150. per week but during the past three of four weeks, or since the middle of June sales averaged $350. per week and have every indication of continuing so for the balance of the summer.

WILL ASK POLICE TO GET AFTER THE GROCERY PEDLERS

Ottawa, Ont., July 18.—The Ottawa Retail Merchants' Association has taken up with the police officials the matter of pedlers in groceries and similar lines in the city carrying on business without taking out the necessary pedlers' licenses. Competition that is fair and above board is not causing annoyance but as retailers have to keep up the appearance of their premises, pay high rents and taxes, those who get out of all these expenses are not paying their share of the burden.

"For a Rainy Day"-

The man who consistently invests a few hundreds each year never has to worry about the future—the rainy day or his old age has no financial terrors for him.

Whether you have already sufficient invested or whether you are still looking out for probable "buys," for the sake of your own future you must take every precaution for safety.

THE FINANCIAL POST specializes in an Inquiry Service noted for its accurate and sound replies regarding investments. This service is free at all times to subscribers.

Write now for a copy of THE FINANCIAL POST. The subscription price—$5.00 a year of fifty-two issues—is really insurance on your invested money.

THE FINANCIAL POST

143 UNIVERSITY AVE., TORONTO

Makes a Study of His Customers' Tastes

H. J. Buchan, Barrie, Ont., believes in giving special attention to his trade, and aims to give them the best service possible—a well pleased customer is a booster for the store, according to his theory—always keeps his store attractive with goods well displayed.

Are you making a study of your customers' tastes?

H. J. Buchan, Barrie, Ont., is one grocer who has followed this plan in the past, and still adhering to it. In his opinion it pays to give some attention to this subject, to learn more accurately just what pleases certain customers, and if not give them the very line that they ask for, then to sell them on some other make of the same merchandise convincing them that it is equally good. Mr. Buchan recently told a representative of Canadian Grocer that it is always his endeavor to give his customers the very best of service. To do this, he states, requires something more than merely handing out groceries as the man or woman at the counter or on the phone asks for. "Women are waiting for their grocer to make suggestions of groceries to them," he remarked, "and the grocer who is not doing this, is missing a big opportunity to increase his sales, and at the same time is not creating that confidence between customer and merchant, that is so essential to the success of his business.

Will Tell Her Friends

"A pleased customer, one who feels that her grocer is taking a real interest in her purchasing, will do a whole lot to bring the trade of her friends to your store. I have found that it always pays me to specialize in the best goods obtainable. Goods of a high-class order will advertise your store, and will bring a certain trade to your place that is well worth handling. I allow nothing to go out of my store I do not know that it is in first-class condition. For instance I never let a box of berries go out from my store that has not been picked over. It is the same with all fruits, vegetables or in fact anything that goes from my store is in the very best condition. When I receive a fresh consignment of fruit I take the trouble to call my customers on the telephone and tell them about it. I handle a great deal of fresh fruit in the summer months and in the winter I sell large quantities of the citrus fruits. These display tables down the centre of the store are usually used for showing these fruits and tables of this kind are great factors in selling oranges, lemons and grapefruit for me."

Mr. Buchan has built up a big coffee trade too and this feature of his business has been the means of bringing new customers to the store. He buys a particular blend of coffee all the them, and take care to see that it is always the same. His coffee sales are on a large scale, and it is because of the special attention given to blending and grinding. He has an electric coffee mill, and like a good many other grocers, Mr. Buchan is of the opinion that the aroma of fresh ground coffee is an incentive to people to buy it. In fact he stated that people have often dropped into the store for the sole purpose of buying only a pound of coffee, but before they got out, Mr. Buchan or some one of his assistants, had sold them other goods. In fact permanent customers have been gained for the store in this way.

A Store Must Be Attractive

Believing that a grocery store must be attractive in order to first secure the patronage of the public, Mr. Buchan has always paid more than ordinary attention to the matter of arranging his stock and presenting it to the public in as neat and as clean a way as possible. Well arranged displays fill the windows and he has fresh flowers in the windows and on the counters al the time. This store is situated on the main thoroughfare of the town, and is seen by the townspeople two and three times a day, as they pass to and from their work. Consequently the value of keeping the public informed and attracted is of prime importance according to Mr. Buchan. "Good window displays will sell goods all the time," he asserted, and he has proved it by the practical and profitable results that have come from catching the eye of the public.

"Statistics prove that Marriage is a preventive against suicide," said Mrs. Gabb.

"Yes," growled Mr. Gabb. "And statistics also prove that suicide is a pre-preventive against marriage."—Cincinnati Enquirer.

"In some parts of Africa a man does not know his wife until after he has married her," said Mrs. Gabb, as she looked from the paper she was reading.

"Huh!" replied Mr. Gabb. "Why mention Africa especially?"—Homelife.

THE HOUSE OF GROCERS IN EDMONTON IS DIVIDED AGAINST ITSELF

Edmonton, July 19.—About a year ago the Merchants' Association was according to several merchants, partially wrecked on the rock of early closing, and a half holiday. The astute City officials passed the buck "much as Great Britain could have easily done in Ireland, my saying, "well, when you merchants decide which day you want your half holiday, just rush over and let us know. There is always "WELCOME" on the civic door mat to the good merchant of this gateway to the riches of the North, etc., etc."

The consequence? Can you ask! Half the merchants close on Wednesday, and part of the remainder on Saturday noon. But as all must close at 6 o'clock every night there is still some disatisfaction Yet a Canadian Grocer representative passed a grocery store at 10.30 of a fine Saturday night, and the said grocer was still passing out the odd packet of prunes, which leaves one wondering.

It is a long hark back to the day when every merchant kept his door open till the last laggard bought his packet of yeast cakes, but it is not such a long hark to those benighted days, if there is no co-operation.

THE REAL SALESMAN

By Caldwell Henderson

One who has a steady eye, a steady nerve, a steady tongue and steady habits.

One who understands men and who can make himself understand man.

One who turns up with a smile, and still smiles if he is turned down.

One who strives to out-look the buyer rather than out-talk him.

One who is silent when he has nothing to say, and also when the buyer has something to say.

One who takes a firm interest in his firm's interest.

One who wins respect by being respectable and respectful.

One who can be courteous in the face of discourtesy.

One who keeps his word, his temper, and his friends.

One who has self-confidence, but does not show it.

One who is loved by his fellow men.

The Segregation and Analysis of Expenses

Grocers are too apt to think that if they have the general figure near the mark of the average cost of operation they have done well enough—hindsight turned into foresight.

By Henry Johnson, Jr.

A blanket ratio of expense is useful as a very broad target at which to aim. It is much better than nothing. But the next step, and a vital one, is to learn in detail what items make up the blanket figure, how they vary from season to season, and how they can be controlled and reduced. For surely the object of keeping track of expenses is to control them so they never get beyond safety, and to reduce them so that earnings may be increased.

This question is not new, except in the grocery business. Grocers always seem to think that if they have the general figure near the mark of the average cost of operation over the country, they have done "well enough." Of course, if a man is satisfied with "well enough" where his own money is involved, also his figure prosperity, the rest of us should not find fault, maybe. But examination shows that such men act that way from ignorance and are glad to have light cast on their mistaken ways.

While it is not a new question, the few who have dug into it analytically have kept their findings to themselves. Few grocers have done it, and they have not the means of spreading the information widely. Dry good merchants have gone far in this work; but they have exchanged their information privately, among themselves, where they could get reciprocal help.

Hindsight Turned into Foresight

Accounting, generally speaking is hindsight. Your books show what happened last week, last month, last year. It's nice as a record, but, except in the crudest way, mostly by guess, how can you put that history to use in making your business more prosperous?

One firm answered that question by drawing off a chart of the various items of expense, covering several months just past, and getting estimates from everybody for a basis for expenses during the coming six months.

For instance, here is the manager of the delivery department. It costs him, 1.16, 1.33, 1.02, .85, .88, and .94 per cent on total sales to deliver all orders during the first six months of 1919. Taking season into account, allowing for increased volume of business, what is it going to cost him during the next six months? The same question was put to the superintendent of decorations, of the office; of the cleaning department; of the receiving room; of the superintendent's office. Each was cautioned not to make his estimate too low. He must make it wide enough so that—except in certain unforseable circumstances—he would not exceed it. With some exceptions that are worthy of note, the thought was that any reduction that was made would be pure gain.

The effect as reflected in the report for the second six months of last year is that every item is reduced except two with the result that the average expense was curtailed almost five per cent! That is some gain, you will observe.

Liberal With Advertising Appropriation

In common with most, in not all, progressive concerns, this house is liberal with its advertising money. Why? Because the reduction of fixed expenses can be accomplished only through increased volume. Increased volume can be obtained only through greater sales in the same space, and advertising is the greatest sales force there is.

Hence, the advertising manager was specially cautioned not to make his estimates too low. The manager says he will stretch a point any time to get increased volume—and surely he is right! For note that rent is a charge so fixed on any business that it can be reduced in three ways only. You can either move to a cheaper location, or you can curtail your rooms, or you can increase your volume of sales in the present space. Heat and light, ice, elevators, office and buying, cleaning, insurance and telephones, repairs, receiving room, superintendence, the executive expenses—all these can be reduced only by doing more business.

Hence, the advertising was not interfered with. The result was that the advertising expense was even itself reduced seventeen hundredths per cent by increased business.

The effect on the other departments is also noticeable. Reductions are apparent in decorating, delivery, heat and power, elevators, office, cleaning, insurance, telephones and the rest.

Decreased Selling Expense

The decreased selling expense is especially notable under this plan and it reminds me of a story. Some years ago a grocer moved into a new location, where his business increased very rapidly. He did fine during the first year. He was running along so smoothly that he ran into his first mid-summer under full steam. He noted that business slackened up a bit, but he was used to customers who went away for the summer and thought the lull was temporary.

Fortunately he was a man who watched things closely and in the first week in August he had his expenses for July. They should have been about seventeen per cent and they were twenty-three! He woke up to the fact that by being easy-going and careless he had kept his sales force intact from from winter and spring while the dull summer months had resulted in greatly reduced sales.

Contrasted with the reduction of sales expense is as in the case of this department store whose plan is here outlined from six to four and one half. Then you can sense the utility of such a system as is in use in the department store.

Of course, you, as an average grocer, have no department heads to whom you can go with instructions that they make estimates thus and so; but you have something much better and more easily kept in order—your own head!

With this plan as a guide—you can lay out segretations of your expenses with estimates percentages based on what experience you have. When you have thus laid out the figures, you can total them, and it may surprise you to find that you have overstepped the limits of good business and safety.

Then your task is to cut and trim the estimate until it fits in with what you know is safe and sane and then move within it. After that, your job is to make your business grow.

You Cannot Have Too Many Charts of Your Business

You cannot study the insides of your business too diligently. If you keep track of various items of expense for a year, it is certain that you can come closer to an accurate estimate of what your expense is apt to be in any month of any succeeding year. You can tell in advance what is should be, as a maximum. Generally speaking, there is no minimum.

Did you ever try this: Figure up your daily average expenditure for all things, and take in everything—merchandise, expense, living, everything. For it is obvious that the sum total you get in must exceed what you pay out, or you will make nothing. This is a crude test, but it is often illuminating.

Get busy and study your expenses from behind your own desk. Include in it, interest on your own capital, normal rent whether you own the place or not; your own salary on a correct basis compared with what you could earn in a similar position elsewhere. Make charts. Test. Make these charts work for you.

Brings Business Back to What It Was When He Quit Five Years Ago

W. A. Macdonald, Listowel Ont., retired from the grocery trade five years ago, but decides to enter it again, and in less than one month has turnover equal to what it was when he disposed of his business.

After an absence of five years from the grocery trade, W A. Macdonald, of Listowel, Ont., again took up the reins of business, a short time ago, and in less than a month, he recently told Canadian Grocer, he had his trade back to the point where he had left off five years before. Mr. Macdonald has a bakery in connection with his grocery trade, situated in an adjoining building. He caters to a large farming community, and he has gone after this trade, paying particular attention to giving the farmers the best possible service, as well as merchandise at reasonable yet profitable prices.

Listing Prices on Blackboard

A feature that Mr. Macdonald has found very satisfactory, and that he believes has helped to build his business, is the placing of prices of leading staple commodities on a blackboard at the front of his store. This has been the means of very frequently attracting new customers to the store. Passersby stopping to read over the price list tabulated on the blackboard, often enter the store to make a purchase. At once they are in the store, Mr. Macdonald endeavors to sell them other lines than merely the ones listed. In this way sales are increased, and in some instances new customers are gained for the store.

Display Important Factor

The value of display both in windows and in the store itself is not lost sight of, in Mr Macdonald's scheme of merchandising. Goods are displayed all the changed. Display tables are used to adtime, and displays are constantly being vantage, and are placed down the centre of the store. They are utilized chiefly for showing fruits, but at tmes, other lines of merchandise are shown on them too. From them Mr. Macdonald states that he sells large quantities of fruits, particularly oranges, lemons and grapefruit. Displays on floor, well to the front of the store too sell goods. In fact everywhere that it is possible to show goods, they are prominent before the eye of the customer. Windows are changed somewlltimes twice a week. Good window displays will bring people into the store.

"I have done a great deal in building my business and bringing it back, after being away from the trade for so long, by just making the best use of displays, and they always bring results that are well worth while," Mr. Macdonald remarked to Canadian Grocer.

Calls Customers on 'Phone"

Whenever Mr. Macdonald has any special line of goods just in or has anything, in fact, to offer in the way of merchandise at a special price or just new goods he calls his customers on the telephone to tell them of it. Invariably this little service on his part results in sales being made, and it is particularly appreciated by the people who are in the habit of making his store their buying centre for groceries.

Air of Mystery Enshrouds Sugar Market

Wholesale Grocers And Most Of The Refiners Cannot Explain Reason For The Break. Price Claims To Be Below That Warranted By Raw Market And American Price.

MONTREAL, (Special).— More trouble that may lead to other developments is in sight in the sugar market. Trouble and forebodings are rife in this market with regard to the future. Those most closely connected with the sugar market are asking, "What will happen next?" "How long can this thing last?" "Who is responsible for this step that appears on the face of it to be disastrous to the industry?" It is only natural that the topic should command much attention in grocery circles in view of the sharp declines and there is no denying the seriousness of the situation.

On Wednesday morning, July 20, apparently without any warning and little provocation on the part of market conditions for raw sugar, the price of refined dropped to $7.60 with the usual discount to wholesalers which makes the refiners price $7.22 per hundred. This price seems to be away out of line of the American price. It is figured out according to list prices, that sugar from across the border can only be laid down here at $7.59. Prominent men in the trade therefore think that a new reason must be looked for to account for the sudden break. To those watching this market carefully, it does not seem that any of the refiners are in a financial position to force the price downward and yet it has been done. There are many suppositions expressed by those interested but nothing official can be gathered from the officials of the refineries. In the opinion of those who discuss the matter most freely one refinery is for some purpose seeking to break the market and yet in view of losses sustained by all such a move is difficult for the others to explain. In the first place sugar men argue that present prices of raws does not permit of such a break. These who are selling at this new price are evidently loosing money by it but their loss is for some purpose. What that purpose is can only be surmised.

Grocery Trade Suspicious

Some refiners talk candidly about the situation and profess to be at sea for an explanation of the situation. Others, those who are alleged to be the center of the move, maintain an air of mystery. The president of one of the wholesale grocery firms speaking to Canadian Grocer about the situation said: "The sugar situation is bad. There is no reason for the cut and some one, yes everyone is losing money by it. I am sorry to see the thing happen. It wrecks the confidence of the trade in the market and creates a misunderstanding of conditions which is detremental to the trade. I have no idea of the underlying cause of this break in price and I am sure that from a financial standpoint there is none."

There is every reason to believe that at least two of the Montreal refineries do not understand the situation. What the next move will be it is hard to say. At least one of the refineries is curtailing sales at the present price.

Merchants Conform With Replacement Values

(Continued from Page 17.)

Many fishermen will not be able to equip themselves in consequence.

The Maritimes

With the balance of the Dominion the Maritime provinces are suffering from the curtailment of business operations. No definite trend can as yet be traced, although there has been some slight indications of improvement. Retail trade is being conducted along fairly normal lnes, and merchants have made progress in marking down their goods and stocks appear to be fairly well reduced. Orders for new goods are restricted as much as possible however. Accounts on the whole are being paid for fairly but not as freely as during the previous year.

From the city of Sydney Mines, N.S., it is reported that business during the spring and early summer has been far ahead of the previous months of the year.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER

VOL. XXXV. COLLINGWOOD, JULY 22, 1921 No. 29

BUSINESS APATHY AFFECTS TAXES

THE result of the Sales Tax for the month of May at the old rates recently made public the other day by the Minister of Customs and Inland Revenue is worthy of examination, along with the eleven months in which it was in force. It is evident from this comparison that there has been a big falling off in the proceeds of this tax of late, and this fact suggests speculation as to what will be the results of the new tax in the year now current. The revenue from the sales tax for April was $2,873,219, of which $2,186,649 was obtained from the tax on domestic trade and the balance on imports. The revenue from this tax, reached its peak in October last, when it totalled $5,020,474; and with the exception of March, ti has been falling steadily since. The average figure of the ten months contained in the last fiscal year, which ended with March, was $3,802,516, so that the April returns are nearly a million below the average. The returns for March were $3,404,571, and this, though it was an exception from a general decline was considerably below the average for the ten months during the which the Sales Tax was in operation last year.

What do these figures suggest as to the fruitfulness of the sales Tax under the new scale of rates? Another fact that has to be taken into account, is that last year, imports supplied little more than one-quarter of the revenue obtained by the sales tax. The total revenue of the ten months was $38,025,164; of which $27,900,669 came from domestic sales. Taking these two considerations into account, it would look as if the proceeds of the new tax would not be underestimated, if it were assumed that the domestic taxes are increased by fifty per cent., and the tax on imports by one hundred and fifty per cent. On this basis, taking the April figures as a starting point, you get the total revenue for eleven months under the new rates as $54,949,367; and adding the revenue of the year would appear likely to approximate $57,822,000.

That figure is not likely to be an under-estimate will be realized when it is recalled the decline in prices which has already greatly reduced the profitableness of the tax will, in all probability, affect the new rates further in the same direction in order to have a comprehensive view of the tax revenue from manufacturing and commodity sales, the 1920 yield from the 1 per cent. manufacturers' tax—being approximately $21,698,000—should be added to the above $57,822,000, making a total minimum estimate of $79,422,000, for 1921.

* * *

VALUE OF A PLEASED CUSTOMER

THE value or service to customers cannot be ever-estimated, according to the opinion of a retail grocer who lays special stress on this feature of his business. There is no doubt but pleased customers will do much to increase the grocer's trade. The personal endorsement of a retailer's goods serves to bring new business to the store.

Advertising in the newspapers will attract people to your store, competent salesmen and fair, satisfactory prices will sell the goods the first time, but it rests with the service and courtesy one shows these new customers together with the trust worthiness of the goods whether they become permanent ones. It is transforming an occasional purchaser into a regular one, that should be the particular object of every merchant.

In the selection of products merchants should have in mind the pleasing of their customers. Having his relations with his clients so pleasant that they will pass the good word along, will create a measure of good-will that will prove of lasting and profitable good to one's business.

* * *

EDITORIALS IN BRIEF

Life isn't in holding a good hand, but in placing a poor hand well, quoting a well known motto. The same can be applied to trade at the present time, the moral being that the grocer by exerting extra selling effort to certain lines, can maintain business at levels that compare favorably with a year ago.

Real Sales ability will always hold old and attract new customers. Keep a watchful eye on the man who has not this gift.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

J. L. Kraft of Chicago president of the Kraft-MacLaren Cheese Co. was in Montreal last week looking over the company's new plant on St. Paul St.

Henry Wright of Toronto, one of the directors of the Kraft-MacLaren Cheese Co., Ltd. was in Montreal last week on business.

J. G. Watson, Montreal was recently elected representative of the Qubec Retail Merchants' Association, on the Dominion executive.

MARITIMES

S. Allan Thompson, Donald W. Armstrong and T. M. Bell, all of St. Jonn, N.B. have been incorporated as McRae's Armstrong and Bell, Limited, to take over the brokerage business carried on by the members individually. The capital stock is $20,000, and the head office is in St. John.

Frederick J. McRae, Allen A. McRae and Hugh A. Carr, all of Campbellton, N.B. have been incorporated as MlRae's Limited, with capital stock of $40,000 with head office in Campbellton. The company is authorized to carry on general wholesale and retail mercantile business.

ONTARIO

As a means of encouraging citizens to spend their money in Hamilton stores, the Chamber of Commerce of that city has arranged for the showing of films there, with the argument "Buy in Hamilton" well emphasized.

W. J. Leece, has opened a new bakery in Bracebridge, Ont.

The resignation of Fred. Mason, president of the Shredded Wheat Co. Niagara Falls, Ont. is announced. Mr. Mason has been elected vice-president of the Sugar Refining Co., New York. He will continue as director and retain his substantial holdings in the Shredded Wheat Co.

The fourth attempt to blow up buildings in St. Catharines since a year ago last spring was made on Sunday last, when a bomb was placed at Titterington Bros.' fruit warehouse on Balfour Street. Two Italians caught running away from the building just after the explosion are being held.

The Somerville Paper Box Co., O-Pee-Chee Gum Company and the London Paper Box Co., all of London, Ont. combined forces on Saturday last and held a very enjoyable picnic at Port Stanley.

The council of New Toronto placed itself on record at a recent meeting as favoring the licensing of businesses in the town, the licenses to vary in amount according to the kind of business conducted. A by-law is to be prepared for adoption at the next council meeting.

The Roncesvalles avenue Business Men's Association, Toronto rcently held a picnic in High Park. The event was very largely attended by the merchants their employees, their wives, families, and friends. An interesting program of sports was run off, as well as a baseball match. Donald McLean and W. R. McCaw, grocer on Roncesvalles avenue were on the committee that looked after the arrangements.

The Canadian Wholesale Grocers Association have moved their offices from the Board of Trade Building, Toronto, to 35 Front St. East.

WESTERN

F. H. Semmens, manager of the Western Grocers Ltd., Saskatoon, was a visitor to the Office at Winnipeg, during the week.

R. B. Campbell of the W. L. MacKenzie & Co., Ltd., of Saskatoon, Sask., was a visitor to the head Office last week.

J. Rollo, manager of the Regina Branch of the W. L. MacKenzie Co., Ltd., is taking a months vacation, due to ill-health, and Harvey Waters of the Winnipeg Office, is filling his position during his absence.

"The World Would Perish If Retailer Were Done Away With"

Adressing a body of retail merchants the other day in Toronto, Wm. Pidgeon, Jr., of Rochester, N.Y. declared that the retail merchant held a strategic position in the world, not accessible to anyone else. People must go to him, he said, because he is the collector who makes the sensible, orderly, constructive grouping of materials which constitutes the treasure house of the world.

The retailer alone of all commercial agents of our economic system is able to unlock and interpret the material things of life," he added. "He alone touches the human procession from the human standpoint. In this he may be placed on a par with the preacher, who interprets spiritual things and the professor who interprets mental things".

"If to-morrow some sinister power would wipe out the retailer it would be only a few days till the world would be starving and freezing and dying".

"The retailer has, therefore, one of the greatest of all opportunities to pass out courage, patience and sympathy and the fine spirit of fairness through the great touch of human hearts with other human hearts."

One Of Montreal's Oldest Grocers Has Passed Away

MONTREAL, (Special).— The death occurred suddenly at Bic, Quebec, on Saturday, July 16, of Alexander Forrester Graham, proprietor of the George Graham retail grocery at the corner of St. Catherines and Drummond Streets, Montreal. Mr. Graham, who was in his sixty-seventh year, had not been in good health during the past year and had gone to Bic for the summer. Three of his sisters were with him when he died.

Mr. Graham entered the grocery business, founded by his fatherthe late George Graham, sixty years ago, at the age of thirteen years. He has now been in the grocery business for fifty-four years. The business was established on Notre Dame Street and later moved to Victoria Square. Thirty years ago the present store was built on the corner of St. Catherine and Drummond Streets and up to a few months ago Mr. Graham personally attended to the management of this store.

Mr. Graham, who was unmarried, is suxvived by four sisters. He was not only well known in the grocery business in Montreal, but through his connections in the grocery trade made many friends among the travellers from other places who come to Quebec.

The Bachelor: "A man must have a lot of trouble keeping a wife properly gowned these days!"

The Married One: "Not nearly as much as he'd have if he didn't.—Judge.

Canned Pineapple Industry Grows

Hawaii's Pack Sold or $31 000,000 Last Year

The rapid growth of the Hawaiian canned pineapple industry is described in a bulletin issued by the Natonal Canners' Assocation. In 1920, 144.000,000 cans of fruit were packed, while nineteen years ago there was only one cannery in Hawaii and this had a capacty of 48,000 cans.

The increase in production is indicated by the followng figures:

Date—	Number of cans packed in Hawaii
1901	48.000
1906	2.000.000
1911	17,520.000
1915	64.070.784
1920	144.000,000

As in other industries improvements have been brought about in pineapple packing. Canneries equipped with modern machinery, expressly for the handling of pinapple, and with a capacity running up to 900,000 cans a day from one cannery alone, work smoothly and efficiently to supply the demand. The four outstanding innovations which have contributed most to the advancement of the cultivation and canning of this fruit in Hawaii, are: The utilization of the iron sulphate spray to offset the lack of iron in the soil, the development of a mechanical coring and peeling machine, the invention of the slicer and, finally, the development of the "eradicator," which recovers the pineapple left on the skin of the fruit, after the first rough peeling has been done by machine.

In the packing of pineapple, the fruit is practically never touched by the human hand from the time it is peeled, the rubber gloves of the sorter being the nearest approach to it. As the pineapple canning industry is of recent growth all the factories and equipment are new.

To supply pineapple containers there already are two can making plants in operation in Hawaii. It required about 126,000,000 cans from these plants to take care of the 1920 pack. The pineapple business in Hawaii is second only to the sugar industry. In 1920 Hawaii's pneapple pack sold for $31,000,000

Approximately 20,000 people are engaged in the pineapple industry n Hawaii, according to a recent report. It is said that the industry occupies about 46,000 acres of land and that the number of people employed in the various operations of the industry range from a minimum of 5,000 in the slack season to a maximum of about 15,000 in the busy season.

WHAT ADVERTISEMENTS OF A RETAIL STORE MUST ACCOMPLISH

THE ADVERTISEMENTS of a retail store, to obtain and hold the interest of the reader, must do five things, according to an authority who addressed the retail section of the world convention of the Associated Ad. Club of the World. They are:

1.—Acquaint people with unfamiliar goods.

2.—Remind people of things they need.

3.—Give information about goods wanted.

4.—Develop a sense of value in the goods.

5.—Educate people how to use the goods.

Translating this into terms of the store, he continued it means:

1.—Move goods out of the store by telling people you have what they want.

2.—Stimulate interest in different kinds or similar goods.

3.—Sustain people's interest in the store between purchases or between visits.

4.—Dvelops a sense of value in the customer's mind.

5.—Multiply the customer's buying impulse. That is, induce the buying of merchandise which will leave so favorable an impression that customers will come back to your store for their other needs or wants.

In the preparation of advertising copy he said department managers and others could make their advertising interesting by following an outline like this:

chandise.

1.—Tell how you got the mer-

2.—What it is?

3.—What it is used for?

4.—Wbat it is made of.

5.—What colorings?

6.—How trimmed or ornamented?

7.—What size?

8.—Prices?

9.—Any other infrmation that would help in telling an interesting story to the public.

J. N. Hunter, with the California Associated Raisin Company, Montreal, has returned from an extended trip to California where he visited his principals. Mr. Hunter left in May. He returned home by way of Vancouver, Winnipeg and Toronto. D. H. Bottrill also of the Montreal office of the Associated Raisin Company met him in Toronto and spent a few days at a number of Ontario points before returning.

Oat Market Is Stronger With Heavier Demand

The oat market during the past month has been showing considerable strength. This strength is attributed to the fact that the old crop is becoming fairly well depleted under a heavy demand for feeding purposes The hot weather bringing about a drought, especially in the eastern provinces has created a demand that is little short of What will develop after the new crop phenonimal for this season of the year. and the demand which under present conditions will in all probability be a big one. The crop in Ontario appears to be light. In Western Provinces and in some parts of the east there are indications of a good crop but in other parts of the world, the crop reports are not very favorable.

On June 15, cash oats were selling at Fort William at 46⅝ cents per bushel and on July 15 the price was 53 cents per bushel.

This condition is reflected in a stronger market for rolled oats, both in bulk and in packages with a tendency for an advance on these lines.

Inquiry

Will you please advise me names of wholesale tobacco dealers in cigarettes in Toronto as I want to get in touch with them?
Ans.

Names of a number of the dealers in cigarettes were sent.

Would you be so kind to publish the names of a firm who manufacture raw wool into flannel.

Answer— W. J. Westwood, & Co., Hamilton, Ont., and Porritts & Spencer (Canada) Ltd., Hamilton, Ont.

BEFORE THEY'D GROWN

Mrs. Newlywed was determined not to show her inexperience when she started off on the shopping round for the first time.

Her first victim was the grocer.

"These eggs are very small," she said.

"I know it," answered the grocer, "but that's the kind the farmer supplies me with. They only arrived this morning."

"Yes," said the bride, seeing her opportunity to show that in spite of her youthful appearance, she was not to be trifled with. "That's just the trouble with these farmers; they are so anxious to get those eggs of their's sold that they take them too soon off the nest."

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

QUEBEC MARKETS

MONTREAL, July.— The grocery is steady with a good movement in nearly all lines and a noticeable improvement in buying. More confidence is demonstrated by the trade in lines that have been weak in the past. Rice is the most outstanding example of this since the market has strengthened up with better buying. In fruit lemons are still the feature with the high price. The prospects are good for domestic fruit this season and the apple crop will be heavy. The rains of the past week have improved the outlook for vegetables and already the prices on potatoes are easing off in prospect of a better crop. The supplies of local cabbages and cucumbers and other market garden produce are good and a ready market is offered with prices varying from day to day. There is a good market for canned goods and tomatoes. corn and peas are strong at the advanced price in view of the limited stocks on hand. There is little change in the tea market.

Canned Tomatoes Strong

Montreal.

CANNED GOODS.—There is no actual change in quotations on canned goods. The supplies of canned tomatoes, peas and corn on the local market warrant a strong price with a tendency towards an advance. Stocks are limited to a few warehouses. Other lines of canned goods are steady with a good market in view of the prices on fresh fruit and vegetables.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	4 40
Asparagus, imported (2½s)	....	6 00
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	....	1 65
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	29 0
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½ lb. tins	....	1 65
Tomatoes, 1s	....	1 65
Do., 2s	....	1 40
Do., 2½s	1 65	1 70
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, Standard	1 80	1 90
Do., early June	....	2 00
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80

CANNED FRUITS

Apricots, 2½ lb. tins	....	4 75
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Split Peas, per bag	....	5 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.		0 10
Do., 2½ lb.	....	5 00
Do., 2-lb.	....	4 00
Do., white, pitted	3 50	4 75
Gooseberries, 2s, heavy syrup doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	....	3 90
2½-lb.	5 00	5 25
1-lb.	....	2 90
Pears, 1s	....	3 20
Do., 2-lb.	....	4 10
Greengage Plums, hy. syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb.	....	2 25
Do., light syrup	....	2 00
Pineapples (grated and sliced), 2½ lb.	....	4 20
Do., 2-lb.	....	3 20
Do., 1-lb.	....	2 00
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
Rhubarb, preserved	....	2 80
Do., gallon	....	5 75
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25
Do., 1 gal.	....	12 00

Dried Fruits Active

Montreal.

DRIED FRUITS.—There is no change in the prices quoted on the dried fruit market. The trade in this line is reported to be in excellent condition with an active demand on all sides. Raisins are the strongest feature of the market and are holding firm in price with stocks on hand light. Other lines are steady except dried apples, which are easing up in prospect of the new crop.

Apricots, fancy	....	0 33
Do., choice	....	0 27
Do., slabs	....	0 22
Apples (evaporated)	....	0 12½ 0 15
Peaches (fancy)	....	0 23
Do., choice, lb.	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon, new pack	0 46	0 47
New Pack—		
Orange	0 48	0 49
Citron	....	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 22½
Do., 3 Crown	....	0 23
Do., 4 Crown	....	0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 ounces	....	0 27¼
Cal. Seedless, in bulk	0 18¼	0 19½
Cluster, 20 1-lb. pack	....	6 75
Currants, loose	....	0 15
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼s, lb.	....	0 40
Do., 2½s, lb.	....	0 43
Do., 2¾, lb.	....	0 45
Figs, white 70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20–30s	....	0 25
30–40s	....	0 19
40–50s	....	0 17
50-60s	....	0 13½
60-70s	....	0 12½
70—80s	....	0 11½
80—90s	....	0 10½
90—100s	....	0 09½

Walnuts and Peanuts Strong

Montreal.

NUTS.—The nut market is firm with strong tendencies continuing in walnuts and peanuts as a result of an active summer business. Prices on peanuts vary with the many qualities offered on the market. Walnut stocks are low with little prospect of replenishment to any great extent since stocks in both New York and France are reported short.

Almonds, Tarragona, per lb.	0 20	0 24
Do., shelled	....	0 54
Valencia Shelled Almonds	....	0 44
Chestnuts (Italian)	....	0 18
Cocoanut (shredded, bulk)	0 33	0 36

Filberts (Sicily), per lb.	0 17	0 18
Brazil nuts (new)		0 15
Do., Barcelona		0 15½
Peanuts, Jumbo		0 18
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java, No. 1		0 11½
Do., salted, red	0 21	0 23
Do., shelled, No.-Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.		0 38
Fancy splits, per lb.		0 35
Pecans, new Jumbo, per lb.		0 75
Do., large, No. 2, polished	0 29	0 30
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell		0 29
Marbot Walnuts	0 24	0 28
Do., new Naples		0 26
Do., shelled, Manchurian		0 68
Do., Bordeaux	0 63	0 68
Do., Chilean, bags, per lb.		0 40
Do., Spanish, shelled		0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

Lemons Hold High Prices

Montreal.

FRUIT.—Lemons are still the centre of interest in the fruit market. Prices are firm at the high level and the demand is still good with light supplies at hand. There is little change in the orange market. Niagara fruit is arriving here, but the service is poor and heavy losses are being experienced which keep the prices high. Montreal melons are plentiful and prices vary considerably as the supplies become more plentiful.

FRUIT—

APPLES—

Boxes, 175s, 216s		4 50
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96		5 75
Do., Porto Rico		5 00
Lemons, 300-360s	14 00	15 00
Cal. Val. Oranges, 200-250		5 75
Do., 150-176		5 25
Do., Blood Oranges, ½ boxes		3 75
Tangerines		4 25
Pineapples, 24s, 30s, 36s, crate		8 00
Watermelons, each		9 00
California Cherries, per box		5 50
Georgia Peaches, crate		5 00
California Peaches		3 00
California plums		3 50
Cantaloupes		6 00
California Plums		3 00

Cereal Market Quiet

CEREALS.—There is no change in cereals this week. Prices are steady with the usual light demand during the summer season since retailers are only carrying stocks for immediate requirements.

Oatmeal, gran., fine standard	3 60
Rolled Oats, 90 lbs.	3 15
Pearl Hominy	3 25
Cornmeal, Gold Dust Brand	3 25
Graham Flour, 98 lbs.	7 65
New Buckwheat Flour	6 75
Pot Barley	4 25
Pearl Barley	5 25
Beans, Ont.	3 50
Do., Can.	3 30
Lima Beans	0 10
Green Peas, dried	0 17
Ground Oil Cake, per bag	3 00

Good Market For Starch

PACKAGE GOODS.—Package foods are steady in price with a steady sale in all lines. The only change is a slight advance in the price of Health Bran which is now quoted at $3.50 per case of twenty packages. The reason for the new price on this cereal is that it is being packed in a new package with more weight. There is a good trade for all starches at this season and prices are firm.

Breakfast food, case 18			3 50
Cocoanut, 2oz. pkgs., doz.			0 78½
Do., 20-lb. cartons, lb.			0 36
Corn Flakes, 3 doz. case	3 40	3 55	3 75
Cornmeal, yellow, 24s			3 00
Do., 36s			4 16
Oat Flakes, 20s			4 80
Rolled oats, 20s			5 00
Do., 18s			2 00
Aluminum package, 20s			6 10
Oatmeal, fine cut, 20 pkgs.			6 75
Puffed Rice			5 70
Puffed Wheat			4 40
Farina, case, 24s			3 25
Hominy, pearl or gran., 2 doz.			3 00
Health Bran (20 pkg.), case			3 50
Pancake Flour, case			3 60
Do,, self-rising, doz.			1 50
Wheat Food, 18-1½s			3 25
Wheat Flakes, case of 2 doz.			2 95
Porridge Wheat, 36s, case			6 40
Do., 20s, case			6 50
Self-rising Flour (3-lb. pkg.), doz.			2 75
Do. (6-lb. pack.), doz.			5 40
Do., Buckwheat flour, per doz.			1 50
Corn Starch (preparde)			0 10⅛
Potato Flour			0 12½
Starch (laundry)			0 08⅛
Flour, Tapioca	0 15		0 16
Shredded Krumbles, 36s			4 35
Shredded Wheat			4 95
Cooked Bran, 12s			2 25
Euamel Laundry Starch, 40 pkgs. case			
Celluloid Stares, 45 pkgs., case			4 20
Package Cornmeal			3 00
Malt B'kfast Food (36 pkgs.)			9 50
Quaker 2-Minute Oat Food			1 80
Puffed Rice Pancake Flour			2 90
Egg Noddles, case 24			2 25
Macaroni			2 25
Quaker Quakies			3 40

Corn Syrups Steady

CORN SYRUP.—The corn syrup market is holding steady with a fair demand, considering the season. There is no change in molasses this week and prices have declined twice during the past month and are now fairly steady at the prices quoted below.

CORN SYRUP—

Barrels, about 700 lbs.	0 06½
Half barrels, about 350 lbs.	0 06¾
Quarter barrels, about 175 lbs.	0 07¼
2 gals., 25-lb. pails each	2 25
3 gal., 38½ lb. pails, each	3 25
5 gal., 65-lb. pails, each	5 20
2-lb. tins, per case	4 00
5-lb. tins, per case	5 30
10-lb. tins, per case	5 00

Barbadoes Molasses—	Price for Isld.	of Montreal
Puncheons		0 61
Barrels		0 64
Half barrels		0 66
Puncheons, outside city		0 58
Fancy Molasses (in tins)—		
16-oz. tins, 2 doz. case, per doz.		2 40
2-lb. tins, 2 doz. in case, case	4 40	7 25
3-lb. tins, 2 doz. in case, case	5 75	10 75
5-lb. tins, 1 doz. in case, case		8 95
10-lb. tins, ½ doz. in case, case		8 60

Rice Market Improves

Montreal.

RICE.—The rice market continues to show improvement with signs of a good future ahead. Primary markets show more strength and buying on local markets show improvement. The action of the Indian Government in withholding export licenses is to a great extent responsible for the strength of the market.

RICE—

Carolina, extra fancy		0 07
Do. (fancy)		0 06
Honduras, fancy		0 05
Rangoon CC, pre cwt.		3 90
Do., B, per cwt.		4 15
Texas rice		0 04½
Siam		0 06
Tapioca, per lb. (seed)	0 08	0 09½
Do. (pearl)	0 08	0 09½
Do. (flake)	0 08	0 09½
Honduras		0 07
Siam		0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

Tea Prices Unchanged

TEA.—There is very little change in the tea market. Dealers are looking forward to a lower price in Japan teas, but Ceylon and Indian stand firm with a fair trade passing. There is a lack of confidence in the tea market which is detremental to its strength. The stocks of teas carried by importers are, like the retail stocks, being cut down with the result that in the future the tea market will be more sensiive to the conditions in the primary market. At the present time prices are steady.

Ceylon and Indians—		
Pekoes	0 22	0 26
Broken Pekoes	0 32	0 40
Broken Orange Pekoes	0 48	0 55
Javas—		
Broken Orange Pekoes	0 48	0 55
Broken Pekoes	0 35	0 40
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
JAPAN TEAS (new crop)		0 77

Above retail prices range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 35	0 40
Orange Pekoes	0 37	0 45
Broken Orange Pekoes	0 37	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Spice Market Quiet

Montreal.

SPICES.—No change is reported in quotations on spices. The market is steady with a light demand, but dealers are looking forward to a more brisk business during the next month when retailers and wholesalers will be looking up for the Fall trade. Black pepper is the strongest feature of the market at the present time.

Allspice	0 18	0 20
Cassia (pure)	0 27	0 30
Cocoanut, pails, 20 lbs. unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 14
Cinammon—		
Rolls	....	0 35
Pure, ground	....	0 35
Cloves (ground)	0 40	0 45
Cream of tartar (French pure)	0 65	0 70
Do., American high test	0 75	0 80
Ginger (Jamaica)	....	0 30
Ginger (Cochin)	....	0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100 lb.	....	0 35
Do., ground, 1-lb. tins	....	0 45
Pepper, black	....	0 33
Do., white	....	0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 50
Tumeric	0 28	0 30
Tartaric acid per lb. (crystars or powdered)	0 95	00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 20

Good Crop Of Vegetables

VEGETABLES.—So far there is very little change in the vegetable market, but the rains of the past week should improve local conditions with a better supply in view and consequent easier prices. Cabbages and cucumbers are plentiful and are finding a ready market. The rains have so improved the prospect for the potato crop that market prices have already begun to show easier tendencies following a very strong tone. There is every indication that the local crop of tomatoes will be large and prices on imported tomatoes should ease up in view of this. Prices however show little change, but there should be an easier trend to the market through the week.

New cabbage	....	5 50
Montreal cabbage, per dozen	....	1 75
Celery, Florida, per crate	4 00	4 75
Do., California	....	11 00
Carrots, per bag	0 75	1 00
Montreal cucumbers, per doz.	....	1 75
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Lettuce	....	....
Parsley	....	....
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green, doz.	....	0 50
Potatoes, Mtrl. (90-lb. bag)	0 90	1 00
New potatoes, bbls., 190 lbs.	6 75	5 75
Do., sweet, hamper	....	5 50
New potatoes, per bbl.	....	6 50
New potatoes, per bbl.	5 00	7 00
Spinach, box	....	....
Spanish Onions, per case	5 00	5 50
Turnips, per bag	0 75	1 00
Red Onions, cwt.	....	3 00
Texas Onions, per crate	....	3 50
Yellow Onions, hamper 50 lbs	....	2 50
New Tomatoes, per crate	....	5 00
Mississippi flats, per box	....	2 75

ONTARIO MARKETS

TORONTO, July 20.— The butter and cheese markets continue with an upward trend attributed to the drought which has resulted in churning cream advancing four cents per pound. There is a good export demand which has also something to do with the stronger market. Eggs are easier and lower under smaller receipts and a lighter demand. Cooked hams have again advanced with a scarcity noted under a strong demand. Smoked hams and bacon are steady to firm while fresh meats are quiet. Ducklings and spring chickens are lower with fowl unchanged. Lard and shortening are firm at slightly higher prices.

Canned Meats Lower

Toronto.

CANNED GOODS.—A change in quotations is made on Clark's canned goods. No ½ tins roast and corn beef is quoted at $2.40 per dozen; all soups are now $1.20 per dozen with the exception of chicken which is $2.40 per dozen; pork and beans are also slightly easier, No. 1 tins are quoted at $1.20 per dozen, No. 1½ at $1.60, No. 2 at $2.80 and No. 3 at $2.45 per dozen. No official price has yet been named on this season's pack of strawberry jam, but some wholesalers are quoting fours at 67½ cents and 16 ounce jars at $3.00 per dozen. Tomatoes, corn and peas are firmer at slightly higher quotations.

Salmon—		
Sockeye, 1s doz.	3 20	3 80
Do., ½s, doz.	2 65	3 00
Cohoe, 1s, doz.	....	2 90
Do., ½s, doz.	....	1 90
Pinks, 1s doz.	....	1 45
Lobsters, ¼-lb., doz.	3 25	3 60
Do., ¼-lb. tins	1 95	2 40
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	....
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 65	1 75
Peas, standard, doz.	1 70	1 90
Do., Early June	....	2 15
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.	....	2 20
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 50	1 60
Pumpkins, 2½s, doz.	1 45	1 50
Spinach, 2s, doz.	....	1 60
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, p'served, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	4 75	5 00
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.	....	3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s,	4 50	5 00
Jams—		
Apricots, 4s, each	....	....
Blk. Currants, 16 oz., doz.	....	....
Do., 4s, each	....	....
Gooseberry, 4s, each	....	....
Do., 16 oz., doz.	....	....
Peach, 4s, each	....	....
Do., 16 oz., doz.	....	....
Red Currants, 16 oz., doz.	....	....
Do., 4s, each	....	....
Raspberries, 16 oz., doz.	....	....
Do., 4s, each	....	....
Strawberries, 16 oz., doz.	....	....

Dried Fruits Quiet

DRIED FRUITS.—This market is quiet locally, with a small movement noted. Brokers, however, report a good business on prunes for the Western provinces in preparation for the harvest season.

Candied Peels—		
Lemon	....	0 34
Orange	....	0 35
Citron	....	0 50
Mixed	....	0 40
Mixed, cut ready for use, No. 1 cartons, per doz.	....	4 60
Currants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	....	0 17
Do., Patras	....	0 17
Do., Vostizza	....	0 23½
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 50
Dromedary, 3 doz. to case	....	7 00
Fard, per box ap. 12 lbs.	....	3 25
Hallowee dates, per lb.	....	0 11
Figs—		
Smyrna layers, 4 Crn., lb.	0 30	0 32
Do., layers, 6 crn., lb.	0 36	0 38
Natural pulled, in bags	....	0 10½
Prunes—		
30-40s, 25s	....	0 20
40-50s, 25s	....	0 16
50-60s, 25s	....	0 13
60-70s, 25s	....	0 10
70-80s, 25s	....	0 09½
80-90s, 25s	....	0 09
90-100s, 25s	....	0 08
Peaches—		
Standard, 25-lb. box, pld.	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 19	0 30
Apricots—		
Fancy	....	0 46
Choice	....	0 42
Standard	....	0 34
Raisins—		
California, bleached, lb.	....	0 27½
Seedless, 15-oz. packets	0 27	0 29
Seeded, 15-oz. packets	....	0 28½
Crn. Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas, pkgs.	....	0 27
Thompsons, Seedless	....	0 28½
Valencia	....	0 23
Evaporated apples	0 14	0 15

Marrowfat Peas Higher

Toronto.

CEREALS.—The market generally is holding firm. Marrowfat peas have advanced to seven cents per pound. Whole wheat flour is up ten cents per bag now quoted at $4.95. Millers are holding rolled oats firm at $3.50 per bag, but wholesalers prices vary from $3.15 to $3.30 per single bag.

	F.o.b. Toronto
Barley, pearl, 98s	5 50
Barley, pot, 98s	4 75
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	6 00
Cornmeal, Golden, 98s	2 75
Oatmal, 98s	4 50
Corn Flour, 98s	3 75
Rye Flours, 98s	6 00
Rolled oats, 90s	3 15 3 30
Rolled wheat, 100 lb. bbls.	7 00
Cracked Wheat, bag	5 00
Breakfast Food, No. 1	6 00
Do., No. 2	6 00
Rice Flour, 100 lbs.	10 00
Linseed meal, 98s	6 50
Flaxseed, 98s	7 00
Peas, split, 98s	5 75
Marrowfat green peas	0 07
Graham flour, 98s	4 75
Whole Wheat Flour	4 95
Wheat Kernels, 8s	6 25
Farina, 98s	6 35

Lemons High And Scarce

Toronto.

FRUIT.—Lemons continue scarce although a shipment of Verdillis have arrived this week. The price, however, is firm at $15.00 per case, but it is expected if cool weather prevails prices will drop. Oranges are somewhat easier at $5.50 to $6.50 per case. Raspberries have been coming in poor shape, but it is expected that now with the change in the weather the quality will be better. Lawton berries are starting at 20 to 25 cents per box. The break in the hot weather with rains has had reviving effect upon the fruit crop and the quality arriving is very much improved.

Oranges, Valencias, 100s, 126s		6 00
Do., 150s, 200s, 216s, 250s		6 50
Grapefruit, Cubans		6 00
Bananas, Port Limons		0 09½
Lemons, Cal.		
Do., Verdillis		15 00
Watermelons, each		1 00
Peaches, 6 baskets to crate	5 00	5 50
Cantaloupes, Standard, 45s	6 50	7 00
Do., Flat, 15s		3 00
Cal. Plums, per box	2 00	4 00
Cal. Pears, per box		8 00
Cherries, sour, 11s	1 00	1 25
Do., sour, 6s	0 60	0 65
Gooseberries, 6s	1 50	2 00
Do., 11s	1 50	2 00
Blueberries	2 50	3 00
Lawton Berries	0 20	0 25
Red Currants, 6s	0 75	1 00
Do., 11s	1 50	2 00
Black Curantts, 6s	1 25	1 50
Do., 11s		3 00

Nuts Continue Firm

Toronto.

NUTS.—There is nothing new developed in the nut market. All lines continue firm under a fair demand.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.		
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack		7 50
Cocoanut, unsweetened, lb.		0 30
Do., sweetened, lb.		0 35
Do., shred.		0 25
eanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 20	0 22
Mixed nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 42	0 47
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.	0 73	0 75
Do., Manchurian	0 60	0 65
Do., broken	0 52	0 55
Peanuts, Spanish, lb.		0 10
Brazil nuts, lb.		0 75
Pecans, lb.		1 40

One Line Oats Lower

Toronto.

PACKAGE GOODS.—There is an active demand for package cereals with the market generally holding firm at unchanged quotations. Tillsons Aluminum package is reduced from $6.40 per case to $6.10.

PACKAGE GOODS

Rolled Oats, 20s, rd., case	5 00
Do., 20s, square, case	5 00
Do., 18s, case	2 00
Do., Aluminum Prem., 20s	6 40
Corn Flakes, 36s, case	3 55 3 75
Porridge Wheat, 36s, regular case	6 00
Do., 20s, family, case	6 80
Cooker Pkg. Peas, 36s, cs	2 85
Cornstarch, No. 1, lb. crtns.	0 10⅝
Do., No. 2, lb. cartons	0 09⅛
Laundry Starch	0 08⅛
Do., in 1 lb. cartons	0 08⅞
Do., in 6-lb. wood boxes	0 08⅞
Do., in 6-lb. tin canisters	0 12⅝
Celluloid Starch, case	4 15
Potato Flour, case 20 1-lb. pkgs.	2 50
Do., case 24 12-oz. pkgs.	2 30
Fine oatmeal, 20s	5 75
Cornmeal, 24s	3 00
Farina, 24s	3 25
Barley, 24s	2 75
Wheat Flakes, 24s	5 00
Wheat kernels, 24s	4 50
Self-rising p'cake flour, 24s	3 00
Buckwheat flour, 24s	3 50
Two-minute Oat Food, 24s	1 80
Puffed Wheat, case	4 40
Puffed Rice, case	5 70
Health Pran, case	3 50
F.S. Hominy, gran., case	3 00
Do., pearl, case	3 00
Scotch Pearl Barley, case	2 70
Self-rising Pancake Flour, 30 to case	4 20
Do., Buckwheat Flour, 30 to case	4 20
Self-rising Pancake Flour, 36 to case	7 15
Do., Buckwheat Flour, 18 to case	3 65
24s	2 90
Do., Pancake Flour, 18 to	
Puffed Rice Pancake Flour, case	3 65

Rice Market Strong

RICES.—The primary rice markets continue with a strong tone. It is reported that many of the Louisiana rice mills have sold out and have closed for the season. If this is correct, with the embargo on India rice and the opening of Cuban markets for Southern rice there is a strong possibility for higher prices in the near future. Local quotations are unchanged, but there is a strong tendency on the part of wholesalers to hold prices firm and there is a more stabilized tone to the situation.

Honduras, broken, per lb.	0 07½	0 08
Blue Rose, lb.	0 06½	0 07
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 07	0 07½
Tapioca, per lb.	0 07½	0 08

Syrups Unchanged

SYRUPS.—Corn syrups are steady under a quiet demand that is regulated by consumption. Molasses are easy and quiet.

Corn Syrups—

Bbls., about 700 lbs., y'low	0 06½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 60
Cases, 5-lb. tins, white, 1 doz. in case	5 90
Cases, 10-lb. tins, white, ½ doz. in case	5 60
Cases, 2-lb. tins, yellow, 2 doz. in case	4 00
Cases, 5-lb. tins, yellow 1 doz. in case	5 30
Cases, 10-lb. tins, yellow, doz. in case	5 00

C ne Syrups—

Barrels & half barrels, lb.		
½ barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	6 00	6 50

Molasses—

Fcy., Barbadoes, bbls., gal.		1 65
Choice Barbadoes, barrels		1 35
New Orleans, bbls., gal.	0 46	0 56
Do., half blls., gal.	0 46	0 48
Tins, 2-lb., table grade, case 2 doz., Barbadoes		7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes		10 75
Tins, 5-lb., 1 doz. to case, Barbadoes		8 95
Tins, 10-lb., ½ doz. to case, Barbadoes		8 60
Tins, No. 2, baking grade, case 2 doz.		4 20
Tins, No. 3, baking grade, case of 2 doz.		5 50
Tins, No. 5, baking grade, case of 1 doz.		4 60
West Indies, 1½s, 48s	4 60	6 95
case of 1½ doz.		4 25
Tins, No. 10, baking grade,		

Pickling Spice In Demand

SPICES.—Although the pickling season has hardly commenced, manufacturers report a big movement in pickling spices. Chillies are scarce and quotations firm at 50 cents per pound. The spice market generally shows little change with prices fairly steady.

Allspice	0 19	0 22
Cassia	....	0 26
Cinnamon	....	0 41
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	....	0 50
Pastry	....	0 28
Pickling spices	....	0 18
Mace	0 55	0 65
Peppers, black	0 19	0 20
Do., white	0 29	0 30
Paprika, lb.	0 60	0 70
Chillies, lb.	....	0 50
Nutmegs, selects, whole, 100s	....	0 35
Do., 80s	....	0 45
Do., ground	....	0 35
Mustard seed, whole	....	0 20
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Carraway seed, whole	....	0 30
Tumeric	....	0 30
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	....	0 40
American, high-test, bulk	....	0 40
2-oz. packages, doz.	....	1 25
4-oz. packages, doz.	....	2 00
8-oz. packages, doz.	....	3 50

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Sugar Drops 50 Cents

SUGAR.—Refiners announce a reduction of 50 cents on refined sugar. For the past couple of weeks there has been considerable irregularity in quotations by wholesalers. It is understood also that some of the refiners have been making certain concessions or rebates and this reduction brings the price on the official list in line with prices which have been quoted for the past ten days. There is only a fair movement of refined sugar locally considering the season of the year, owing to limitation of purchases by manufacturers who are ordinarily heavy buyers at this time of the year. The raw market during the week has been firmer with the American refiners advancing their prices.

St. Lawrence, extra gran., cwt.	8 59
Atlantic, extra granulated	8 59
Acadia Sugar Refinery, extra gran.	8 59
Dom. Sugar Refinery, extra gran	8 59
Canada Sugar Refinery, gran.	8 59

Differentials: Granulated, advance over basis; 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis. No. 1 40c; No. 2 50c; No. 3 60c.

Teas Unchanged

TEAS.—Ceylons continue to hold a firm position. Indias have also a firmer tendency. The local situation, however, is unchanged.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	0 32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson, thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Potatoes Higher

VEGETABLES.—New potatoes, imported variety, have advanced 50 to 75 cents per barrel, making No. 1s $7.00 to $7.50 per barrel. Local new potatoes are starting and are selling at $3.00 per bag. The crop of early potatoes this year is a light one. Out door grown tomatoes are arriving in fair size shipments both from Leamington and the Niagara district, prices are holding around $2.50 to $2.75 per 11 quart basket. Beans are plentiful at 40 to 50 cents per basket. Green corn is selling at $2.25 per bag containing seven dozen. Celery is arriving from local growers at 75 to $1.00 per bunch of 12 heads. Cabbage is plentiful and lower at 75 cents to $1.00 per dozen.

Cabbage, per dozen	0 75	1 00
Potatoes, per bag	0 70	0 80
Head Lettuce, crate	1 50	2 00
Tomatoes, 11 qt. bkt.	2 50	2 75
New Beets, per dozen	....	0 25
New carrots, per doz.	....	0 25
Green Peas, 11 qt. basket	0 75	0 80
Wax & green beans, 11-qt. bkt.	0 40	0 50
Cucumbers, 11 qt. bkt.	1 25	1 50
New Potatoes, bbl.	7 00	7 50
Celery, bunch of 12	0 75	1 00
Corn, 7 doz. to bag	....	2 25

Honey Unsettled

HONEY.—The ideas that dealers and producers have in regard to the price of this year's honey differ considerably. Producers are asking around 15 cents per pound, but dealers claim this is too high and are offering 11 to 12 cents. As far as we can learn, so far there has not been any sales made at either price. It is estimated that the carry over of last year's crop is about 15 per cent. Some of this is in dealers' hands and some remain with the producers.

Flour Holds Firm

FLOUR.—The market continues firm under a demand for immediate requirements. Whether this condition will last will depend altogether upon the wheat crop. The crop in the West has every indication for being a bumper one, but the reports for the world crop in general is none too promising, which will have some bearing on the flour situation. In the meantime flour is firmly held and will probably continue to do so until the end of August.

FLOUR—

Patents firsts, in jute bags, barrel	10 50
Do., seconds, in jute bags, per barrel	10 00

Millfeeds In Demand

Toronto.

MILLFEEDS.—There is a strong demand for millfeeds. The hot weather drying up the pastures to such an extent that many cattlemen are resorting to dry feeds. This condition exists more in the Eastern Provinces than in Ontario and the West. The market is firm at quotations given below.

WINNIPEG MARKETS

WINNIPEG, July 20.— Markets are showing a firmer tone. Canned goods on spot are practically cleaned up and higher prices are quoted for the new pack. The demand for dried fruits, is quiet, with the exception of raisins which advancing on the primary markets have shown an advanec. Spot stocks of old pack jam, are practically cleaned up and new prices are by both Eastern and Western manufacturers. Raw, and refined sugar, while advancing on the primary market, have shown a decline. The demand for fruits and vegetables is active with little change in quotation.

Coffee Unchanged

Winnipeg.

COFFEE.—The only change on the spot coffee market is a nominal advance in the prices of Rio due to the firmness of futures. Santos and milds are also unchanged and the market for all kinds is inactive. Locally the demand is showing a large improvement.

COFFEE—		
Rio, lb.	0 19½	0 20½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 28	0 30
Santos, lb.	0 27	0 29

Package Cereals Steady

CEREALS.—There are no price changes in this market, and the situation is fairly steady. There appears to be price cutting among the wholesalers on many lines of package cereals, although no price changes have been made by the manufacturers. The demand for the lighter breakfast foods is good. Bulk rolled oats has a tendency for higher prices. Beans are reported firmer.

PACKAGE CEREALS	
Rolled oats, 20s, rd. cartons	4 75 5 00
Do., 36s, cs, square, bkts.	3 50
Do., 18s, case	2 10
Corn Flakes, 36s, case	3 50 3 80
Cornmeal, 2 doz. case, case	3 40
Puffed Wheat, 3 doz. cs., cs	4 45
Puffed Rice, 3 doz. cs, case	5 75
Grape Nuts, 2 doz. cs., case	3 80
Package Peas, 3 doz. cs., cs.	3 00
Cream of Wh., 3 doz. cs, cs.	3 15
BULK CEREALS	
Rolled Oats, 80s, per bag	2 65
Do., 40s, per bag	1 40

Do., 20s, per bag	0 70
Do., split, yellow, 49s, bag	4 03
Do., 15-6s, per bale	4 05
Oatmeal, 98s, gran. or standard, bag	3 40
Wheat Granules, 98s, bag	6 50
Do., 16-6s, per bale	7 05
Peas, whole, green, 100-lb. bag, per bush.	4 50
Do., split, yellow, 98s, bag	7 95
Do., split, yellow, 49s, bag	4 00
Cornmeal, 24s, per bag	0 75
Do., 10s, per bale	3 65
Buckwheat grits, whole, 98-lb. bags, per bag	8 75
Beans, 100-lb. bags, bushel	3 70
Lima Beans, 100-lb. bgs., lb.	0 10½

Dried Fruits Quiet

DRIED FRUITS.—There is a quiet demand for dried fruits, with the exception of raisins. New apricots will be arriving shortly, and lower figures are expected. There is a steady demand for prunes, but with the approach of the harvest season, an improved demand is expected. The primary market remains firm, due to the export demand, but local quotations remain unchanged. Evaporated apples have shown a firmer tone and local wholesalers have advanced their prices.

DRIED FRUIT

Evaporated Apples, per lb.	0 15½
Currants, 90-lb., per lb. 0 18	0 19
Do., 8 oz. pkgs., 6 doz. cs, lb.	0 16¾
Do., Smyrna, per lb.	0 12½
Do., black, cartons, crtn.	0 60
Dates, Hallowee, bulk, lb.	0 11¼
Do., pkg., 3 doz. case, lb.	0 15⅞
Figs, Spanish, per lb.	0 15
Do., Smyrna, per lb.	0 23
Do., black, cartons, ctn.	1 00
Loganberries, 4 dz. cs., pkt.	0 30
Peaches, standard, per lb. 0 20	0 21
Do., choice, per lb 0 23	0 24
Do., fancy, per lb. 0 24	0 25
Do., Cal., in cartons, cart.	1 10
Do., unpitted, per lb.	0 10
Pears, extra choice, per lb.	0 25
Do., Cal., cartons, cart.	1 25
Prunes—	
30–40s, 25s, per lb.	0 21
40–50s, 25s, per lb.	0 16¼
50–60s, 25s, per lb.	0 14
60–70s, 25s, per lb.	0 12¾
70–80s, 25s, per lb.	0 11½
80–90s, 25s, per lb.	0 10½
90–100s, 25s, per lb.	0 08
In 5-lb. cartons, carton	0 68
Raisins—	
Cal., pkg., seeded, 15 oz., fcy., 3 doz. to cs., pkg.	0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.	0 27
Fancy, seeded, 11 oz., 4 doz. to case, per pkg.	0 23
Choice seeded, 11 oz., 4 doz. to case, per pkg.	0 22½
Cal., bulk, seeded, 25-lb. boxes	0 29
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	0 22
Do., buk, seedless, 25-lb. boxes, per lb.	0 28
Apricots, choice, 25s, lb.	0 30
Do., 10s, lb.	0 31
Do., Standard, 25s, lb.	0 27
Di., Standard, 10s, lb.	0 29
Do., fancy, 25s, lb.	0 35
Do., fancy, 10s, lb.	0 36

Fine Teas Advance

TEA.—Reports from the primary market state that there has been a sharp advance in prices on the fine grades of Ceylon teas; all teas of quality have been snapped up. There is very little movement of the lower grades. The trade locally is quiet and merchants are buying only what they need to keep up their assortment.

INDIA AND CEYLON—		
Pekoe Souchongs, 1st qual.	0 35	0 40
Do., second quality	0 32	0 35
Pekoes, first quality	0 40	0 42
Do., second quality	0 35	0 40
Broken Pekoe, first quality	0 42	0 48
Broken Orange Pekoe, 1st quality	0 50	0 60
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45
Broken Orange Pekoe	0 38	0 48

Jams Moving Freely

JAMS.—Prices on the new pack jam have been announced by both the Eastern and Western packers, and are quoted at 88 cents for fours, on strawberry, raspberry, black currant and loganberry. The old pack is pretty well cleaned up, and wholesalers expect to advance their prices to the above basis in the near future.

Eastern

Strawberry, 4s, per tin	0 86
Black Currant, 4s per tin	0 86
Raspberry, 4s, per tin	0 86
Apricots, 4s, per tin	0 80
Cherry, 4s, per tin	0 80
Peach, 4s, per tin	0 80
Compound (all flavors), 4s, tin 0 53	0 58

Western

Strawberry, 4s, per tin	0 95
Black Currant, 4s, per tin	0 95
Raspberry, 4s, per tin	0 95
Apricot, 4s, per tin	0 90
Cherry, 4s, per tin	0 90
Peach, 4s, per tin	0 90

Flour Market Firm

FLOUR.—The market continues with a firm tone under a fair demand. Quotations are unchanged.

98-lb. sacks	5 32½
Two 49-lb. sacks	5 40
Four 24-lb. sacks	5 50

Nuts Hold Firm

NUTS.—There is little change in the nut situation. Almonds and walnuts continue in a strong position. It is claimed that there is not more than three to four thousand cases of walnuts in France. Reports from Spain state that almonds are very scarce, and no question but higher prices will rule, as the new crop does not reach the Western market much before Christmas. Spanish shelled peanuts are slightly easier. Pecans are scarce and high. Brazils show no change.

NUTS, SHELLED—		
Almonds, per lb.	0 45	0 47
Spanish Peanuts, No. 1, lb.		0 12½
Pecans, per lb.		1 40
Walnuts, per lb.		0 75
NUTS IN SHELL—		
Peanuts, rsted., Jumbo, lb.		0 25
Walnuts, per lb.		0 25
Almonds, per lb.		0 25
Brazils, per lb.		0 25
Pecans, per lb.		0 28
Cocoanuts, per doz.		1 50
Cocoanuts, per sack		11 00

Syrups Steady

SYRUPS.—There is no change in the syrup situation. Buyers are not buying more stock than is actually needed, as the demand is very quiet.

CANE SYRUP—	
No. 2s	6 85
No. 5s	7 90
No. 10s	7 35
No. 20s	7 15
CORN SYRUP—	
Cases, 2-lb. tins, white, 2 doz. in case	4 65
Cases, 5-lb. tins, white, 1 doz. in case	5 75
Cases, 10-lb. tins, white, ½ doz. in case	5 50
Cases, 20-lb. tins, white, ¼ doz. in case	5 50
Cases, 2-lb. tins, yellow, 2 doz. in case	3 40
Cases, 5-lb. tins, yellow, 1 doz. in case	4 55
Cases, 10-lb. tins, yellow, ½ doz. in case	4 30
Cases, 20-lb. tins, yellow, ¼ doz. in case	4 30
MAPLE SYRUP—	
Pure, 2½s, tins, cs. of 2 doz.	24 85
Pure, 5s, per case of 1 doz.	22 65
Pure, 10s, per case of ½ doz.	21 05
TABLE SYRUP—	
Maple flavor, 2½s, tins, per case of 2 doz.	13 75
Do., 2s, tins, case of 1 doz.	12 00
Do., 1s, tins, case ½ doz.	11 50
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 30
3-lb. tins, 2 doz. case	11 60
5-lb. tins, 1 doz. case	9 50
10-lb. tins, 1 doz. case	9 20

Molasses quotations subject to 5 per cent. discount.

MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	5 25
2s, 4 doz. in case	5 00
2½s, 4 doz. in case	4 80
5s, 4 doz. in case	4 50
10s, 4 doz. in case	4 20

Starch Selling Freely

STARCH.—The sale of starch is showing a marked improvement. There is no change in quotations.

STARCH—	
Cornstarch, 1-lb. pkgs., lb.	0 09⅛
Do., No. 1 quality, per lb.	0 10⅝
Gloss, 1-lb. pkgs., per lb.	0 10⅞
Celluloid, 1-lb. pkgs., case	4 35

Rice Market Firm

RICES.—The rice market continues to rule firm, due largely to buyers taking the cheaper grades for export to France and Germany. Local prices remain unchanged. The demand for tapioca is only as required for present use, but the market is firm.

RICE—

No. 1 Japan, 100-lb. sacks, lb.		0 08
Do., 50-lb. sacks, lb.		0 08½
Siam, 100-lb. bags		0 06
Do., 50-lb. bags		0 06¼
Sago, sack lots, 130 to 150 lbs., per lb.		0 08¾
Do., in less quantities, lb.		0 09¼
Tapioca, pearl, per lb.	0 08	0 08½

Spice Market Steady

SPICES.—The spice market is quiet; some lines being in good demand while others are virtually neglected. Interest in peppers is sustained, although buying is on a moderate scale. Japanese red peppers are reported scarce. Cloves are showing a firmer tone, but the demand is quiet. Jamaica ginger is dull and slightly easier, as also nutmegs.

Allspice, Jamaica, best qual., lb.		0 28
Cassia, Batavia, per lb.		0 38
Do., China, per lb.		0 25
Chillies, per lb.		0 55
Do., No. 1, per lb.		0 53
Cinnamon, Ceylon, per lb.		0 85
Do., No. 0, carton, doz.		1 00
Cloves, Penang, per lb.		0 95
Do., Amboyna, per lb.		0 90
Do., Zanzibar, per lb.	0 55	0 60
Ginger, washed, Jamaica, No. 1		0 65
Do., Jamaica, No. 2		0 40
Do., Japan or Africa, lb.		0 30
Mace, extra bright Penang, lb.		0 80
Nutmegs, extra large brown, 70 to lb., per lb.		0 70
Do., lg. brown, 85 to lb., lb.		0 40
Do., med., brown, 110 to lb., lb.		0 38
Do., carton of six, per doz.		0 80
Pepper, blk., Singapore, ex., lb.	0 17	0 19
Do., white, per lb.	0 30	0 35
Pickling, ¼-lb. pkg., per doz.		1 00
Do., bulk, No. 1, per lb.		0 28

GROUND SPICE

Allspice, bulk, per lb.		0 25
Do., No. 2, per lb.		0 25
Do., 2 oz cartons		0 80
Do., 4 oz. cartons		1 20
Cassia, No. 1, bulk, per lb.		0 30
Do., No. 2, bulk, per lb.		0 25
Do., No. 1, 2 oz. cartons		1 00
Do., No. 1, 4 oz. cartons		1 50
Cinnamon, bulk, per lb.		0 45
Do., 2 oz. cartons		1 15
Do., 4 oz. cartons		1 75
Cloves, bulk, per lb.		0 65
Do., 2 oz., cartons		1 45
Do., 4 oz. cartons		2 00

Sugar Prices Lower

SUGAR.—The New York market on both raw and refined sugar is showing a firmer tendency. Canadian refiners prices on refined is lower, now quoted at $9.25 per hundredweight F.O.B Winnipeg.

Extra gran., bags, 100 lbs.		9 25
Do., gunnies, 5/20 lbs.		9 65
Do., gunnies, 10/10 lbs.		9 75
Do., cartons, 20/5 lbs.		9 85
Do., cartons, 50/2 lbs.		10 00
Yellow, No. 1 lt, bags, 100 lbs.		8 85
Do., golden, bags, 100 lbs.		8 75
Powdered Sugar, bbls.		9 65
Do., boxes, 50 lbs.		9 85
Do., boxes, 25 lbs.		10 05
Icing, barrels		9 75
Do., boxes, 50 lbs.		9 95
Do., boxes, 25 lbs.		10 15

LUMP SUGAR—

Soft Lumps, boxes, 100 lbs.		10 05
Do., boxes, 50 lbs.		10 15
Do., 25 lbs.		10 35
Do., cases, 20 cartons		11 00
Do., cases, 10 ½ cartons		11 85
Small Lump, boxes, 100 lbs.		9 95
Do., boxes, 50 lbs.		10 05
Do., boxes, 25 lbs.		10 25
Do., cartons, 50/2 lbs.		11 35
Hard Lump, barrels		10 25
Do., boxes, 100 lbs.		10 25
Do., boxes, 50 lbs.		10 45
Do., boxes, 25 lbs.		10 50

Canned Goods Firm

CANNED GOODS.—There is a marked demand for all lines of canned goods. Retailers' stocks are low, and present prices on many lines are below the prices on the new pack. The market in general is firmer.

Shrimps, 1s, 4 doz. case, doz.		3 05
Finnan Haddie, 1s, 4 doz. cs.	10 00	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, case	7 00	8 00
Do., imp., ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.		2 45
Do., ½s, 4 doz. case, doz.		4 20
Oysters, 1s, 4 oz., 4 doz. cs., cs		9 40
Pilchards, 1s, tall, 4 doz. cs, cs		7 10
Do., ½s, flat, 8 doz. cs., cs		9 00
Salmon—		
Sockeye, 1s, tall, 4 doz. case		21 00
Do., ½s flat, 8 doz. in case		22 00
R. Spring, 1s, tall, 4 doz. cs.		16 75
Do., ½s flat, 8 doz. case		18 25
Cohoe, 1s, tall, 4 doz. case		11 65
Do., ½s flat, 8 doz. case		16 50
Pink, 1s, tall, 4 doz. case		6 50
Do., ½s flat, 8 doz. case		8 25

CANNED FRUIT (Canadian)

Apples, 6 tins in case, per case	2 90	3 10
Blueberries, 2s, 2 doz. case		6 65
Cherries, 1s, 4 doz. case	7 00	8 00
Cherries, 1s, 4 doz. case	7 00	8 00
Pears, 2s, 2 doz. case	7 50	8 00
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. cs	6 50	7 00
Do., Lombard, light syrup, 2s, 2 doz. case	4 75	5 25
Do., heavy syrup, 2s, 2 doz. case	6 00	6 50
Raspberries, 2s, 2 doz. case	8 50	9 00
Strawberries, 2s, 2 doz. case	8 00	8 50

CANNED FRUIT (American)

Apricots, 1s, 4 doz. case		11 00
Peaches, 2s, 2 doz. case	6 50	7 50
Do., sliced, 1s, 4 doz. case		12 40
Do., halved, 1s, 4 doz. case		12 40
Peaches, 2½s, 2 doz. case		10 00
Do., 2s, 2 doz. case		8 25
Pears, 1s, 4 doz. case		12 00
Pineapples, sld., 2s, 2 doz. cs.		7 60

CANNED VEGETABLES

Asparagus Tips, 1s, tins, 2 doz. case, per doz.		4 75
Beans, Golden Wax, 1s, doz.	4 75	5 00
Beans, Refugee, 2s, 2 doz. case	4 75	5 00
Corn, 2s, 2 doz. case	3 00	4 00
Peas, Early June, 2s, 2 doz. cs.	4 50	4 80
Sw't Potatoes, 2-½s, 2 doz. cs.		7 00
Pumpkins, 2-½s, 2 doz. case	3 00	3 75
Sauer Krant, 2-½s, 2 doz. case		4 10
Spaghetti, 2 doz. case		2 15
Tomatoes, 2-½s, 2 doz. case	3 75	4 00
Spinach, 2-½s, 2 doz. case		6 55

Fruit Market Active

FRUITS.—The market is fairly active on all lines with prices generally tending easier. Raspberries and blueberries are arriving in good quantities and selling freely.

Oranges, all sizes, per case	0 700	
Lemons, per case		14 00
Bananas, per lb.	0 11	
Watermelon, per lb.		0 06
Grapefruit, California, 80s, cs		7 00
Apples, 150|163, per case		4 00
Do., 216, per case		2 50
Strawberries, B.C., per case		4 00
Cantaloupes, flats	3 00	
Peaches, per case	3 00	
Per basket		1 20
Plums, California, per case	3 00	3 50
Apricots, per case		2 50
Cherries, per case	2 50	3 00

Vegetables In Demand

VEGETABLES.—There is very little change in the vegetable market. The demand for all green goods is excellent. B.C. celery is quoted at 12 cents per pound. New potatoes are in good demand at $7.50 per barrel.

Rhubarb		0 02½
Spinach, per lb.		0 11
Cabbage, by the crate, lb.		0 07
Do., broken lots, per lb.		0 07½
Head Lettuce		
Do., per dozen		1 25
Leaf Lettuce, per dozen		0 25
Radishes, per dozen		0 25
Green Onions, per dozen		0 25
Cucumbers, Davids' hoth'se, doz.		3 50
Tomatoes,		3 50
Onions, Valencit, per lb.		0 06
Do., New Texas, Bermudas crt.		3 00
New Carrots, Beets and Parsnips, per lb.		0 06
Potatoes, per bushel		1 00
Do., 25 bush. lots, bush.		0 90

WHAT TO DO?

The mother of the young husband went to the bridal nest and found her daughter-in-law in tears.

"My child," she gasped, "what is the matter?" Has anything happened to George?'

"No" sobbed the young wife; "but my heart is b-b-breaking. He's taken to stopping out late at night!"

"What, already!" said his mother in consternation. It doesn't seem possible. How late does he stop out, dear—very late?"

"Well,' said the bride, "you know he usually leaves his office at half past five. The night before last he didn't get home till half past six and last night," she sobbed bitterly, "last night it was a quarter to seven! What shall I do?"

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE

CALGARY, ALTA., July 20.—Creamery butter advanced three cents per pound, the market is firm and further advances are expected. Crisco is up one cent per pound. Campbells soups are 50 cents per case higher. Tomatoes 2½s are quoted at $4.00 to $4.20 per case. Corn is firm and standard peas have advanced to $3.80 to $4.20 per case. Eggs are higher at $11.50 to $12.00 pr case. Choice pack B.C. raspberries 2s, are selling at $8.50 per case and strawberries at $8.40. Lard threes, advanced to $10.80. Smoked hams are one cent per pound higher. B. C. raspberries are selling at $3.50 per crate.

Beans, B.C., per hundred	4 95	5 50
Rolled oats	....	8 80
Rice, Siam	5 50	6 00
Japan, No. 1	7 50	8 00
Tapioca	6 75	7 25
Sago	6 75	7 25
Sugar, pure cane, gran., cwt.	....	11 52
Cheese, No. 1, Ont., large	0 20½	0 22½
Alberta cheese, twins	....	0 20
Do., large	0 20	0 21
Butter, creamery, lb.	....	0 38
Do., dairy, lb.	0 25	0 30
Lard, pure, 3s	11 50	12 00
Eggs, new laid, local, ss.	10 00	10 50
Tomatoes, 2½s	4 00	4 25
Corn, 2s, case	3 15	3 85
Peas, 2s, standard case	3 80	4 20
New early June peas, case	....	4 50
Strawberries, 2s, Ont., case	9 90	10 30
Raspberries, 2s, Ont., case	10 40	11 00
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 14	0 15½
Do., 25s, lb.	0 14½	0 16½
Peaches, evaporated, lb.	0 22	0 22½
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 08	0 08½
Do., 70-80s	0 08½	0 11
Do., 60-70s	0 12	0 12¾
Potatoes, local ton	25 00	0 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE

ST. JOHN, N.B., July 29.—Business is steadily improving, this past week being exceptionally good. The markets generally are showing an upward tendency. Granulated cornmeal advanced ten cents per bag. Sugars are down 50 cents. Cheese firmer at 25 to 26 cents per pound. Pure lard advanced to 18½ to 18¾ cents per pound. Creamery butter is higher at 35 to 36 cents, dairy at 28 to 32 cents and tub 26 to 30 cents. Old potatoes are in demand at $2.50 to $3.00 per bushel and new at $2.75 per bushel. Oranges are easier at $6.50 to $7.00 per case. Bananas are slightly firmer at 8½ to 10 cents per pound.

Cornmeal, gran., bags	3 40	3 65
Do., ordinary	....	2 30
Rollde oats	....	8 80
Rice, Siam, per 100 lbs.	6 50	7 00
Tapioca, 100 lbs.	8 00	10 00
Molasses	....	0 60
Sugar—		
Standard, granulated	....	8 45
No. 1, yellow	....	7 95
Cheese, new, twins	0 25	0 26
Eggs, fresh, doz.	0 35	0 36
Lard, pure, lb.	0 18½	0 18¾
Do., compound	0 13½	0 14
Tomatoes, 2½s, std., case	....	4 00
American clear pork	31 00	33 00
Beef, corned, 1s	....	3 45
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	0 35	0 37
Do., dairy	0 28	0 32
Do., tub	0 26	0 30
Corn, 2s, standard, case	....	3 50
Peas, standard, case	....	3 80
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Lemons, case	11 00	12 00
Oranges, California	6 50	7 00
Bananas, lb.	0 08½	0 10
Grapefruit, case	8 50	9 50
Potatoes, old, bushel	2 50	3 00
Do., new, bushel	....	2 75

Novia Scotia Markets

FROM HALIFAX, BY WIRE

HALIFAX, N.S., July 26.—Another drop in sugar is noted in this week's market. Granulated is now quoted at $8.45 and yellow at $7.95. Canned goods are generally firmer; tomatoes are advanced to $2.10, corn to $1.90 and peas to $1.95 per dozen. Creamery butter is firmer at 38 cents per pound and dairy at 30 cents. The season for Bermuda onions is over and Jersey take their place at $4.00 per basket. Bananas, oranges and grapefruit are all higher.

Flour, No. 1 patents, bbl.	11 00
Cornmeal, bags	2 50
Rolled oats, per bag	3 85
Rice, Siam, per 100 lbs.	0 06¾ 0 10
Tapioca, 100 lbs.	10 00
Sugar, standard, gran.	10 70
Do., No. 1, yellow	10 20
Molasses, gal.	0 70
Cheese, Ont., twins	0 20
Eggs, fresh, doz.	0 42
Lard, compound	0 14
De., pure, lb.	0 16
American clear pork, bbl.	31 00
Tomatoes, 2½s, standard, doz.	1 90
Breakfast bacon	0 48
Hams, aver. 9-12 lbs.	0 38
Do., aver. 12-18 lbs.	0 38
Do., aver. 18-25 lbs.	0 37
Roll bacon	0 33
Do., dairy	0 25
Butter, creamery, lb.	0 32
Raspberries, 2s, Ont., doz.	4 00
Peaches, 2s, standard, doz.	3 00
Corn, 2s, standard, doz.	1 65
Peas, standard, doz.	1 80
Strawberries, 2s, Ont., doz.	4 00
Salmon, Red Spring, flats, cases	....
Do., Pinks	7 00
New Beets, per dozen	0 75
New carrots, hamper	3 50
New spinach, bushel	0 75
Do., Chums	6 00
Evaporatted apples, per lb.	0 15
Dried peaches, per lb.	0 26
Potatoes, Nat., 90-lb. bag	1 25
Onions, Bermuda, case	3 50
Beans, white	3 35
Do., yellow eye	7 50
Banans, lb.	0 10 0 11
Lemons, Cal.	12 00
Oranges, all sizes	7 00 8 00
Grapefruit, Florida, case	8 50
Do., Jamaica	7 00 7 50
Oats, per bushel	0 75

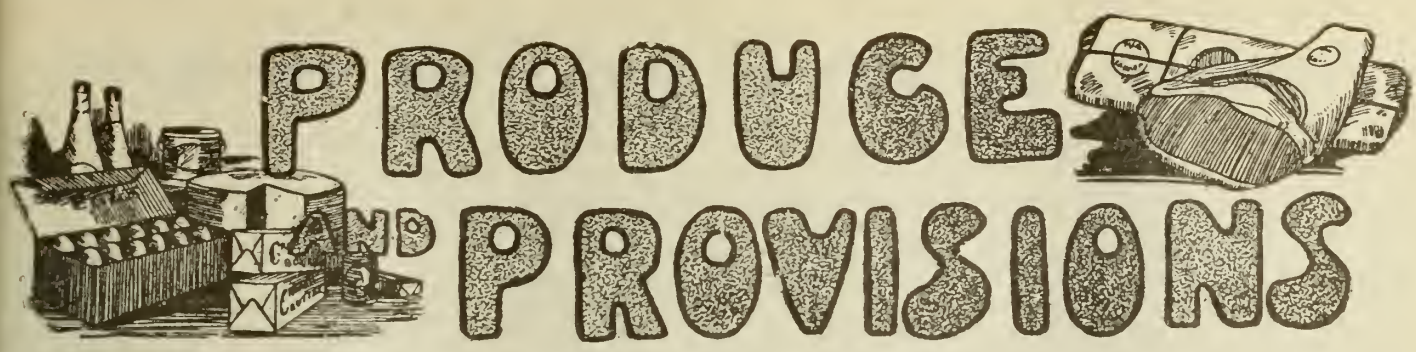
Say You Saw It In Canadian Grocer, It Will Help To Identify You.

READER'S NOTICE

Regarding

CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this advance notice. Be sure to give your old address as well as the new one.



Selling Cooked Meats Profitable in Summer

J. W. Jones, College Street, Toronto, believes cooked meats are profitable lines in these hot days—has a slicer which he states reduces waste to a minimum—increases turnover in past few weeks in spite of the fact that many grocery lines are moving slowly.

"WE have been selling two cooked hams daily, since this hot spell started," said J. W. Jones, grocer at 930 College Street, Toronto, told a representative of Canadian Grocer the other day. "Tongue is not such a big seller with us," he added. "Our sales of tongues have amounted to about three a week in the hot weather. People want the foods already prepared these days, and cooked ham is called for more than anything else."

Are Profitable Lines

Mr. Jones has solved the problem of selling smoked and cooked meats at a profit. He has very little waste from these lines, and believes that these meats constitute a profitable turnover well worth while. He has a good slicer located on one end of a counter running along the end of his store. Part of this counter, along side the meat slicer is enclosed in glass, and when the weather is not too hot, Mr. Jones displays cooked and smoked meats under this glass, resulting, he believes in greatly increasing sales. With his slicer, he states that he is able to cut up a ham without any waste worth speaking of.

Waste Is Very Slight

While the Canadian Grocer representative was in the store, Mr. Jones placed a ham on the slicer and showed just what waste there is, and it only amounted to a couple of slices of fat at the end. "I handle the same brand of bacon and hams all the time," he stated. I can depend pretty well on the quality of the same, and in my experience, I believe the best plan is to adhere to a brand that I know is giving real satisfaction to my trade. In these hot days when there is such a demand for cooked meats, the slicer renders service not only more economic, but quicker than in the old way or slicing by hand."

Turnover Is Increased

Discussing the matter of turnover the summer months with Mr. Jones, he stated that business was well maintained and that trade had even increased during the second week of July as compared with the first. Certain lines of groceries are moving slowly at the present, he remarked, "but cooked meats, fresh fruits, canned salmon and sardines are selling briskly."

Getting The Catch Trade

Mr. Jones' store is situated on College Street near the intersection of Dovgood deal of catch trade from people ercourt Road, and his store attracts a waiting for cars or even transfering from one line to another. "I use my window altogether for the display of fresh fruit," he told Canadian Grocer. "Not only in the summer months but throughout the year, I display fruits and fresh vegetables. I sell a lot of fruit twelve months of the year, and the window assists a great deal in the sale of it."

Introducing New Lines

Discussing the introducing of new lines, Mr. Jones spoke of recently stocking a line of pickles including pickled walnuts, and certain relishes. He had never before had them, but he has created a very encouraging demand for the same. They are high priced goods, and their reputation for quality is of the best. He introduced them to his customers by showing them over the counter, giving them his personal recommendation. They are now selling quite readily and he has had to give an order for another supply.

Send For Your Copy To-day

Because of an unusually well balanced and complete editorial service. The Financial Post of Canada is carefully read of Canada's foremost business executives—financial directors — salesmanagers and investors. It contains business and financial information valuable to any forward-looking business men.

One evening spent with it in the quiet of your home will answer all your questions about The Financial Post.

The Financial Post

143 University Avenue, Toronto

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, July20.— The interest in the produce market centres around dairy produce. Butter is advancing in price and now sells at varying prices with an active market both at home and abroad. A slight falling off in the demand for eggs for export seems to be the only factor that goes to keep the price from another advance. The consumption of fresh eggs locally is still large and the production remains about the same. The cheese market is strong with a good demand for export and an advance is quoted in the wholesale price. Hog prices are a little easier and dressed hogs have also dropped slightly. Cooked meats are stronger in consequence of the big demand. There is no change in the beef market. Lard is gaining strength. There is a good supply of all lines of fresh fish with slightly easier prices.

Higher Prices For Butter

Montreal.

BUTTER. The butter market continues to hold its strong position and prices were advanced through the week by 3 and 4 cents a pound. Prices vary for the different qualities and a margin of three cents stands between pasteurized creamery and fine creamery butter. Pasteurized in prints is selling at 43 and 44 cents per pound. Fine creamery in prnts is quoted at 41 cents while solids are selling at 40 cents. There is a good demand for butter both for domestic and export trade and the strength of the market is unimpaired.

Pasteurized Creamery	0 43	0 44
Creamery, prints	0 37	0 39
Do., solids	0 35	0 37

New Cheese Higher

CHEESE.—Further advances are quoted on the domestic cheese market as a result of an improved export demand and a lighter make of cheese as a result of the very warm weather. There appears to be a fairly stable strength to this market with an advance in the wholesale price to 25 cents a pound for the new make and 32 cents a pound quoted for year old cheese.

Large, per lb.	0 25
Twins, per lb.	0 25
Triplets, per lb.	0 25
Stilton, per lb.	0 25
Fancy, old cheese, per lb.	0 35
Quebec	0 25

Cooked Hams 60 Cents

COOKED MEATS.—There is no change in the quotations made on cooked meats although the whole market is strong under a keen demand for supplies owing to the hot weather. Cooked hams are selling at 60 cents a pound and will likely go higher.

Jellied pork tongues	0 38
Jellied pressed beef, lb.	0 37
Ham and tongue, lb.	0 42
Veal	0 30
Hams, cooked	0 57 0 60
Pork pies (doz.)	0 80
Mince meat, lb.	0 17½ 0 19
Sausage, pure pork	0 25
Bologna, lb.	0 14
Ox tongue, tins	0 59
Head cheese, 6-lb. tins, per lb.	0 16
Do., 25-lb. tin pails, lb.	0 15

Smoked Meats Firm

SMOKED MEATS.—Prices on smoked meets remain steady and unchanged with a firm tone due to a good demand for nearly all lines. Prices may be expected to at least remain steady if not moving upward. The good offerings of hogs and easier prices balances up the tendency towards a higher price following the increased consumption.

BACON

Breakfast, best	0 36	0 39
Smoked Breakfast	0 41	0 44
Cottage Rolls		0 33
Picnic Hams		0 23½
Wiltshire	0 34	0 39

MEDIUM SMOKED HAMS—

Weight, 8-14, long cut	0 37	0 38
Do., 14-20		0 36
Do., 20-25		0 34
Over 35 lbs.		0 30
Do., 25-35		0 31

Halibut Prices Easier

FRESH FISH.—Gaspe salmon is a little cheaper this week quoted at 23 cents. Fresh halibut is in good supply with an easier price. Mackerel is scarce but lake fish, trout and doree is in good supply.

FRESH FISH

Doree	0 20
Lake Fish	0 20
Gaspe Salmon	0 23
Halibut	0 21
Whitefish	0 18
Mackerel	0 13
Shore Haddock	0 07½

FROZEN FISH

Halibut, large and chicken	0 20	0 23
Haddock		0 07
Mackerel	0 15	0 16
Do., Western, medium	0 21	0 22
Steak Cod	0 07½	0 08½
Market Cod	0 06½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B.C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd.		0 11
Finnan Haddie	0 11	0 12
Fillets, 15-lb. box		0 17
Boneless Herring, per box		1 60
Smoked Herrings		0 21
Kippers, new, per box		2 75
Bloaters, new, per box		2 50
Smoked Salmon		0 35

SALTED FISH

Salted Trout, half barrel	12 00
Salted Salmon, barrel	27 00
Boneless Cod (20), per lb.	0 16 0 20

SMOKED

Chicken H'dies, 15-lb. box	0 07

Barrel Meats Unchanged

BARRELLED MEATS.—There is no change in the prices quoted on barrelled meats. The demand for domestic trade is light, particularly at this season.

Barrel Pork—

Canadian Short cut (bbl), 30-40	40 00
Clear fat backs (bbl.), 40-50 pieces	30 00
Heavy mess pork (bbl.)	31 00
Plate beef	23 00

Easier Pork Market

FRESH MEATS.—The hog market has eased up slightly this week with heavier offerings and a lighter demand. Selects are now selling at $13.00 per cwt. weighed off cars and dressed hogs are also easier. The choicest dressed young hogs are offered at 20 cents per pound. There is nothing on the market to warrant a higher price at the present time. Little change is noticed in the beef market. The demand is light at this season and still runs in one direction leaving prices low and stocks heavy of front quarter cuts.

FRESH MEATS

Hogs, live (selected off cars)	12 00 13 00
Abattoir killed, 65-90 lbs.	0 15 0 20

Fresh Pork—

Legs of pork (foot on)	0 28½ 0 29
Loins (trimmed)	0 29 0 30
Bone trimmings	
Trimmed shoulders	0 20 0 22
Untrimmed	0 16 0 18
Pork sausage (pure)	0 25

Fresh Beef—

(Cows)		(Steers)		
0 19	0 24	Hind quarters	0 21	0 26
0 08	0 11	Front quarters	0 09	0 13
0 27	0 30	Loins	0 33	0 36

More Strength To Lard

LARD.—The strength of the market has been maintained with a tendency towards another advance. There is a good demand for lard and buying is more free and heavier principally on account of the upward tendency of the market.

Tierces, 360 lbs.	0 16
Tubs, 60 lbs.	0 16½
Pails, 20 lbs.	0 17
Bricks	0 19 0 21

Egg Market Steady

EGGS.—The egg market has stood steady through the week and may be expected to remain the same for a little time. The receipts have kept up well and the domestic consumption is large, but the export demand which was responsible for the strong position has fallen off to some extent and the strength of the market is not so pronounced. Specials are quoted at 40 cents and fresh eggs at 35 cents. These prices vary even in the city limits and some eggs are quoted as high as 44 cents.

Fresh eggs, per doz.	0 40
No. 1, fresh	0 35

ONTARIO MARKETS

TORONTO, July 20.— Canned tomatoes, corn and peas are quoted higher. These lines are inclined to be scarce and with a liklihood of a short pack this year, the trade is looking for even higher prices. No official price have yet been named on this seasons pack of strawberry jam but some wholesalers are quoting which is considerably lower than last year. The cereal market generally is firm with millers firmly maintaining their prices but there continues to be irregularity in quotations by wholesalers. Some shipments of Messina lemons have arrived during the week, prices are still high but if cooler weatner prevails, a drop in price islikely. The primary rice markets show strength but there is no change in the local situation except that wholesalers are more inclined to hold quotations firm. Refiners announce a reduction on sugar. There is little change in teas, coffees and nuts. New potatoes are higher but other vegetables tend easier.

Butter Prices Higher

Toronto.

BUTTER.—The market continues strong with prices again advanced four cents per pound, bringing tthe price to 39 and 40 centts per pound. Ontario stocks of creamery butter, July first were 46,572 boxes, compared with 49,614 same date last year.

BUTTER—

Creamery prints	0 39	0 40

Cheese Again Moves Upward

Toronto.

CHEESE.—The market holds the same strong position as gained a couple of weeks ago. Quotations to the retail trade are advanced to 25 cents per pound. Some small lots of old cheese is available at 34 cents per pound. There still appears to be a diversity of opinion in regards to future condition of the market. Some dealers state that the present flurry is only temporary and that general business conditions do not warrant the present high prices and that the market will again be lower. Ontario stocks of cheese on July first were 9,835 boxes as against 8,446 at the same date last year.

CHEESE—

Large, new		0 25

Twins 1c higher than large.
Triplets 1½c higher than large.

Cooked Hams Scarce

COOKED MEATS.—There is a marked scarcity of hams, some packing houses being out entirely two and three days a week. This is due to the extra demand since the hot weather prevailed and the fact that packing houses are keeping purchases of hogs down to the lowest possible point. Cooked hams, ordinary round trimmed are quoted at 59 cents per pound, an advance of two cents over last week, with square trimmed selling at 62 to 63 cents. There is practically no change in quotations on other lines of cooked meats.

Boiled hams, lb.		0 59
Do., square pressed	0 62	0 63
Boiled shoulders, lb.		0 42
Head cheese, 6s, lb.		0 12
Choice jellied ox tongne, lb.		0 66
Jellied pork tongue		0 37
Bologna	0 15	0 17
Macaroni & cheese loaf, lb.		0 23

Above prices subject to daily fluctuations of the market.

Egg Market Easy

EGGS.—The market continues easy with quotations down one or two cents per dozen. The quality of eggs continues to be poor, dealers claiming that there is a great deal of waste and consequently are taking little interest in the market outside of buying only sufficient quantity to fill immediate wants, which has been considerably lessened since the hot weather commenced. Storage stocks in Ontario on the first of July were 98,303 cases against 121,351 cases in 1920 at the same date. Stocks of fresh eggs on July first were 14,666 cases compared with 12,677 cases last year on the same date.

EGGS—

Selects		0 41
No. 1	0 37	0 38
Selects in cartons	0 42	0 43

Fresh Meats Quiet

FRESH MEATS.—The hot weather has caused a big slump in the demand for fresh meats, consequently receipts have been light during the week which perhaps has something to do with the market holding at last week's quotations. If heavier receipts had been offered the big packers no doubt would have been successful in lowering prices.

Live, off cars, per cwt.	12 00
Live, fed & watered, cwt.	11 75
Live, f.o.b., per cwt.	11 00
New York shoulders, lb.	0 19

Hogs—

Dressed, light, per cwt.	17 00
Do., heavy, per cwt. 10 00	12 00
Live, off cars, per cwt.	11 75
Live, fed & watered, cwt.	11 50
Live, f.o.b., per cwt.	10 75

Fresh Pork—

Legs of pork, up to 18 lbs.	0 38
Loins of pork, lb.	0 30
Fresh hams, lb.	0 39
Tenderloins, lb.	0 50
Spare ribs, lb.	0 12
Picnics, lb.	0 18½
New York shoulders, lb.	0 9
Montreal shoulders, lb.	0 20
Boston butts, lb.	0 22½

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 21	0 24
Front quarters, lb.	0 06	0 08
Ribs, lb.	0 18	0 26
Chucks, lb.	0 06	0 07
Loins, whole, lb.	0 28	0 30
Hips, lb.	0 18	0 22

Cow beef quotations about 2c per pound below above quotations.

Fish Market Quiet

FISH.—There is little of interest to report in this market. The demand is quiet and quotations are unchanged.

FRESH SEA AND LAKE FISH

Cod Steak, lb.	0 09	0 10
Do., market, lb.		0 09
Halibut, chicken	0 16	0 17
Do., medium	0 22	0 23
Whitefish, Government		0 11½
Do., Georgian Bay		0 11½
Frsh Herring	0 10	0 11
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 16	0 17
Haddock	0 10	0 11
Spring Salmon	0 24	0 25
Mackerel	0 11	0 12

FROZEN FISH

Halibut, medium	0 22	0 23
Do., Qualla	0 09	0 12
Flounders	0 09	0 12
Pike, round	0 06	0 07
Do., headless and dressed		0 08
Salmon, Cohoe		
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11

SMOKED FISH

Haddies, lb.	0 10	0 12
Fillets, lb.		0 17
Kippers, box	2 25	2 75
Bloaters		2 00

PICKLED FISH

Salmon Snacks, lb.		0 24
Labrador Herrings, kegs, 100 lbs.		6 25
Do., bbls., 200 lbs.		11 75
Do., pails, 20 lbs.		2 00
Holland Herrings, Milchers		1 15
Do., Mixed		1 00

Lard Market Steady

LARD.—There is practically no change in the market. Quotations on one pound prints remaining at 17 cents and on the tierce basis 15 cents per pound.

LARD—

1-lb. prints	0 17
1-lb. tierces, 400 lbs.	0 15

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Hams and Bacon Steady

PROVISIONS.—There is little change to this market, whih is steady to firm under an active demand.

Hams—

Small, 6 to 12 lbs.		0 41
Medium, 12 to 20 lbs.		0 41
Large, 20 to 35 lbs. ea., lb.	0 35	0 37
Heavy, 35 lbs. and upwards		0 34

Backs—

Boneless, per lb.		0 46
Rolled, per lb.		0 50
Peameal		0 43

Bacon—

Breakfast, ordinary, per lb.	0 27	0 41
Do., special trim		0 45
Cottage rolls		0 31
Roll, per lb.		0 26
Wiltshire (smoked sides), lb		0 32
Do., three-qharter cut		0 37
Do., middle		0 39

Dry Salt Meats

Lond clear bacon, av. 50-70 lbs.	0 20

Do., av. 80-90 lbs.	0 20
Clear bellies, 15-30 lbs.	0 18
Fall backs, 10-12 lbs.	0 16

Out of pickle prices range about 2c per pound blow corresponding cuts above.

Barrel Pork—	
Mess Pork	33 00
Short cut backs, 200 lbs.	39 00
Picked rolls, bbl., 200 lbs.—	
Lighweight	46 00
Lightweight	46 00
Heavy	41 00

Above prices subject to daily fluctuations of the market.

Shortening Up Half Cent

SHORTENING.—The market is firmer at 16 cents for one pound prints and 12¾ cents per pound on the tierce basis.

1-lb. prints	0 16
Tierces, 400 lbs.	0 12¾

In 60-lb. tubs ½ cent higher than tierces, pails ¾ cent higher and 1-lb. prints 2 cents higher than tierces.

Ducklings Lower

POULTRY.—Receipts of ducklings and spring chickens are increasing with prices somewhat lower. Other quotations are unchanged.

Ducklings	0 24	0 35
Chickens, spring	0 45	0 50
Ducklings	0 40	0 45

Prices Paid by Dealers

	Live	Dssd.
Turkeys	0 30	0 40
Chickens, spring	0 30	0 40
Roosters	0 14	0 18
Fowl, over 5 lbs.	0 23	0 25
Fowl, 4 to 5 lbs.	0 20	0 20
Fowl, under 4 lbs.	0 18	0 18
Ducklings,	0 35	0 35
Guinea hens, pair	1 25	1 50

Prics quoted to retail trade: Dressed

Turkeys	0 55	0 60
Hens, heavy	0 30	0 32
Do., light	0 28	0 30
Chickens, spring	0 50	0 55
Ducklings		0 48

WINNIPEG MARKETS

WINNIPEG, July 20.— The produce and provisions markets continue with a firm tone with tendencies for advances on most lines. Butter and cheese are higher. Light receipts of eggs are causing advanced prices. Cooked ham is showing a firmer tone under a heavy demand. Fish quotations are well maintained. Shortening advanced during the week.

Cheese Market Higher

Winnipeg.

CHEESE.—There is a firmer tone to the cheese market with prices advanced to 25 cents per pound.

Ont., large, lb.	0 25
Ont., twins, lb.	0 25½
Ont., triplets, lb.	0 26
Stilton cheese, large, lb.	0 30

Higher Prices For Butter

BUTTER.—The strength which has characterized the local butter situation lately has been more pronounced and the best creamery butter has advanced to 40 cents per pound, and tendencies point to higher prices. Good supplies are arriving and the demand is showing an increase.

BUTTER—	
Creamery, best table grade	0 40
Dairy, best table grade	
Margarine	0 24

Egg Prices Advance

EGGS.—A firmer feeling prevails in the egg market owing to smaller receipts a decrease in production throughout the country and higher prices being offered by Eastern packers. There is a big demand. Prices quoted show an advance. New laid eggs are selling at 44 cents per dozen with No. 1 candled quoted at 32 cents.

Cooked Hams Higher

COOKED MEATS.—Under stimulus of an active demand and a higher and firmer market for hogs, cooked meats have again advanced. New quotations are as follows:

Hams—	
Bset q'lty, skinned, 8-13 lbs.	0 57
Do., 13-16 lbs.	0 52
Roast Ham, lb.	0 57
Roast shoulders, lb.	0 38½
Head Cheese, 1-lb. tins	0 21
Jellied Ox Tongues, lb.	0 65
Pork tongues, lb.	0 42
Luncheon Cooked Meats, lb.	0 22

Poultry Unchanged

POULTRY.—There is no change in quotations on poultry. Spot stocks are low, and few live poultry is arriving.

D.P. Chickens, 3½ lb. & under	
Do., 3½ lbs. and over	0 49
D.P. Fowl, 3½ lbs. and under	0 33
Do., 3½ lbs. and over	0 34
Turkeys, mixed weights	

Smoked Hams Higher

PROVISIONS.—Following the higher prices on hogs, smoked hams have advanced. Bacon so far has shown no change, as the demand is not as great as for hams.

8 to 16 lbs., per lb.	0 44
16 to 20 lbs., per lb.	0 43
Boneless, 8-16 lbs., per lbb.	0 48
Skinned, 14-18 lbs., per lb.	0 47
Skinned, 18-22 lbs., per lb.	0 47
Back, 6 to 10 lbs., lb.	0 53
Cottage Rolls, boneless	0 31
Bellies, 6 to 10 lbs., per lb.	0 40

Shortening Advances

LARD.—The shortening market continues strong with quotations slightly advanced, now quoted at 14½ cents in tierces. Lard shows no change.

Pure lard, No. 1 qualty, per lb. (in tierces 400 lbs.)	0 16
Do., wooden pails, 20-lb. pails	3 80
Shortening (wooden pails, 20-lb. pails, per pail	3 60
Short'ing, tierces of 400 lbs.	0 14½

Fish Prices Steady

FISH.—There is very little change in the fish market. The demand is good for all kinds of fish, particularly salmon and halibut. Quotations remain unchanged.

Do., broken cases		
Do., in 15-lb. cases, lb.		0 15
Black Cod, lb.		
Brills, lb.		0 09
Herring, Lake Superior, 100 lbs. sacks, new stock		3 50
Halibut, chicken, cases 300 lbs.		0 15½
Do., broken cases		0 16½
Jackfish, dressed		
Pickerel, case lots		
Salmon—		
Cohoe, full boxes, 300 lbs.		0 19
Do., in broken cases		0 20
Red Spring, in fill boxes		
Do., broken cases		
Soles		0 09
Baby Whites or Tubilecs		
Whitefish, dressed, case lots		0 13½
Do., broken cases		0 14½

SMOKED FISH

Bloaters, Eastern National, case	3 50
Do., Western, 20-lb. boxes, box	2 10
Haddies, 30-lb. cases, lb.	0 14
Do., in 15-lb. cases, lb.	0 14
Kippers, East. Nat., 20 count, per count	3 75
Do., West. 20-lb. boxes, box.	2 25
Fillets, 15-lb. boxes, lb.	0 20

SALT FISH

Steak Cod, 2s, Seely's, lb.	
Acadia Strip Cod, 30-lb. boxes, lb.	
Acadia Cod, 12-2s, wood boxes, lb.	
Do., 20-1s, tablet, lb.	
Holland H'ring, Milkers, 9-lb.	
Do., pails, per pail	1 35
Do., mixed, 9-lb. pails, per pail	1 25
Labrador herrings, 100-lb. bbls., per barrel	7 00

Hog Market Firmer

FRESH MEATS.—The hog market has shown a firmer tone and advanced 25 cents per cwt. Live selected hogs are quoted at $11.50.

Selected, live, cwt.		11 50
Heavies	8 50	10 50
Light	11 50	12 00
Sows	5 50	7 50

Fresh Pork

Legs of pork, up to 35 lbs. lb.	0 23	0 31
Spare ribs		0 18
Loins of pork, lb.	0 29	0 32
Fresh hams, lb.	0 25	0 33
Picnics, lb.		0 18
Shoulders	0 16	0 20

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 15	0 20
Front quarters, lb.	0 06½	0 08½
Whole carcass, good grade, lb.	0 10½	0 13
Mutton—		
Choice long hinds (legs and lions)		0 26
Choice Stews		0 7½
Lamb—		
Choice, 30-45 lbs.		0 28
Veal—		
Good veal, 40 to 80 lbs., hind quarters		0 25

DAVIES HEADCHEESE

Now that the weather is becoming so much warmer, there is every opportunity for a dealer to increase his volume, by featuring a line of cold luncheon delicacies, which are admirably suitable for summer trade. Davies Headcheese is one of these jellied meats which commands ready sale, because of its quality and consistency, being of good texture, with no small particles of bone or gristle.

There are many other lines of Cooked and Jellied Meats which can be featured to good advantage as cold luncheon specials, and which are bound to create demand. Make your customers know you carry them.

A few of these are :—

"Peerless" Bung Bologna,
Davies Jellied Hocks
Davies Pressed Beef,
Davies Jellied Pork Tongue,
Davies Jellied Veal,
Davies Ox Tongue,
"Perfection" Cooked Square Hams,
"Perfection" Cooked Square Rolls,
"Perfection" Roast Hams,

We solicit your enquiries for any of the above, or will gladly supply you with a list of our complete lines, upon request.

Write us to-day. Special attention given to Mail Orders.

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

MONTREAL SYDNEY HAMILTON

For Dainty Summer Lunches Recommend . . . . .

'Brunswick Brand'

Sea Foods

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Check over your stock today and order a good supply of these popular lines.

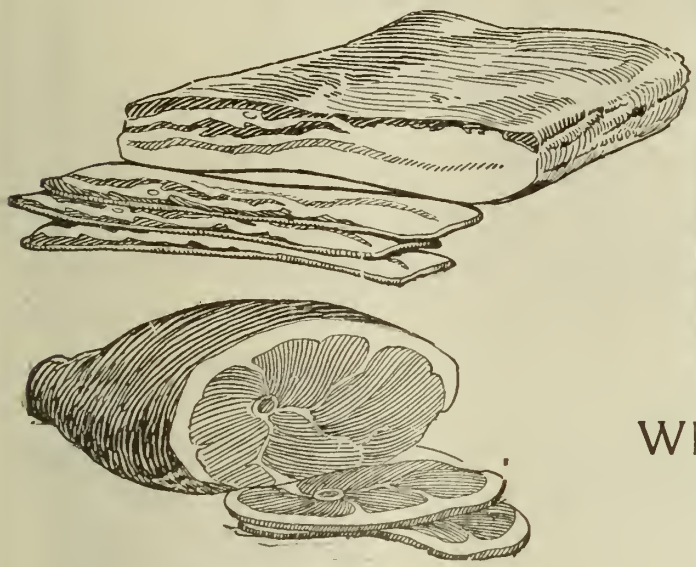
Brunswick Brand Sea Foods require no cooking and are therefore ideal for preparing warm weather luncheons and hurry up meals. Keep your stock well displayed as their advantages are so obvious that a mere display and a little reminder will increase your profits enormously.

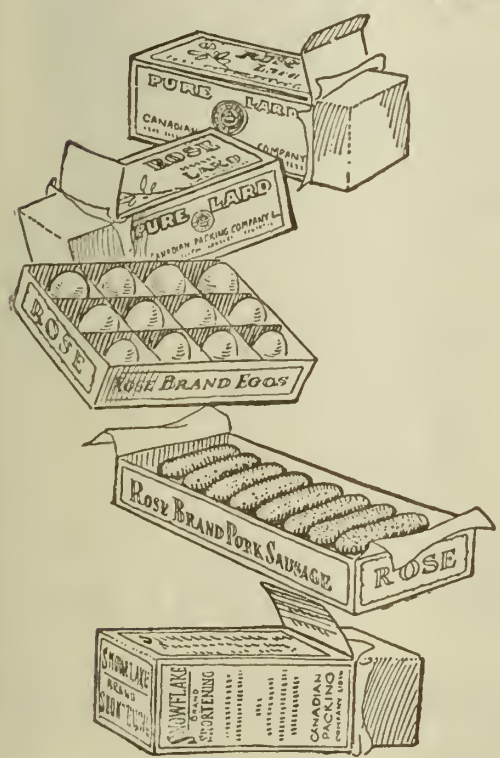
Connors Bros., Limited

BLACK'S HARBOR, N. B.

Winnipeg Representatives:

Chas. Duncan & Son, Winnipeg, Man.





What Are You Going to Sell Her?

It is for you to say whether she will ever come back or not What are you doing to sell her? The best that is to be had—or something indifferently good? Something that is going to bring her back—or something that will send her elsewhere in future. Thousands of dealers—men who are making money—have solved this problem by selling Rose Brand Products—the purest, most wholesome, delicious and appetizing foods human skill can prepare. And their increased sales—their well pleased customers bear out the wisdom of their course. You, too, will find it profitable to carry only Rose Brand Products.

CANADIAN PACKING CO., LIMITED

Toronto - - - Ontario

Packing Houses	Branches
Brantford	Fort William
Toronto	Sudbury
Peterboro	Sydney, N. S.
Montreal	Charlottetown, P. E. I.
Hull	Winnipeg, Man.

ROSE BRAND

"EASIFIRST"

Every Package Means

A Sure Sale
A Good Profit
A Pleased Customer

Gunns LIMITED

"The more they have
The more they want"

WEST TORONTO ORDER TO-DAY Phone Junc. 3400

The Star System

For Safe Egg Handling

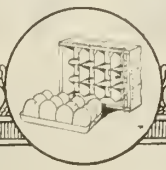
EFFICIENT DELIVERY SERVICE PAYS

Gets trade. Holds trade.

MAKE your delivery efficient. STAR EGG CARRIERS and TRAYS save time in the store and on the wagon. Most convenient for the housewife.
Prevent breakage—eliminate complaints.
Let us show you how in actual figures.
Cost less to use.

JOHN G. ELBS - ROCHESTER, N. Y.

STAR EGG CARRIER & TRAY M'F'G COMPANY



1037 JAY STREET ROCHESTER NEW YORK

ARM & HAMMER

SAL SODA

No Wrapping
No Weighing
Saves Time
and Money

Arm and Hammer Brand Sal Soda in handy 2½ lb. cartons will be greatly appreciated by your customers. Don't waste time, paper and twine weighing out and packaging Sal Soda. Give your customers Arm and Hammer, the strongest and best in convenient cartons.

There are 36 of these 2½ lb. packages to a box. At your wholesalers .

CHURCH & DWIGHT, LIMITED
MONTREAL

BLISS NATIVE HERBS

BLISS NATIVE OIL

BLISS NATIVE BALSAM

MADE IN CANADA

Our Advertising Makes Sales Our Free Goods Make Profit

We Buy Back Unsaleable Goods

ALONZO O. BLISS MEDICAL COMPANY

124 St. Paul Street East, Montreal, Quebec

Hot Weather Fruits for for the Tourist Trade

With so many visitors and holiday seekers throughout the province the following fruits find quick sale

BARTLETT PEARS and PLUMS

GEORGIA PEACHES

CANTALOUPES

LEMONS ORANGES BANANAS

Watermelons Tomatoes Corn

CUCUMBERS COCOANUTS etc.

All the above lines are received regularly from the best source of supply and are priced always in accord with the market conditions.

Prompt and efficient attention to orders.

WHITE & CO., LTD.

Fruits of Quality TORONTO

Car of

Paprus Pie Plates

Price Right

WALTER WOODS & Co.

Hamilton and Winnipeg

PRIDE OF CANADA

Pure Maple Syrup

Will please your most particular customers.

Guaranteed Absolutely Pure.

Have a good Stock on hand for the Summer and Fall Trade

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can. J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

OFFICES: 58 WELLINGTON ST.W.,MONTREAL

When You Are In Need Of
GRAPE JUICE
REMEMBER THAT

MARSH'S
GRAPE JUICE

Is priced to enable you to sell at popular prices and that the result of stocking Marsh's is larger sales and more profit.

ORDER MARSH'S

The quality is right too

The Marsh Grape Juice Company

Niagara Falls, Ont.

Agents for Ontario, Quebec and Maritime Provinces:
The MacLaren Wright, Ltd.
Toronto and Montreal

Agents for British Columbia:
F. G. EVANS CO. Ltd.
Toronto and Montreal

ERUSTO

THE NEW DISCOVERY FOR REMOVING RUST AND IODINE STAINS

From all kinds of silks, cottons, woollens, colored goods, etc., without injury to the most delicate fabric.

ERUSTO is a long felt want in every household. Here is your chance to make many an extra dollar by supplying your trade with this wonderful discovery. Guaranteed to do work instantly and satisfactorily.

We require representatives in every province — "write us"

National Specialty Company
95 Canning Street, Montreal

INDEX TO ADVERTISERS

A

Arsenis & Co. 12
Artist Supply Co. 47

B

Birdland Society 8
Bain & Co., Donald H. .. 8
Bliss Alonzo Medical Co. 45
Bush & Co., W. J. 14
Bowser & Co. Ltd., S. F 15

C

Canada Barrels & Keg Ltd 47
Can. Milk Products Co. 16
Can. Postum Cereal Co. Ltd 1
Can. Packing Co. Ltd. .. 43
Channel Limited, Inside Front cover
Church & Dwight 44
Clark & Sons, D. W. ... 11
Clark Ltd., W. 3
Codville Co. 10
Connors Bros., Ltd. 42

D

Davies & Co., Wm. Ltd. 41
Dayton Scale Co. back cover
Dominion Slicer Corp. .. 13
Dobree Samuel & Sons . 13
Duncan & Sons, C. 8

E

Eddy Co., E. B. 14
Escott Co., Ltd., W. H. 10
Estabrooks Co., Ltd., T. H. 15
Eureka Refrigerator Co. Ltd. 7
Edmond Jos. 12

F

Frost Moorman & Co 11

G

Gunns Ltd. 44

H

Hamblin-Brereton Co. Ltd 11
Hanson, Co., Ltd., J. H. 12
Hayne, John 47

I

Imperial Grain & Milling Co. 7
Imperial Oil Co. 6

K

Kennedy Mfg. Co. 7
Kidd, T. Ashmore 11

L

Lachaine, Geo. D. 12
Laing & Waters 11
Lake of the Woods Milling Co. 5
Langley Harris & Co. Ltd. 11
Lambe W. G. A. & Co. 11

M

Mann Co., C. A. 11
Magor Son & Co, ... 16
McLauchlan, J. K. 11
McLay Brokerage Co ... 8
Macdonald Reg., W. C. . 2 and Front cover.
Mackenzie, W. L. 8
Maple Tree Producers' Assn., Ltd. 45
Marsh Grape Juice Co. . 46
Mickle, Geo. T. 11
Moore & Co. R. M. 47

N

Nagel Mercantile Agency 48
National Cash Register Co. 4
National Specialty Co. . 46

O

Oakey & Sons, Ltd., John 10
O'Donnell & Co., John J. 11

P

Patrick & Co., W. G. .. 11
Pennock & Co., H. P. .. 9

R

Red Rose Tea 15
Rock City Tobacco Co. . 13
Ross Can Co. 47

S

Scott Bathgate Co., Ltd. 10
So-Clean Ltd. 47
Soper E. N. & W. E. .. 11
Star Egg Carrier Co. .. 44
St. Arnaud Fils Cie 12
Stickney & Poor Spice Co. 7

T

Thum Co. (Tanglefoot) O. & W. 47
Tippet & Co., Ltd. 12
Toronto Pottery Co., Ltd. 47
Toronto Salt Works 47
Trent Mfg., Co. 47

W

Wallace Fisheries Ltd. .. 9
Watson & Truesdale 9
White & Co. 45
White Cottell's 47
Woods & Co., Walter .. 45
Williams Storage Co. .. 9
Wiley, Frank H. 8

BUYERS' MARKET GUIDE
Latest Editorial Market News

Stoneware Jars
Flower Pots
Tea Pots
Glassware

Please ask for copy of latest catalogue

The TORONTO POTTERY CO, Limited
Toronto

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

BARRELS
From 5 to 50 Gallons. For Liquid Containers
PROMPT SHIPMENTS
CANADA BARRELS & KEGS, Limited
WATERLOO, ONT.

Your Wants
are many here below. Use the Want Ad. page and get rid of a few of them.

SMYRNA RAISIN CROP LOOKS PROMISING

A despatch from Turkey on the raisin crop says, "A good raisin crop is expected, which should total about thirty thousand to thirty-five thousand tons. So far the weather has been favorable, although August may yet spring some surprise. On the whole, however, the crop prospects are excellent."

LEMON SITUATION

Lemons continue to be quoted at a high figure; whether this will continue will all depend upon weather conditions. There is a good crop in California. The Italian crop is not a large one, but there is a better demand in Europe for the Italian variety. If the weather remains hot for the balance of the summer, lemons will likely continue higher on account of the heavy demand but if cooler weather prevails which will result in a lesser demand, then lower prices can be expected.

BREAK? NO FEAR IT'S AN R.M. FLEXIBLE
Before Burning
After Shaping on burner
GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE. SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
R.M. Moore & Co., Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

TANGLEFOOT
PRODUCTS
STICKY FLY PAPER, STICKY FLY RIBBON, TREE TANGLEFOOT, ROACH AND ANT POWDER.
THE O & W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

SIGN WRITING
Do your own Card Writing
Write for our Catalogue which will tell you what you need. Best goods at Closets Prices.
ARTIST'S SUPPLY CO.
77 York St., Toronto
Mention this paper when writing

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

Experienced Grocery Clerk wants position. At present in charge of store in Toronto. Desires change in wholesale or retailer anywhere in Ontario. References. Box 64 Canadian Grocer, 153 University Ave., Toronto, Ont.

Northern Ontario Salesman residing in the territory seeks Candy and Druggists lines, if you want regular and consistent trade get in touch with Box 60 Canadian Grocer, 153 University Ave., Toronto, Ont.

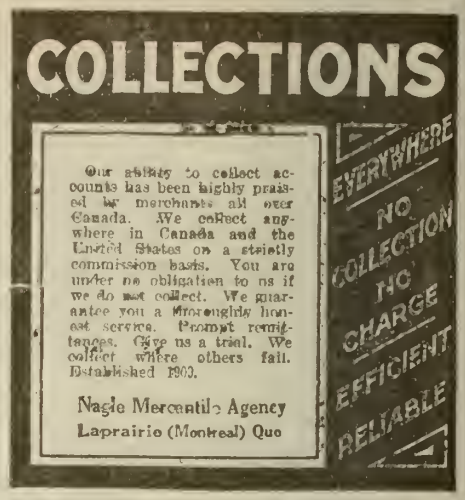
Partner wanted for Grocery store with $2,500.00 to invest. A good opportunity for live man. Replies confidential. Box 62, Canadian Grocer 153 University Ave., Toronto, Ont.

Two experienced butchers wanted in a busy county town store. Give references and previous experience, also wages. Apply, Box 56 Canadian Grocer 153 University Ave., Toronto, Ont.

FOR SALE

For Sale:— General store, groceries, boots and shoes and drygoods, also ice cream parlor attached. Doing very good business, located in best stand in town near C. P. R. roundhouse and station and chemical plant. Stock will be reduced if desired. All new fixtures and most up-to-date general store. Must be sold quickly. Owner going on extended trip, reason for selling. Apply Box 939, Trenton, Ont.

General store for sale in small village in country near town of Renfrew, Ont., five miles from station. No opposition. Power line passes door. Electric lights about to be installed. Situated on country highway. School and Presbyterian Church in village. Turnover about ten thousand could be increased to sixteen or seventeen thousand. Apply Box 58. Canadian Grocer, 153 University Ave. Toronto, Ont.


COLLECTIONS
Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1903.
Nagle Mercantile Agency
Laprairie (Montreal) Que
EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

British Business—Do you want a good distributing house to push your goods. Agents all over Britain. Commission representation, or sole buying arrangement. Box 97, MacLeans, 88 Fleet St., London, England.

Say you saw it in Canadian Grocer; It will help to identify you.

Send For Your Copy To-day

Because of an unusually well balanced and complete editorial service. The Financial Post of Canada is carefully read of Canada's foremost business executives—financial directors—salesmanagers and investors. It contains business and financial information valuable to any forward-looking business men.

One evening spent with it in the quiet of your home will answer all your questions about The Financial Post.

The Financial Post

143 University Avenue, Toronto

Coca-Cola

TRADE MARK REGISTERED

DELICIOUS and REFRESHING

Feature it regularly and add dollars to your profit column

There is no bigger favorite anywhere than Coca-Cola.

Wide-awake Grocers are selling this popular drink—suggesting it by the bottle and by the case—and putting good, sound profits in their cash registers as a result.

Why leave all this extra business to the other fellow?

"Get in" on it right now. Order a stock of Coca-Cola today. Hang up our free advertising signs in your store. Then watch it move—and your increased profits.

THE COCA-COLA CO.
WINNIPEG
TORONTO

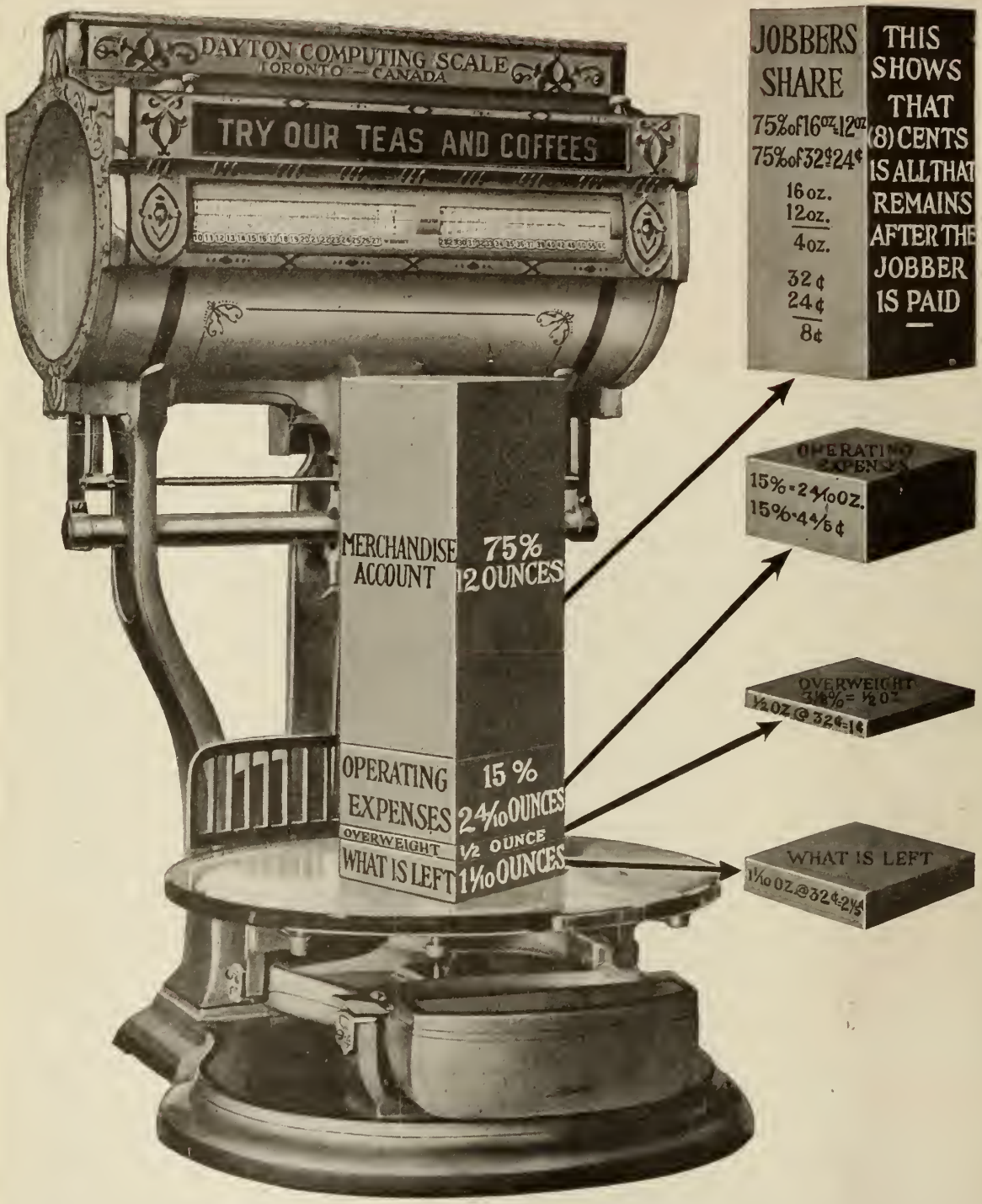
10T

D

Will you have it when they call?

The Fag-end of this Pound is Yours

—Why give part of it away in overweights?



One pound at 32 cents

The package shown on the scale weighs one pound.

We have divided it into four parts.

It shows how a pound of merchandise is divided to meet its cost.

We have given this weight a value of 32 cents per pound (the average cost of merchandise).

Each item of expense and loss is represented by a division.

Note carefully that you have but 2 1-5 cents remaining out of the pound of merchandise after you have accounted for the many charges against it. Ten per cent of the pound is rightfully yours.

10 per cent of 32 cents—3 1-5 cents.

Consider this pound of goods at 32 cents. This price includes 10% or 3 ½ cents for profit. PAPER profits are easily made. ACTUAL profits must come from "WHAT IS LEFT" of your pound after jobber and overhead are paid.

"What is left" depends largely on the correctness of your weighings.

Did you ever figure it out this way:

If you are the average merchant making 200 weighings a day at the average value of 32 cents a pound, your profits will amount to 200 x 3 1-5 cents or $6.40 NET PROFIT BUSINESS per day and in 312 working days you will do 312 x $6.40, or $1,996.80 net profit business for the year.

IT'S THE HALF OUNCE YOU MUST WATCH.

200 x 1-2 ounce, at 32 cents a pound—$2 a day.

312 x 2—$624 for a year.

Measure this against the price of a Dayton Scale and you'll see why the Dayton is so costly to be without.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

Frank E. Mutton, Vice-President and General Manager

HEAD OFFICE AND FACTORY - Royce and Campbell Avenues, Toronto

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also Manufacturers of International Time Recorders and International Electric Tabulators and Sorters

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV. PUBLICATION OFFICE: TORONTO, ONT., JULY 29, 1921 No. 30

THE SPOON INSIDE

Will start a sale but quality is necessary to bring repeats. MINTO shows all there is in tea—quality and strength. Poor tea at any price will not bring a second order.

BLACK

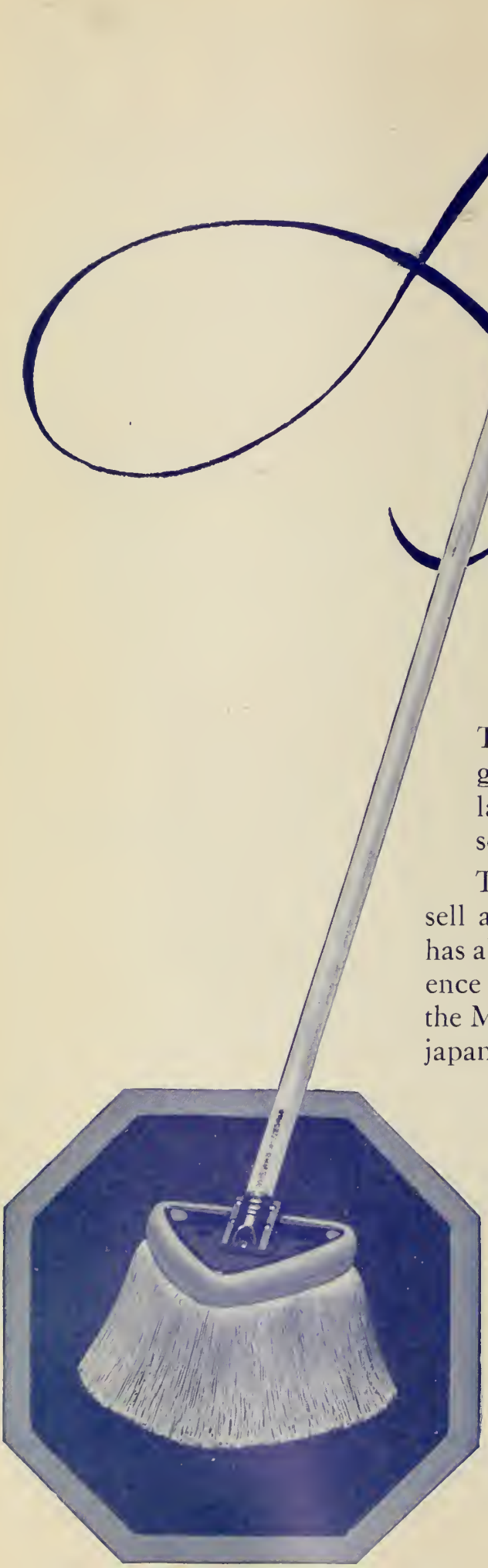
MIXED

(All Rights Reserved)

½ Pound and coupon	1 Pound and spoon	2 Pounds and fork	3 Pounds and knife
48c lb.	48c lb.	48c lb.	48c lb.

Minto Brothers
284 Church St.
Toronto, Canada

For Quebec
A. Dumoulin & Co.
157 Commissioners St. East
Montreal



Announcing No. 15

O-Cedar Polish Mop

To Sell at, Complete, $1.25

To meet the demand—which we believe exists generally—for a Mop as good in every particular as the regular O-Cedar Polish Mop, but somewhat lower in price.

To place in your store a "Polish" Mop you can sell at $1.25—explaining to your customers that it has all the quality of the larger one—the only difference being that it is 1 1-2 inch smaller diameter than the Mop you sell at $2.00; and the steel centre is not japanned. Price includes handle.

To enable you to say "Here's the best Mop value ever offered in Canada—treated with O-Cedar Polish, just like the large Mop that has proved so great a success as a floor polisher."

We are now ready to ship this new Mop---order through your jobber.

CHANNELL LIMITED

Toronto

Borden's ST. CHARLES Brand Milk

"With the Cream Left in."

—A size for every need

Sells itself

You don't have to waste any selling effort on BORDEN'S ST. CHARLES MILK. It's half sold before you place it on your counters.

Years of quality leadership have built up for it a reputation from coast to coast—a reputation that, backed by a continuous, national advertising campaign is ringing up unusually good profits for Grocers who sell this rich, pure, country milk "with the cream left in".

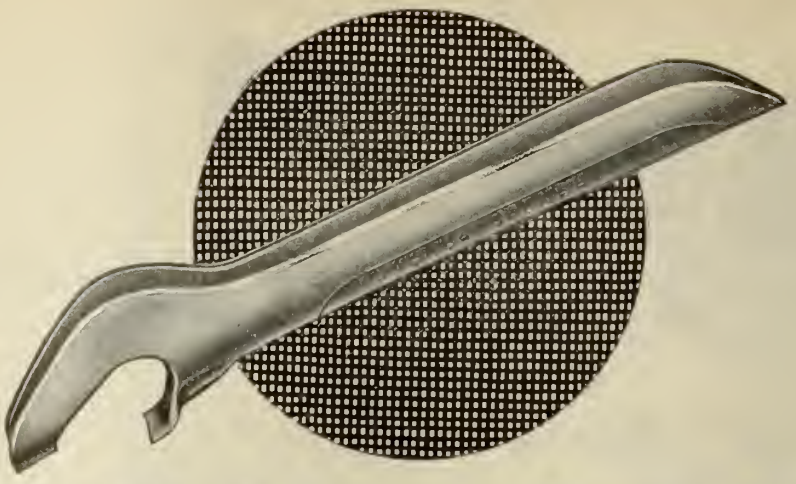
BORDEN'S LINES

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK- SQUARE PACKAGES
"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK

Just keep your ST. CHARLES stock well displayed—it will sell itself.

The Borden Co. Limited
The Leaders Since 1857
Montreal and Vancouver

Every Housewife Will Want One!



Retails for

5c

ANCHOR OPENER

"Removes the Cap without Mishap"

Fill a Long-felt Want

Here is a chance to sell your customers the handiest and most satisfactory opener ever made for removing caps from jars and tumblers sealed with "Anchor" and similar caps.

You know that goods sealed with "Anchor Caps are the best to handle. They don't leak and they don't spoil. Your customers like them, too, for this same reason. And they will like them all the more when they learn that these snug-fitting caps can now be lifted off in less time than it takes to tell it, by means of the "Anchor Opener." That is why you should have a supply of "Anchor Openers" on your counter.

The "Anchor Opener" fills a long-felt want. **Your customers will actually be grateful to you** for selling them this ingenious device that takes lids off **without fuss, muss or trouble...** Every "Anchor Opener" you sell makes a satisfied customer—and a satisfied customer is our best advertisement.

By displaying the handsome "Anchor" Carton on your counter you should sell an "Anchor Opener" to practically every customer, and many of these will pass the good word along to their friends.

Order a Display Carton of Anchor Openers for Your Counter.

Packed three dozen in a handsome Counter Display Carton, $1.20 per Carton net to you. Selling price, 5 cents each. You make 60 cents on each carton—a profit of 50 per cent.

DON'T DELAY—SEND IN YOUR ORDER TO-DAY!

Anchor Cap & Closure Corporation

Of Canada, Limited

WALLACE AVE. - - - TORONTO

THE ANCHOR OPENER MEANS PROFIT FOR YOU—GET BUSY!

OPPORTUNITY

TO MAKE REAL MONEY IS NOW BEFORE YOU

As we have decided to devote all our time to the sale of food products, we are going to sell our entire stock of these machines, along with the moulds, dies and patent rights and machine for making Ball Gum. In fact everything that is connected with the machine and the gum. The business is already well established and will make a bunch of money for some good smart man, who has the time, money and energy to devote to the production and sale of this little money-making silent salesman, which has already proved itself a success on the market. The entire Ball Gum business with patents, etc., will be sold at a reasonable figure, with reasonable cash payment and terms arranged for the balance.

To the man or men who want to make money honestly and quickly, and have at least $2,000 to invest in a proposition of this class, communicate with Harry Horne, 1297 Queen St. W., Toronto, in care of

THE HARRY HORNE CO., LTD.

Golden Gate (BRAND) SUMMER DRINKS

We are mighty busy at the moment with Golden Gate Summer Drinks.

8-oz. Bottles	$2.25 doz.	14-oz. Bottles	3.25 doz.
20-oz. Bottles	$4.25 doz.	1-Gallon Jars	$3.25 Gal.

Golden Gate Brand is the concentrated Fruit Juice, added to a heavy Syrup and attractively packed. It is produced in ORANGEADE, LEMONADE, LIMEADE and CHERRYADE.

It is built up to a strength where it may be diluted 1 part to 10 parts of water and produce a real Drink.

For fountain use and use in coolers, it is made in up to a strength of 16 to 1 and this strength is sold only in one-gallon jars in the four varieties above mentioned, and the price is $4.50 per gallon, and makes 16 gallons of finest fruit flavored beverage. Bottles are packed 2 doz. to case. Gallon jars, 2 jars to case.

The weather man figures there are Two Months of Hot Weather ahead of us, so mail in your orders for a sample case of each line. 5% discount will be allowed if this advertisement is attached to your order. Orders shipped same day as received.

THE HARRY HORNE CO., LTD.

Makers and Distributors of good things to eat and drink.

1297-99 Queen St. West - - TORONTO, CANADA

CLARK'S SPAGHETTI

With Tomato Sauce and Cheese

Delicious Eating - Reasonable in Cost

Display It - It Sells Itself

CLARK'S CORNED BEEF

The Favorite for Cold Lunch

Let your customers know you have it

CLARK'S PORK & BEANS

With Tomato, Chili or Plain Sauce

Just as good as ever,
Just as popular, and
Just your best seller.

W. Clark, Limited

MONTREAL

PERFECTION COOLER.

Extra Profits

There isn't room in every store for a Soda Fountain, but every merchant can make big--extra profits with a PERFECTION COOLER.

With a "PERFECTION" on the counter filled with iced Golden Orange or Limo Lemon--your customers will find it very hard to resist.

Orangeade is a year 'round repeater--the fastest seller and biggest profit earner of all the fruit drinks.

Write us To-day while the hot season is on.

PERFECTION COOLER COMPANY, LIMITED

27 Alice Street, Toronto

MACDONALD'S

Increased Sales—Quicker Turnover—More Profit

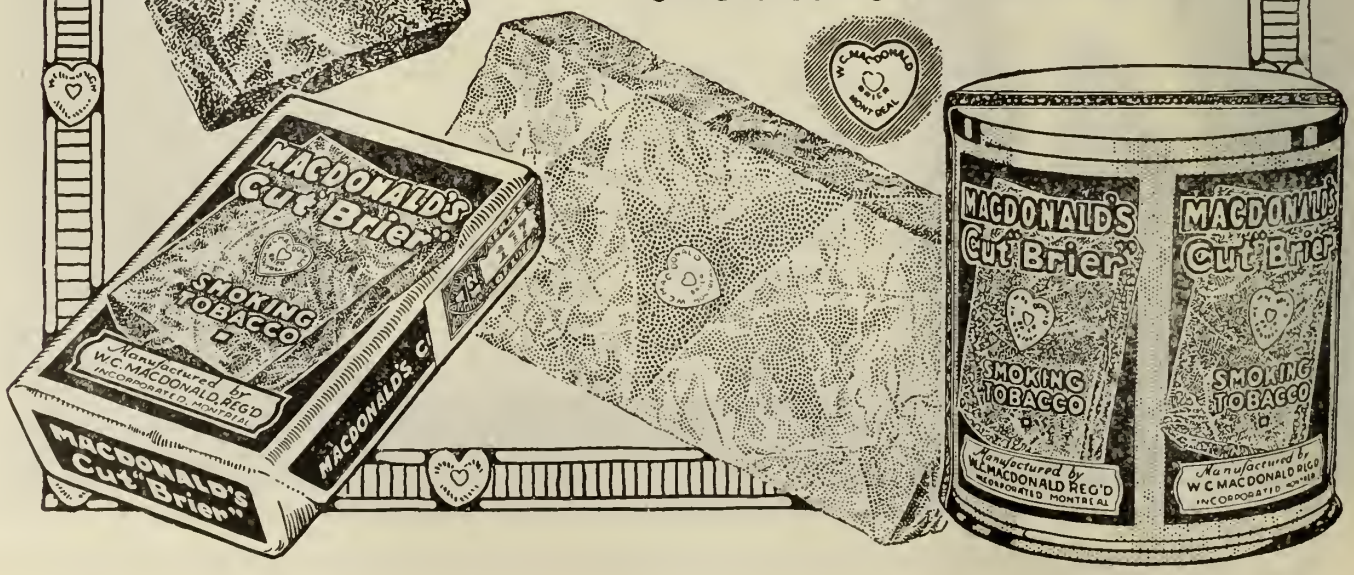
AT the present time Macdonald's Tobaccos offer the retailer greater inducements than any other commodity. The profit on Macdonald's—always a generous one—is now bigger than ever and constantly increasing.

Macdonald's Tobacco shows you a handsome return on your money. Naturally this return is multiplied by every turnover. The Macdonald turnovers are unquestionably rapid, and the persistent, extensive Macdonald advertising is creating a still greater demand for these popular tobaccos, speeding your turnover and increasing your profits.

Then, too, there is the **extra** profit from the four to six plugs overrun in every 10 lb. caddy you buy.

Three sources of **profit** surely make Macdonald's a line worthy your sales-efforts.

The Tobacco with a heart


MACDONALD'S Cut Brier
SMOKING TOBACCO
Manufactured by W.C. MACDONALD, REG'D INCORPORATED MONTREAL
MACDONALD'S Cut Brier
SMOKING TOBACCO
Manufactured by W.C. MACDONALD REG'D INCORPORATED MONTREAL
MACDONALD'S Cut Brier
SMOKING TOBACCO
Manufactured by W.C. MACDONALD REG'D INCORPORATED MONTREAL

ORDER BY NAME

You Can Depend Upon

STICKNEY & POOR'S CREAM OF TARTAR

To satisfy your customers, because it is a *pure* leavener, made from grapes, that has been famous for its quality through many generations.

Next time you order Cream of Tartar, be sure and say to your jobber "Stickney & Poor's Cream of Tartar." It will pay you to order by name.

Your co-operating servant,
MUSTARDPOT.

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

EUREKA

REFRIGERATORS

are so built that a constant, positive circulation of cold, dry air is maintained. This feature fully covered by patents.

Your customers will appreciate the care you give to keep your perishables sweet and wholesome.
Don't repeat last summer's waste.
Get a Eureka.

Write for our new catalogue.

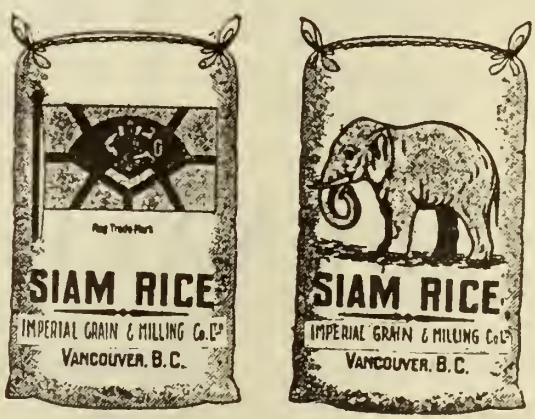
Eureka Refrigerator Co., Limited
Head Office: Owen Sound
Branches: Toronto, Montreal, Hamilton

A Virile, Robust Fighting Fish

The Pinks packed under "Kiltie" BRAND are caught in the cool depths around the Queen Charlotte Islands

Caught in Deep Salt Water

Imperial Grain and Milling Co., Limited
VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY, EDMONTON, VANCOUVER

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

LE 75 French Cigarette Papers

Finest Quality

A White Gummed Paper That Will Satisfy Your Trade

This cut is a facsimile

of the actual package

100 Leaves to Book
Automatic Doubles
50 Books to Box

Order to-day from your jobber

CANADIAN DISTRIBUTORS:

DONALD H. BAIN CO.

Wholesale Commission Merchants, Brokers and Importers

Head Office, WINNIPEG, MAN.

Branches:

SASKATOON REGINA CALGARY EDMONTON VANCOUVER MONTREAL LONDON, ENG

Standard Goods Win Abiding Trade

Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Triangle Sanitary — Waxed Paper

CANADIAN NASHUA PAPER CO. LTD. PETERBOROUGH ONT. TRADE MARK

A Quality line, which Quality Wholesale Grocers will want to handle. Our Prices are competitive and Service unexcelled.
Enquiries Solicited

CANADIAN NASHUA PAPER CO.

LIMITED

Peterborough - Ont.

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Marketing Products in a "Big Way"

The house of "Scott-Bathgate" holds an 18 year old reputation for producing big results in the rich Western Provinces. — a reputation that you should investigate bofore you assign your product.

We'll place your product on the market for you in the same successful manner as we have done for Christie's Biscuits, Robertson's Confectionery and Hungerford and Smith's Fountain Supplies. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE

WINNIPEG, MAN.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
Fort William, Ont.

Thompson's Sealed Salted Peanuts

Packed in drum-shaped packages to retail at 5c. Forty packages to a carton. 30 cartons to a case.

Order from your jobber To-day

"Nifty Brand" whole blanched Jumbos, in 5 lb. tins, with envelopes. Packed in Canada by

A. E. THOMPSON

Box 2015 WINNIPEG

G. B. THOMPSON & CO., *Western Distributors, Winnipeg*

Eastern Representative: Walter S. Bayley, 20 Front St. E., Toronto, Ont.

½ million buyers see an advertisement similar to this every week. Display the Tea. The Codville Company Ltd.

5

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of our lines in Kingston and district.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

HAMBLIN-BRERETON CO., Ltd.
Grocery and Confectionery
Agents and Importers
Toronto and Kitchener, Ont.
Winnipeg and Calgary.

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

LAING AND WATERS
Manufacturers Agents & Grocery Brokers
28 Wellington St. East
TORONTO
Desire correspondence with manufacturers unrepresented in this district.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

W. G. A. LAMBE & CO.
TORONTO
Establishd 1885
SUGARS FRUITS

The CROWN *Trade-Mark*
on a bag of white beans is a guarantee of their uniform size and choice quality
Only the very finest hand-picked Canadian White Beans go into bags marked
CROWN BRAND
For your own protection insist upon having this line of known quality.
BRAND
G. T. MICKLE - Ridgetown, Ont.

Let Us Quote You on Our
HIGH GRADE BROOMS
Long life and great strength are built into every one of our brooms

STANLEY	BEAVER	CANUCK
5 string, fancy corn, all selected stock, polished handle.	5 string, good quality house broom, popular weight. Stands up to every test.	4 string, from cheaper stock, well made, and worth the price.

We also make a number of other lines, including Toy Brooms and Whisks.
Waterloo Broom & Brush Company, Limited
Telephone 286 Waterloo, Ontario

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143

ST. ARNAUD FILS CIE

GROCERY BROKERS

Importateurs & Exportateurs Pois et Feves Produits Alimentaires

Importers & Exporters Peas and Beans Food Products

ST. NICHOLAS BUILDING, MONTREAL

GEO. D. LACHAINE

Manufacturers' Agent and Commission Broker

Representing:

The Dominion Molasses Co., Ltd., Halifax, N.S.

H. R. Silver Ltd., Halifax, N.S.

Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.

Over 30 years in Business. Best References and Connections.

18 Dalhousie Street, QUEBEC.

TIPPET & CO., LIMITED

Importers and Manufacturers' Agents

8 Place Royale, Montreal

Established 1876

Telephone Main 1581

ARSENIS & CO.

PATRAS, GREECE

ESTABLISHED 1893

Wholesale Currant and Dried Fruit Exporters

GROCERY BROKERS WANTED

In Western Canada and Ontario

Write us just now. First class references on request.

When Writing to Advertisers Kindly Mention this Paper

MAPLE SUGAR

I solicit your orders for pure Maple Sugar. 35 years experience as wholesale dealer. Open for agencies of all kinds.

Agent for Messrs E. B. Eddy Co., Ltd., Hull; Gunns Ltd., Toronto; St. Lawrence Starch Co., and several others.

Hardware Expert. Correspondence solicited if interested.

Warehouse capacity, 10,000 feet floor space. Best spot in town on Main Street.

JOS. EMOND

2-4 Rue St. Joseph, Quebec, P.Q.

Be Sure You Ask Your Jobber for

Dominion Spring Clothes Pins

Manufactured by

The J. H. Hanson Co., Ltd.

MONTREAL

BUY REINDEER FLOUR

Because it carries an absolute guarantee to the baker, the merchant, and the consumer, for its uniform qualities of strength, color, big yield, fine flavor, and tempting appearance.

PETERBORO CEREAL COMPANY, PETERBORO, ONT.

General Sales Office, Peterboro, Ont. Branch Mill, Campbellford, Ont.

"Canada's Most Famous Dessert"

JELL-O

Where demand pulls so strongly no pushing is required.

The Genesee Pure Food Company of Canada, Ltd.

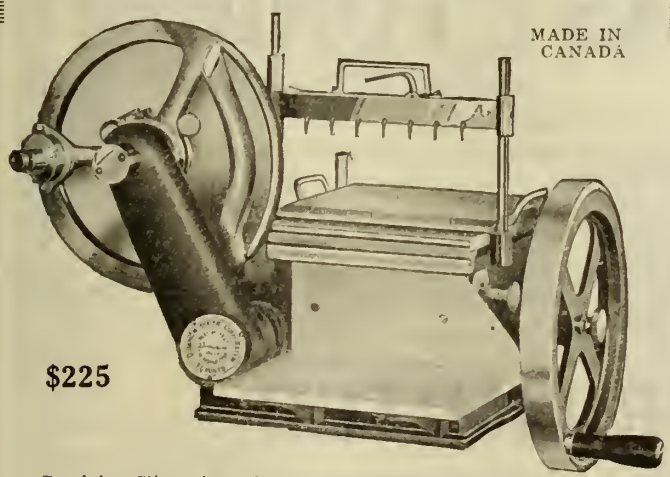
Two Factories

LeRoy, N.Y. *Bridgeburg, Ont.*

THE "BEST BUY" IN THE SLICER MARKET

DOMINION SLICER

MADE IN CANADA



$225

Dominion Slicers have fewer working parts, are more easily cleaned and operated and are more sanitary than other machines. They do anything that other slicers will do and are much less expensive.

Dominion Slicers are made from the finest materials by skilled Canadians. They are the most efficient and most reasonably priced slicer made, and are guaranteed for one year.

WRITE FOR ILLUSTRATED BOOKLET

Dominion Slicer Corporation
110 Church St., Toronto

If You Can Add

just one single quality line to your stock this month it will increase your prestige will it not?

If you can give that pernicity customer macaroni that she will really enjoy it will help your standing with her. Now won't it?

The Columbia Macaroni Co., Ltd.

Lethbridge, Alberta

Shirriff's

JELLY POWDERS

A SUMMERTIME DAINTY

Your customers will appreciate your suggesting Shirriff's Jelly Powder as a hot-weather delicacy. Deliciously cool and refreshing, in a wide selection of true-fruit flavors, Shirriff's Jellies become a regular dessert-treat in any home where they have once been used. Here is an opportunity to build up a profitable summer's business in Shirriff's Jelly Powders.

Made by the makers of Shirriff's Extracts and Orange Marmalade.

IMPERIAL EXTRACT COMPANY
Toronto, Canada

Sole Selling Agents
Harold F. Ritchie & Co. Limited
Toronto - Montreal

A Big Seller with the Grocery Trade

SANATAS TONIC

A body builder and a wonderful blood purifier.
SANATAS TONIC will be in great demand by Hospitals and Invalids.

Every bottle guaranteed by Expert Chemists.
Buy Sanatas Tonic—the profits are big.
Packed 1 dozen bottles to the case, 2 sizes, 16 or 32 oz.
Watch for our travellers or order direct.

SANATOR LIMITED

20 Jacques Cartier Square
Montreal

Western Agents
Richardson Green Ltd.
170 Market St., Winnipeg

Quebec Agents
Hudson & Orsali
St. Paul St., Montreal

Ontario Agents
McGillivray Bros.
123 Bay St., Toronto

Agents required for Maritime Provinces and P. E. Island

The ultimate choice of the Sardine Connoisseur—

KING OSCAR
BRAND SARDINES

If your customers are exacting give them KING OSCAR BRAND when they ask for Sardines. The unusually tempting flavor and high standard quality of these nationally popular sardines will bring them back with a smile of satisfaction.

King Oscar Sardines are packed from the finest, selected bristlings caught in the cool waters of Norway. Only the purest olive oil is used and they are prepared under strict hygienic surveillance. Specify King Oscar Brand when you order—quality wins out every time.

CANADIAN AGENTS:

John W. Bickle & Greening
Hamilton, Ontario

Purity
TABLE SALT

Salt is a Necessity

Recommend "Purity" Brand

Good salt is indispensable, so suggest "Purity."

Free-flowing table salt in cartons or put up in bags.

THE WESTERN SALT CO.
LIMITED
Courtright, Ont.

Every Bottle of *O'Keefe's* Represents Quality

All that quality, purity, skill and absolutely sanitary conditions of manufacture can contribute to refreshing beverages, is found in every bottle of O'Keefe's.

There is a constant demand for

O'Keefe's Imperial Brews

Ale—Lager—Stout

O'Keefe's Soft Drinks

O'Keefe's Ginger Ale—Cola Special Pale Dry Ginger Ale, Sarsaparilla—Lemonade.

O'KEEFE'S, TORONTO

PHONE—MAIN 4202

ROYAL ACADIA SUGAR

What Brand of Sugar Do You Recommend?

The grocers' recommendation is usually the deciding factor in sugar sales.

Sugar as a rule is not asked for by name. But the dealer is always justified in recommending ROYAL ACADIA—the sugar that's always good.

Every Grain Pure Cane. When she asks for sugar give her Royal Acadia brand.

Acadia Sugar Refining Co., Ltd.

Montreal, Que. - - - Halifax, N.S.

SAMUEL DOBREE & SONS

LONDON, ENGLAND

Established 17th Century

Growers and Producers of

SUGAR MOLASSES COCOA

IMPORTERS AND EXPORTERS

Branches in all parts of the civilized world

Canadian Branch

UPPER WATER STREET

HALIFAX, N.S.

Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.

Newmarket, Ontario

TRUE ECONOMY

People are getting back to more economical ways. When you hear a customer ask for something "cheaper" it is sometimes a good answer to show something a little *better*. True economy and mere "cheapness" are not the same.

Red Rose Tea is economical because of its extra strength and quality. It makes more tea.

T. H. ESTABROOKS CO., LIMITED

St. John, Montreal, Toronto, Winnipeg, Calgary, Edmonton

B. & S. H. THOMPSON & CO.

LIMITED

Head MONTREAL Office

Agents for Canada for the HOMCO Products, including Hard and Soft Soaps, Soap Chips, Salad Oils, Compound Lard, Castor Oils, Sanctuary Oil, etc.

ENQUIRIES INVITED

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London.
A.B.C. Codes used, 4th & 5th Editions.

LIMEHOUSE, LONDON, E., England

Canadian Agents: J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.
HUGH LAMBE & CO., TORONTO.

A Phenomenal Cleaner and a Remarkable Seller

CHARM fills a Long-felt need

This wonderful new cleaner is proving an unusually rapid seller. Sales everywhere indicate that housewives are quickly finding out that charm fills a long-felt need.

Charm Cleans Everything, saves soap, cuts grease, softens water and will not injure fabrics or the skin. Cuts grease but does not combine with it—a new principle in cleaning. A little goes a long ways. Key up with charm advertising by keeping Charm well displayed.

Order from your wholesaler

Galt Chemical Products Limited

Galt, Ontario.

True Blue

True Blue Means Reliable

KEEN'S OXFORD BLUE—Is That In Every Sense Of The Word.

The Summer Season Brings A Big Demand For Blueing.

Feature—KEEN'S OXFORD BLUE—And Make The Best Of The Opportunity.

It Justifies The Reputation Of Being

True Blue.

Magor, Son & Co., Limited

191 St. Paul Street, W.
MONTREAL

23 Scott Street
TORONTO

A Counter Display Stand like this will make your sales even more easy.

We will gladly send you one of these.

SUPERLATIVE QUALITY

The infallible proof that this is the GREEN TEA that suits the public taste is in the figures of sales:

Toronto Branch, (Ontario and N. W.), INCREASED 88%
Montreal Branch, (Quebec and Maritime), INCREASED 75%

This is comparing the first 6 months of this year with the corresponding period of last year.

There is nothing like the Quality and Flavor we are giving in SALADA GREEN TEA on the market *at any price.*

— Same Prices as for Salada Black Teas —

CANADIAN GROCER

VOL. XXXV. TORONTO, JULY 29, 1921. No. 30.

Dealers Won't Pay Honey Producers' Price

Honey Producers' and Wholesalers' Views Differ as to the Correct Price This Season—Producers Asking High Prices—Stocks of Last Season's Crop Not Yet Cleaned Up—Crop Estimate a Good One.

TORONTO July 25. (Special)—A good deal of uncertainty surrounds the honey market and bids fair to display as much difference as last year, between dealers, Beekeepers' Association and honey producers in general. The price asked by the producers is around 18 cents per pound, but dealers have an entirely different idea as to what the price should be. Dealers are offering 11 cents to 12 cents per pound and declare they will not pay any higher. They point to the uncertainty prevailing in business conditions and claim it is unwise to lay in any stock unless the price is a safe one. They also point to the fact that the sugar market is much lower, which also tends to lower the price of honey.

Producers' Price Too High

"The price honey producers are asking for this year's crop of honey is beyond all reason" stated one dealer to Canadian Grocer. "They want 18 cents per pound, country points, which means to the consumer around 25 cents. People will not pay any such price. They will go without. Then everything else is coming down. Sugar is less than half the price it was. Farm products are away down, and honey producers will also have to take a lower price. About 11 or 12 cents would be more in line with the correct price."

Considerable Carryover

Another factor entering the situation, is the fact that there are still considerable stocks of last year's honey yet to be sold. Some dealers have quite a size stock upon which, no doubt, they will be compelled to take a loss. Some producers have also some of last year's crop yet to dispose of, and it is estimated that the carry over will run ten to fifteen per cent.

"The fact that there is quite a stock of last year's honey still on hand, just proves that people will not buy when the price gets beyond a certain point." stated another dealer. "If the price had not been so high last year, there would have been no carryover, and no doubt, honey producers might have secured a little better price this year. But as the situation now stands, producers' ideas of prices and ours are altogether different. We won't pay the price they want, in fact we would sooner not handle honey at their price".

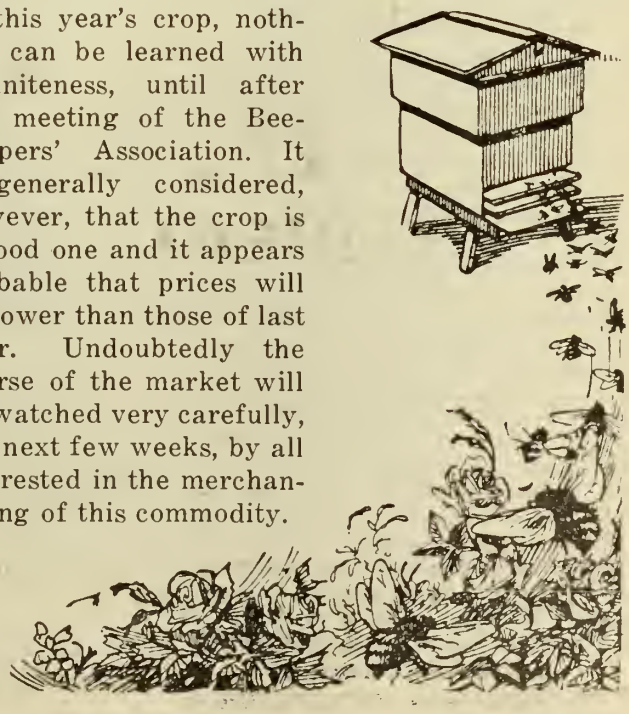
Imported Honey A Feature Last Year.

Last year one of the features of the market was the importation of a considerable quantity from New Zealand. This honey was laid down at around 23 cents per pound when Ontario producers were asking as high as 28 cents per pound. Later in the season Ontario prices were also reduced, and around the first of the year, dealers state they were able to pick up honey around 18 cents per pound, country points, the same price that honey producers are asking for this season's crop. While dealers have not as yet received offers of honey from outside quarters, they firmly maintain they will not pay anywhere near the price that producers are asking at present.

On the other hand, producers claim that the cost of containers has not come down, in fact they point out that the cost of containers increases the price of honey just 3½ cents per pound. The open winter, much to the surprise of many people, was a detriment to the wintering of the bees and many colonies were lost. This past summer, being dry and hot, they claim, has also been a detriment to the bees.

Crop Outturn Not Definite.

In regard to the volume of this year's crop, nothing can be learned with definiteness, until after the meeting of the Beekeepers' Association. It is generally considered, however, that the crop is a good one and it appears probable that prices will be lower than those of last year. Undoubtedly the course of the market will be watched very carefully, the next few weeks, by all interested in the merchandising of this commodity.



Putting the Human Interest Touch in Advertising

Robert Kirby, Sarnia, Ont., Embodies Canadian Grocer Market Reports in His Advertising With Telling Effect—Believes it Good Plan to Keep Customers Advised on Market Conditions—Specials Arranged Each Week but Always at a Profit.

Advertising is the education of the public, as to who you are, where you are, and what you have to offer in the way of skill, talent, or commodity. The only man who should not advertise is the man who has nothing to offer the world in the way of commodity or service. —Elbert Hubbard.

WHETHER a merchant's store is situated in the heart of the business section or off to one side of the city, the judicial use of advertising space in the daily newspaper is sure to result in increased sales. If the advertisement contains some live news story that will hold the readers' attention and interest and cause them to turn over the pages when the next copy of the paper reaches their hands, seeking the merchant's advertisement, creating a desire in the reader's mind to possess some of the articles mentioned in the store's announcement, then the time and money spent is indeed a profitable investment.

Some merchants look upon advertising in this light, but some consider that when they buy advertising space, it is just a certain amount of space, to fill up with any announcement, with no definite object in view. The latter was not the view of Robert Kirby, Sarnia, Ont., when he hit upon the idea of embodying the market reports from the pages of Canadian Grocer in his daily store news to the public.

People interested In Prices

"Next to the actual price of an article, I don't know of anything that the people are more interested in than the prospect of prices, whether they will be higher or lower, or whether articles are scarce or plentiful," stated Mr. Kirby to a representative of Canadian Grocer.

Mr. Kirby's plan is to make report of some article or articles that are most seasonable, and use it word for word in his advertisement as it appeared on the pages of his trade paper. During the summer season he follows the fruit market, mentioning the condition of the various crops, when certain varieties will arrive, if they are plentiful or scarce. Each season is followed up in a like manner, sugar, canned goods, cereals etc. Each line of commodities is used and the market gossip published in Canadian Grocer each week is used in the store's advertisement. This acts as a strong feature in building up more confidence and a larger list of steady customers.

Source Of Information

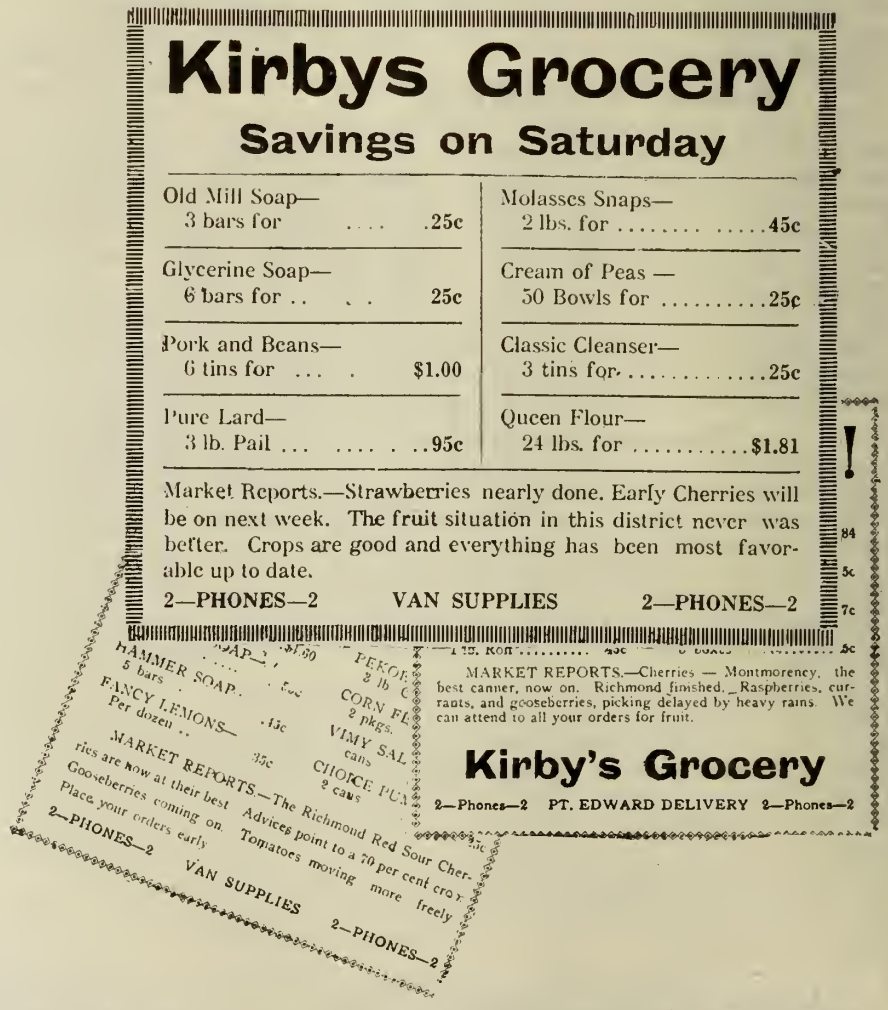
"The market pages of Canadian Grocer have always been a source of valuable information to me," continued Mr. Kirby "Not only a benefit to me in the buying end, but valuable information to my customers, which, when imparted to them in a proper method, comes back to me in increased sales. I just as freely use the reports that state a certain article is likely to decline as I do the ones that show the market is advancing. If an article is likely to be lower in price, then I think it good policy to tell the customers that fact, advising them to buy just what they need. On the other hand if an article is going up, then I advise them that it is good buying. In this way I have cemented a friendship and confidence with the trade that is steadily growing. An advertisement to bring the best results should contain something of interest and above all else be truthful. If an article is not up to the standard, why say so and more business will materialize than if the defects are covered up in flowery terms."

Mr. Kirby further stated that even the newspapers were commencing to look to him for market reports. They had got the habit of calling him on the phone for information on market subjects.

Where Salesmanship Counts

Mr. Kirby is likewise a strong believer in window displays. The windows are changed each week and sometimes twice a week as the season and occasion requires. It is his idea to have a special each week. These specials are picked up from time to time from wholesalers and manufacturers who are willing to sacrifice the price on lines they are overstocked with in order

(Continued on page 38)



Kirbys Grocery

Savings on Saturday

Old Mill Soap— 3 bars for .... .25c	Molasses Snaps— 2 lbs. for 45c
Glycerine Soap— 6 bars for 25c	Cream of Peas — 50 Bowls for 25c
Pork and Beans— 6 tins for $1.00	Classic Cleanser— 3 tins for.....25c
Pure Lard— 3 lb. Pail ... .95c	Queen Flour— 24 lbs. for $1.81

Market Reports.—Strawberries nearly done. Early Cherries will be on next week. The fruit situation in this district never was better. Crops are good and everything has been most favorable up to date.

2—PHONES—2 VAN SUPPLIES 2—PHONES—2

HAMMER SOAP 5 bars

FANCY LEMONS Per dozen ..

MARKET REPORTS—The Richmond Red Sour Cherries are now at their best Advices point to a 70 per cent crop. Gooseberries coming on. Tomatoes moving more freely Place your orders early

2—PHONES—2 VAN SUPPLIES 2—PHONES—2

PEKOE 2 lb

CORN FL 2 pkgs.

VIMY SAL cans

CHOICE PUN 2 cans

MARKET REPORTS.—Cherries — Montmorency, the best canner, now on. Richmond finished. Raspberries, currants, and gooseberries, picking delayed by heavy rains. We can attend to all your orders for fruit.

Kirby's Grocery

2—Phones—2 PT. EDWARD DELIVERY 2—Phones—2

Some of Robert Kirby's, Sarnia, Ont., advertisements, showing how he embodies Canadian Grocer Market reports in the copy.

Mutual Fire Insurance for Merchants

Operation of Insurance on Mutual Basis—Pay Dividends of 30 to 35 Per Cent.—Tariff Rates Collected—Advantage of Inspection Feature

Address by Norman S. Jones, Manager Northwest Mutual Fire Ass'n, Before a Recent Convention of Ontario Retailers.

I WISH to express my appreciation of having the opportunity to speak to you on the subject of insurance, and to thank you for having a part in your convention program.

You are an interesting body of men to any insurance man, because, as retail merchants, you represent the largest class of business men in any community; and, without you, no real community could exist. But, you are especially interesting because you represent a class of risk which has, in this Canada of ours, been contributing about 50 per cent. of the premiums paid for fire insurance protection, and, yet, have been producing only about 15 per cent. of the losses.

It is not any wonder that you reached the conclusion many years ago that, as a class, you were paying too much for your insurance and that the subject has, in consequence, been a lively one at your conventions.

Referring to the program, I see that your secretary has indicated the subject of what I am to say to you as, "Mutual insurance as carried by Retail Associations," from which I take it that I am expected to tell you something of the arrangement which the Northwestern Mutual Fire Association has made with the various Provincial Boards of the Retail Merchants' Association of Canada, Inc.

I come now to the definite proposition, which, as manager for Canada, of the Northwestern Mutual Fire Association, I have had the pleasure of concluding with the various Provincial Boards of the Retail Merchants' Association of Canada, Inc., from coast to coast. I am presuming that while you are the members of your own Ontario Merchants' Association, the great majority are also members of the Retail Merchants' Association of Canada, and, as such, you will have been aware that the matter of an insurance service has been a very prominent topic for, at least, the last ten years, in the councils of that organization.

Insurance on Mutual Basis

The basis of the Retail Merchants' Association is co-operation, which means mutality of interest, and therefore, the logical insurance for the Association to adopt was one modelled on Mutual lines.

The agreement provides that the Northwestern Mutual Fire Association shall operate a special Retail Department, which is known and registered as "The Retail Merchants' Underwriters Agency." No policy will be issued to other than bona fide members of the Retail Merchants' Association of Canada, but policies will be available to only such members that have risks that measure up to the Northwestern Mutual standard.

In discussing the matter of an insurance service with the officials of the various Provincial Board Executives, and at some of the conventions, it was recognized that no plan for insurance service could be considered that did not measure up to the dignity that the Retail Merchants' Association had itself obtained. The first requisite was one of unquestionable financial responsibility. The second was underwriting or line capacity. Any service, that did not include these two important features would not provide the service required nor be worthy of the Association. Neither of these two features are obtainable with a new or comparatively young organization.

It is necessary that the Retail Merchants' Association insurance service shall have the ability to write large amounts. The Northwestern re-insured the Retail Merchants' Mutual Fire Insurance Company, of Saskatoon, on December 1st last. The main reason for the local company concluding such an arrangement was that they had found that as they could safely write a policy for only $2,000, the service was too small to interest a very large number of the merchants. It was therefore, realized that any insurance service that would be of real value to the Association membership must have an underwriting capacity equal to the largest average protection required by an individual merchant. The Retail Merchants' Underwriters Agency has a capacity of approximately, $100,000, subject to one fire area, of which 85 per cent. will be re-insured in other Mutual Companies, who contribute the same rate of dividend and, at the same time, add their combined assets to the reserve fund of the Northwestern.

NORMAN S. JONES

Manager Northwest Mutual Fire Association

The Northwestern Mutual has made full government deposit at Ottawa, and holds a Dominion license. The company is also registered with every Provincial Insurance Department.

No Mutual Company Has Failed

The company was organized 19 years ago, and is now in its 20th year. It has been very successful, right from the start, and is now the largest mutual organization in the United States. The financial statement of December 31st last showed that the company had a reserve fund of practically a million and three-quarters, more than nine times the amount, having which no Mutual Fire Insurance Company has ever been shown to fail.

In addition to building up such a splendidly strong reserve, the company has returned to its policy-holders in dividends, over 3½ millions, which, in a stock company organization, would have gone to the shareholders. Mutual insurance in Canada has always been identified with the premium note, assessment, or contingent liability of some kind, and most, if not all, Mutual Insurance Organizations in the United States, except the Northwestern, operate on an assessment contract. Some years ago the Northwestern reached the point where its reserve was sufficiently adequate to enable the company to issue its policies on a cash, non-assessable basis. As a result, for the first time, in the history of Canadian insurance, a policy is offered which is on an absolutely cash basis—non-assessable, and, yet, participating in the profits of the organization.

When it is understood that the participating feature has never meant less than a dividend of 25 per cent. on any class and that the average, for the last ten years is over 30 per cent., some idea of the attractiveness of such a contract may be gathered.

Dividend of 35 Per Cent.

When the arrangement with the Retail Merchants' Association of Canada was made, it was intimated that a dividend, on the retail class, of 30 per cent., might be expected and we have been proceeding on that basis. Last week I received a telegram from head office at Seattle, advising that the dividend, on the retail class for this year had been struck at 35 per cent. It is also important for you to know that the dividend rates have never been changed except to be increased.

Some of you may wonder how such a wonderful dividend can be paid. I'll tell you. The total net premium income of the company for 1920 was, approximately, $2,149,000. The losses amounted to only $538,000—practically 25 per cent. as against the experience of the average company of 55 per cent.—there's 30 per cent. of a difference there. As a matter of fact the Northwestern figures show that only 60c of each dollar, collected for premiums, is used in the payment of losses and expenses. Thus, an average margin of 40c has been the record, as against the margin of 5 and 10c of the average company; and, remember, this is not only the record of last year, but it is the record of the company for the past 20 years, and, surely, 20 years is long enough to establish a record that can be relied upon.

The Canadian management is absolutely in the hands of Canadians. All Canadian premiums will remain in Canada. All losses are passed by and paid from the Canadian head office. No loss claims are submitted to Seattle.

I am well aware that some of our competitors are endeavoring to make capital for themselves by "waving the flag" and lamenting that the Retail Merchants' Association of Canada should affiliate with an American institution. It is not to be supposed, for a minute, that that phase of the proposition was not fully considered. It was recognized that a Mutual organization, that would be of any value to the Association membership, could not be created for many years to come. The experience of the local company at Saskatoon was good evidence of that fact. As already explained, everything about the organization in Canada is Canadian, and, therefore, the only feature of the proposition that is American is the guarantee fund.

Vancouver Grocers Enjoy Picnic

Annual Event is Held at Bowen Island With Twelve Hundred People in Attendance—Sports Are Keenly Contested and Many Win Prizes.

By ROY A. HUNTER, Resident Correspondent

Bowen Island, Vancouver, B. C., showing part of the crowd that accompanied the Retail Grocers on their annual picnic.

VANCOUVER July 23 (Special) The fourteenth annual picnic of the Vancouver Grocers was held a few days ago and was without doubt the finest they have ever had. Twelve hundred men, women, and children disported themselves at Bowen Island as the guests of the Grocers' section of the Retail Merchants' Association. Three steamers were chartered by the merchants and they were all required. The day broke fair and from 8.30 until the ropes were cast off, streams of picknickers gathered on the Union wharf from all parts of the city, all went on a day of real pleasure.

After ninety minutes sail the boats arrived at the picnic grounds, where many boilers were already boiling and from then until noon the serious business of eating kept all hands busy. Tea and coffee, milk and sugar, ices and pop, were dispensed to the hundreds of luncheon parties seated at the long tables.

Sports Keenly Contested

The sports were keenly contested and the announcers and starters made it "snappy" under the direction of Jack Merillees. James Harkness was chief picnic officer, and the popular president was never more popular. He was highly complimented on the smoothness with which his excellent committees managed their several tasks. The sun was hot, the breeze was cool, and the many who brought their swimming togs claimed that the salt water of the "Sound" was delightfully warm. The butchers"pulled" the grocers. The married men "pulled" the single men, at least they must have, for they all got prizes.

Dancing in the Evening

The homeward bound boats left at 7 o'clock, 7.30 and 10.30 and a few tireless ones remained to enjoy the dancing. The pace however had been so fast and furious for the kiddies all day that by far the larger part of the passengers returned on the early boats.

It was a good picnic. All the officers and chairman, and all the important chaps missed the last boat in the morning through a mis-understanding, and the boat had to go back to the wharf for them. That is quite the traditional way to start a good picnic. Then all the kiddies shrieked madly every time the whistles blew, which is quite as it should be. In fact—it was a great picnic.

Never Store Honey in the Refrigerator

LIQUID or extracted honey should never be allowed to remain for a length of time in the cellar or refrigator, as there it is likely to absorb moisture and become thin, and, in time, sour. With comb honey the case is even worse, for the appearance as well as the quality is likely to become damaged. Put honey where it will be dry and warm and even hot will not hurt it any. Under proper conditions honey will keep for months and some has been known to keep in perfect condition after four years had elapsed.

Occasionally honey will be found to be slightly or almost entirely granulated or "gone to sugar". The crystals are not a mark of adulteration—far from it. Only the purest honeys will solidify. The presence of crystals shows simply that under conditions of cold or of changing temperature, granules of sugar have been formed, in no way injuring the intrinsic quality or wholesomeness of the honey.

If honey has granulated or candied, place the can containing it in a larger vessel holding hot water, place on the stove, but be careful not to allow the water to become too hot, that is boiling, as that tends to darken the honey. Remember that honey contains the most delicate of all flavors, the perfume of the flowers from which it is taken. This flavor is so easily injured that, when a can of honey is placed in water, it is better to support it with a block of wood half an inch or so off the bottom of the vessel containing the water. The honey should not come too close to the heat from the stove beneath.

MONTREAL GROCERS HOLD PICNIC

Montreal—The grocers and clerks held a picnic on Sunday July 24 to Isle Gros-Bois. The occasion was significant since it marks an effort on the part of the grocers and their clerks to come closer together with a better understanding even apart from business. In Montreal each have their organization which is united under the Grocer's branch of the Retail Merchants' Association. This is the first picnic of its kind that has been held.

M.A. Sarrazin is president of the Retail Grocers' Association, M.J.E. Poirer vice-president, and M.U. Sansregret, secretary. Of the Grocery Clerks' Union, A. Fontaine is president, M. F. Lamere, vice-president, and M.E. Boucher, secretary.

Instead of bemoaning the fact that you have certain bad business habits, why not determine to overcome those habits? No habit should be stronger than you if you are a man.

Hamilton Grocers Make Merry

Annual Picnic of Hamilton Retail Grocers Proves Biggest of the Season—Big Program of Sports—Baby Show a Feature—Travellers Win Baseball Match.

Hamilton July 20 (Special)—The most successful picnic of the season was the Retail Grocers annual picnic held to day at Wabasso Park. The weather was ideal and the result was that nearly 10,000 people attended the picnic. The steamers were kept busy plying back and forth transporting the merry picnicners and although many left the park between five and six o'clock, the crowd kept surging over at each return of the boat. Dancing in the pavilion continued throughout the afternoon and evening, and dancing was one of the most popular items on the programme, which was a lengthy one providing sports and athletic events for all.

Baby Show A Feature

The baby show was one of the features on the programme and there was no lack of entrants. Over 135 proud mothers presented gurgling and healthy looking youngsters, much to the bewilderment of the three judges, Dr. McClenahan, Mrs. T. Kelly and A. A. Adams. There was some difficulty in selecting the first prize but the final outcome was that all the babies carried off a prize.

Travellers Win Baseball

The baseball game staged between the grocers and the travellers resulted in the former losing by a score of 27 to 18. The travellers were mighty proud of their success as they have been training for this event all the summer, and well may they have been, this being the first ball game they have been successful in winning, having always been losers at previous grocers picnics. The grocers were captained by Bob Wilson and the travellers by A. Platers.

The races were run off in a roped-off enclosure which was surrounded by a crowd of interested spectators. There were thirty-two events in all which under the able management of the sports committee composed of, Gus Ante, S. Mitchell, H. Young, Frank Smith, Fred White, J. Kenny, Jas. Dale and Wm. Lockhart, were run off in about four hours.

The third Machine Gun Brigade band accompanied the merry makers and rendered martial and popular airs during the afternoon.

The lost and found booth which has become an institution of the picnic proved its value on more than one occasion when kiddies were lost.

London Grocers Hold Picnic

London July 20. (Special) The Retail Grocers Association held their annual picnic at Port Stanley today, and as usual, proved one of the biggest of the season. Over 10,000 people attended and thoroughly enjoyed the long list of games sporting events and other features provided by the energetic committee, and there was not a dull moment during the entire day.

A novelty baseball match attracted much interest, while a remarkable reproduction of the Dempsey-Carpentier fight was in itself worth the journey to the Port.

The lovers of dancing found ample opportunity to gratify their desire, while the Port board walk was the scene of a carnival in which there was fun for all.

Caterers Hold Enjoyable Picnic

Winnipeg Man. (Special) Fully twelve thousand caterers', wholesale and retail, with the following of families, relatives, and friends spent wednesday at Grand Beach, it being the 35th annual caterers' picnic. From the first train in the morning, until the last train at night, crowds filled every car of the 11 trains on the Canadian National railway, were taken to Grand Beach, and there witnessed or took part in the games, sports and dances provided in the programme of the day.

During the games in the afternoon, a government seaplane, piloted by Major Basil Hobbs, D.S.C., flew from the station at Victoria beach, and circled over the crowds, dropping papers warning against carelessness in leaving camp fires. So anxious were some of the crowd to catch the leaflets as they fell that they rushed into the lake before realizing where they were going. The machine circled over Grand Beach for more than half an hour, swooping over the lake and beach, taking pictures of the crowds.

The athletic competitions began at 1 p. m., a large programme of events starting with a baby boys' race and ending with a baseball game between the "Pork and Beans athletes and the Cherry Giants," the first team winning.

A True I. W. W.

Bicks—"Has Jones returned to his pre-war work "

Hicks—"Yes he is looking for the same job he was looking for then."

* * *

Are you getting any pleasure, any recreation, any fun out of life further than what your business offers If not, why not get your nose off from the grindstone and see what life is like?

The London Retail Grocers' Picnic at Port Stanley. The first group shows the committee who were responsible for the success of the outing. Reading from left to right, W.Carter, H. P. Rosser, Tom Shaw, Harry Rhanahan, Alf. Thrower, Frank Pearce, Joseph McLeod, Ald. Gordon Drake and C. F. Lapthorne.
The second group shows a small corner of the big audience. watching the program of sports.

Boosting Tea, Coffee and Cocoa Sales During Hot Days of Summer

When Business is Inclined to be Quiet Suggest Tea, Coffee or Cocoa Iced—Window Displays Drive Home the Point.

DURING the hot days of the summer the merchant puzzles how to increase sales when there is a tendency on the part of customers to lessen their purchases especially on lines that come under the heading of general grocery commodities. Even the confirmed tea, coffee and cocoa drinker is inclined to do without his daily potation of the "cup that cheers", and substitute a cooling beverage and often with doubtful satisfaction.

It is a good plan during, these times to push the sale of tea, coffee and cocoa as a cold refreshment in place of the usual custom served hot.

For serving tea cold, it is made in the usual manner, poured off the leaves and set aside to cool. Just before serving add a dash of lemon juice, a piece of ice and top off with a slice of lemon. Sweeten to taste. Coffee is made in the same manner. With cocoa the method of serving is a little different. A good plan is to make a syrup of one cup each of cocoa, sugar and water. Place on the fire until ingredients are dissolved and has come to a boiling point. A small portion of this syrup is placed in the bottom of a glass and then filled with ice cold milk.

A merchant in Toronto recently trimmed a window with cocoa that was interesting from the point that it was of an educational character. Along the front of the window and next to the glass were show cocoa pods in the natural state, then came the pods broken open showing the beans, cocoa beans. Each stage of the bean had a neat card attached, explaining what it was. Behind this display were arranged cocoa in tins and a jar containing bulk cocoa. There were also shown various sized cakes of chocolate. In a prominent position was placed a card reading "Direct from the Bean to You—Come in and Get a Refreshing Glass of Iced Cocoa".

This idea could also be worked out with tea and coffee. Using a small pile of each of the various kinds of tea or coffee along the front of the window and backing it up with larger packages. A card then placed in the center suggesting that they be used as an iced beverage during the summer, would help sales considerably on these lines that otherwise might fall off during the hot days of summer.

CANADIAN SUGAR IN ENGLAND

A shipload of Canadian sugar recently arrived in Manchester, England, and another is on the way. This marks the resumption of a trade which promised well after the armistice, when large orders were taken in the United Kingdom by Canadian refiners.

SUGGESTIONS FOR DISPLAY CARDS TO STIMULATE SALES ON TEA, COFFEE AND COCOA DURING THE HOT WEATHER.

An Old, Old Drink in a New Form—Iced Tea.
When Your Collar Starts to Wilt Drink Iced Coffee.
A Delicious Bracer—Iced Cocoa.
Try Your Daily Dish of Tea Iced—And Get a Fresh Start.
In the Good Old Summertime Drink Iced Cocoa.
Cooling, Refreshing, Sustaining—Iced Tea.

Selling Stunts For Boosting Hot Weather Sales

IT IS hardest to interest people in foods when the thermometer is high. Therefore it is all the more necessary to make your store attractive.

Keep it as cool as possible and well aired out with electric fans.

Have a sprinkler on your fresh vegetables.

Use the awning. Do not let the direct sun rays reach the articles in your window or in your store.

Keep meats and all other perishables in the refrigerator or in a refrigerated show case. Make use of plenty of attractive signs to tell about these goods that are hidden from view.

Get a neat market basket, fill it with a number of package products, and put a placard on it "For Your Picnic Lunch."

Have an assortment of ready-to-serve items on a counter or special table with a sign reading "These Do Not Have To Be Cooked."

Make an assortment of drinks—Grape Juice, Lime Juice, Ginger Ale, Root Beer etc., with a card "Put a Few Bottles in Your Refrigerator."

Display canned meats of all kinds; also bottled goods such as pickles, olives, relishes and condiments.

Use these and other summer touches' and not only will they help you sell more goods but they will also make your store the more inviting to everyone.

Watch Cereal Stocks During Summer Months

Millions of dollars are lost by cereal manufacturers each year through damages caused by cereal insects.

1: Do not pile new stock in front of old.

2: As soon as a shipment of cereals is received, mark the month received on each case—figures can be used for this purpose, for May use the figure "5," June, "6", July "7", and so on. This will enable you to know whether or not your floormen are piling new stock in front of old.

3: Have floor clean—a good scrubbing with soap and water at stated intervals is urged.

4: Sprinkle lime on floor and in the cracks.

5: Clean up on broken cases—do not leave open cases or packages in regular stock—place them in your packing room which should at all times be kept clean and the stock examined at stated intervals.

6: Do not overstock at any time, especially not in the spring or summer months.

7: A good plan is to change the cereal space at stated intervals and not always have it in the same place. It is also well not to pile the different cereals together—a row of canned goods in between is advisable.

8—We suggest that once or twice a year your warehouse be most thoroughly fumigated. This will not only clean up on cereals, but also get rid of mice and rats.

PUTS IN SUPPLY OF GROCERIES

Peterborough (Special) —

So numerous has grown the colony ofcampers on the Otonabee river south of the city that H. B. Rye is stocking his pavilion with a complete line of groceries.

Not only will there be the substantial foods and other groceries required in everyday use, but also the relishes and specialties that have a special appeal to campers, for those who are lunching on the river, or going on a picnic.

A supply boat will make the rounds of the tents and cottages as far down as the more populous section extends. Trips will be made at least once a day, and if necessary twice.

Historic Site Now Plant of Cheese Company

Kraft-MacLaren Cheese Co. Occupies Old Montreal Building—J. L. Kraft is President and C. H. Howell, Vice-President.

Montreal (Special)—One of the old historical water front sites on St. Paul Street, Montreal, that dates back to the days when stone buildings were erected with the view to protection from the Indians has been reclaimed and is being used as a commercial and manufacturing plant. This stone structure built in those early days faces on Place Royale, and to-day has been reconstructed in steel and concrete as the new home of the Kraft-MacLaren Cheese Company, which has recently been organized by the amalgamation of the Canadian cheese interests of the MacLaren Imperial Cheese Company Limited of Toronto and the Canadian domestic and export interests of the J. L. Kraft & Brothers, Company, Limited of Chicago. The main offices and factory will now be in Montreal but other plants are owned and operated in Holmesville, Woodstock and Wellesley, Ontario.

Directors of Company

The officers and directors of the new organization are:—President, J. L. Kraft; Vice-President, C. H. Howell, who is in charge in Montreal; Secretary, Oliver A. Blackburn; Treasurer, Ernest Ridgeway. Among the directors of the firm are W. H. Dunn of Montreal, and Henry Wright of Toronto. W. H. Dunn, president of the William H. Dunn Limited, Montreal, is the general agent for the Company in Quebec. C. H. Howell comes to Montreal from Chicago to be active head of the concern and Neil Stronach, also of Chicago, will be superintendent of the Montreal plant.

Old Architecture

The old architecture of the building

C. H. HOWELL
Vice-president and general manager of the new company.

J. L. KRAFT
President, Kraft-MacLaren Cheese Co.

lends itself to the business of its new occupants with advantages that a new building might not have. Being built of the sturdy type of the old days with walls, in some places four feet thick, all of cold stone, the building is always cool and presents an appearance of solidity. It comprises four floors and a basement entirely of concrete and of fireproof sanitary construction built in "L" shape with a concrete inner court-yard which now facilitates shipping. In view of these facts it is readily seen that the building is particularly adapted to the manufacture and handling of cheese. Besides these features it is also in the centre of the city and almost on the docks where a large part of the export trade of Canada is carried on.

A Center of Interest

Behind the factory in the centre of some of the oldest and busiest sections of Montreal are the historical Seminary Gardens which although they have been there for two centuries are seen by few since they are surrounded by the old stone wall of which the new Kraft-MacLaren Cheese Company's plant forms a part.

India Tea Yield Shows Decrease

A recent despatch from the London tea market says, "The India Tea Association announced the new season's crop to the end of May is 23,750,000 lbs., in contrast with the yield in the corresponding period of last year of 38,500,000 lbs., or a decrease of 14,750,000 lbs compared with last year's crop. The reduction is due to the restricted output of tea in the early stage of the Indian new season's crop. Producers reached an agreement recently whereby output was to be restricted by reduced planting and finer plucking. The tea market for a long time past has been inundated with teas of more or less indifferent quality, poor, mixed and nondescript kinds, which are most difficult to handle. The market is in a most irregular condition at the present time. There appears no limit to the price of best teas, whereas the poorest grades seem to be more or less unsaleable. It remains to be seen what effect the reduced output in India will have upon the market."

THE MENACE OF THE PEDLAR

Fourth of a Series by A.B.C.

IN previous articles on the pedlar question the point has been made that the pedlar goes after tea business first and foremost because he can make a good profit on tea. Merchants who do not make it a policy to maintain quality and blend in the tea they sell are much more likely to lose out through the pedlar than those who stick to uniform blends and quality. The average tea pedlar does not make much of an effort to sell anything but just "tea." He usually quotes a sufficiently low price to undersell the retailer, and by aggressive selling methods makes the housewife believe that the quality is superior to that she has been buying from her regular merchant at a higher price.

This puts it up to the dealer to make sure that he is buying and selling uniform grades of tea from week to week and month to month, and advising his customers that he is doing this and that this is the only way in which they can purchase the same kind of tea each time.

A travelling salesman told the writer recently of an instance showing the careless method of at least one pedlar of tea. He found the tea pedlar staying at the same hotel in a certain town as himself on one occasion. He had two or three chests of tea with him, and these were warehoused in the horse stable where he kept his horse. He weighed out the tea from these chests as he required it for the customers to whom he had sold tea. This is an absolute fact and is just another reason why the pedlar should not and would not have the tea trade anywhere if every merchant followed the proper method of going after it himself.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by
THE MACLEAN PUBLISHING COMPANY, LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER

VOL. XXXV. TORONTO, JULY 29, 1921. No. 30

RUST IN WHEAT CAUSE FOR ANXIETY

RECENT reports of the Western wheat crop are not so encouraging as they were a few weeks ago. The news of the crop had been highly favorable, although it was realized that a period of danger still existed and would continue until the end of the harvest. Reports right from seeding time had been so favorable that the recent reports of rust appearing is all the more unexpected and regrettable.

> "The crop situation is not so favorable" says a report from the Merchants Bank of Canada, Winnipeg. "Black rust is in evidence in Manitoba and Southern Saskatchewan. As yet it is impossible to estimate the damage done, and future damage will depend largely on weather conditions during the next three weeks. There has been considerable hail damage in scattered sections. The total damage from this source is above the average for the past ten years.

Although the later reports of the crop are somewhat adverse in some parts, the crop on the whole, undoubtedly will be good. Even supposing the crop will not come up to last year, the return in money should go a long way to restoring business. Last year's wheat crop in Canada was 263,000,000 bushels, against 193,000,000 bushels in 1919 and the record year of 1915 which was 393,000,000 bushels. The average price paid in 1915 was 91 cents per bushel, giving a return of $356,000,000 whereas the average price in 1919 was $1.89 making a total valuation of $364,000,000 or $8,000,000 greater than the bumper crop of 1915. Wheat prices for 1921 are still in the making, but it is expected that the total value of last year's crop will equal that of 1915. This does not mean, however, that the buying power will be as great, because prices of commodities have not yet reached the level of 1915.

Reports of the wheat crop in other parts of the world are none too promising and there is altogether likely to be a big demand for Canada's wheat that should dispose of it speedily at a good price.

RECOGNIZING THE TRADE PAPERS

RECOGNIZING the fact that Business and Technical newspapers were becoming essential factors in commerce and industry, Herbert Hoover, Secretary of the Commerce Department at Washington, sent an invitation to the heads of the leading Business and Technical Newspapers of the United States to meet him in Washington to discuss the problems of his Department.

Sixty-two men accepted the invitation, and at the meeting, Mr. Hoover gave evidence of his high appreciation of the value of Business papers by saying: "My view of the matter is that we may well consider the trade publications of the country as the mouthpieces of the Department of Commerce—the contact points by which the business world is to know what we are doing and how we are doing it, and also to carry to our industry this message of co-operation which it is my hope to place before every manufacturer in every industry in the country.".

The outcome of this initial conference was that monthly meetings were arranged and Mr. Hoover has admitted that the meetings with the heads of Business and Technical Newspapers are of material benefit to him, giving him a clearer view of the situation than he can procure from any other source.

The Minister of the Canadian Department of Trade and Commerce might profit by the experience of Mr. Hoover. A conference with the heads of the various Business papers in Canada, would give him some vitally important information about trade conditions in Canada.

ADULTERATED FOODSTUFF

FROM time to time we hear of merchants being fined quite a sum of money for selling adulterated foodstuff. A recent report comes from Quebec. Several merchants were haled before the Court and fined twenty-five dollars each for selling adulterated sausage. The charge was made by the Federal Food Inspector. One of the merchants claimed he was not the manufacturer and asked that the manufacturer who sold him the sausage be called in warranty. This was granted and the case was held over for a week.

This instance again drives home the point, that merchants when buying their supplies should not fail to see that they come from reputable sources.

EDITORIALS IN BRIEF

If people have less inclination to buy than they had a year ago, are you trying harder to interest them, or are you letting up on your efforts?

The trade journal that comes to your desk is an opportunity. It has some information in it that will help you do more business—if one follows that information.

Don't waste any time croaking about what times were a year or so ago. If you have the energy to tackle the job, you can make your business better than it ever was in boom times.

You haven't time to listen to the fellows who want to talk about business dullness. You are too busy making your own business lively.

If business does not come your way, put the blame where it belongs; on the shoulders of the management of the store. Some stores are getting business. Why not you?

Makes Rapid Computations Easy

Plan of Marking Goods With the Date of Their Arrival in the Store is a Good One and is Now Being Generally Adopted—Suggestions Which Every Merchant Can Adopt With Profit.

by HENRY JOHNSON, JR.

TO make rapid computations easy among his department heads, the owner of a big store devised the table which I reproduce herewith. On it is shown the margin on the sale price which will result from the addition of a percentage on the cost, beginning at 25 per cent In making the computations, the figure has been made to include only two decimals in each case—which is plenty fine enough for practical purposes.

This is one of the most convenient and practical helps I have ever seen. The only fault I can find with it is that the word "profit" is used. I should always say "margin." Why? Because margin means the total spread between cost and sale price out of which all expenses must be deducted before any profit can be realized. It is therefore always proper to talk about a margin. It never can be proper to talk about a profit until we are sure that a profit is realized. But after all that is a minor fault.

I hope you will cut out this table and use it regularly. We cannot look at this matter of correct computation from too many angles. We must learn it so well, and absorb its principles so thoroughly, that we become more expert in its use daily. All business success centers around our ability to arrive at correct results in figuring our margins.

"Speeding The Turnover"

The plan of marking goods with the date of their arrival in the store is being adopted more generally all the time. I find wideawake merchants everywhere with merchandise stamped, say, Jul-21, meaning that it came in in July, 1921. Any clerk who is looking after his own advancement through promoting the prosperity of the store—and let me say that is the ONLY highway for him to travel with such end in view, whether he thinks so or not—will sell an article so marked before he will one marked Sep-21

A clothing merchant carries this plan further. He has tags on which are printed A, B, C, D in big capital letters. A, goes on goods six months in stock, B on goods a year in stock, C on what is in for 18 months, and D marks the deadline of two years. So just as soon as a tag appears anywhere, it is a signal to speed the sale, and the pressure gets more insistent as the letters advance until, when D shows up, the goods so marked must be sold no matter what price they bring.

Nor is this idea applicable only to the clothing business. It is a system which can be put in use in any line. For there is no line in which dead stock is not fatal, and none in which dormant stock is not a serious malady. We must remember not only that no profit can be realized until a sale is made, but that expense and deterioration are piling up against goods with every passing hour.

This same merchant has another plan which we might adopt with advantage. He has a daily tickler on his desk into which he puts his invoices as received and checked, putting each into the section dated when he expects to pay it Each day he opens the section marked for immediate attention, he glances over the stock covered by the bill to see if any of it has been sold and if so, how much. Then the paid bill is put away into another file on top of his desk divided into months only. On the first or second of each month he takes out those bills and makes another inspection of the stock.

In this way, he is kept in constant personal touch with the exact condition of his stocks and can put pressure on them whenever and wherever they need it. Such systems of careful marking not only have their immediate and obvious values, but any thoughtful merchant will learn a lot from them. For example, he will know intimately just how long it takes him to move a given line of goods. He also will note at once whenever the popularity of any line begins to wane—a thing which happens constantly and is generally unobserved until we have a lot of unsaleable stock on hand.

Wrong Slant On Volume

In thinking of volume, we must be careful that we get the right idea. Mere volume, or size of sales, is valuable even on a narrow margin, provided the margin covers expenses and leaves a profit, but not otherwise. Moreover, while thinking volume, we must not overlook things which, from the beginning and on small turnover, yield big returns. The seller of a device for making orange juice and lemonade illustrates this weakness as follows:

A disadvantage with an operative machine that makes big profits for the merchant possible is that most merchants figure on volume more than they do on profits. They are more interested in $20,00 of sales that may not pay more than 15 or 20 per cent than they are in $6.00 of sales that make them 70 or 80 per cent.

The ramifications of that statement are almost endless, if we stop to think it over. First let us compare the figures.

Sales of $20.00 at 15 per cent yield $3.00; at 20 per cent, $4.00. Sales of $6.00 at 70 per cent yield 4.20; and 80 per cent, $4.80.

Next, in the particular case mentioned, the making of orange and lemonades dis-

Continued on Page 38

PROFIT ON COST	EQUALS PROFIT ON SELLING	PROFIT ON COST	EQUALS PROFIT ON SELLING	PROFIT ON COST	EQUALS PROFIT ON SELLING	PROFIT ON COST	EQUALS PROFIT ON SELLING
PER CENT	PER CENT	PER CENT	PER CENT	PER CENT	PER CENT	PER CENT	PER CENT
25	20	44	30.55	63	38.65	82	45.05
26	20.63	45	31.03	64	39.02	83	45.35
27	21.26	46	31.50	65	39.39	84	45.65
28	21.88	47	31.97	66	39.76	85	45.94
29	22.48	48	32.43	67	40.11	86	46.23
30	23.07	49	32.88	68	40.46	87	46.52
31	23.66	50	33⅓	69	40.82	88	46.80
32	24.24	51	33.77	70	41.17	89	47.08
33⅓	25	52	34.21	71	41.52	90	47.36
34	25.37	53	34.64	72	41.86	91	47.64
35	25,92	54	35.06	73	42.20	92	47.91
36	26.47	55	35.48	74	42.53	93	48.18
37	27	56	35.90	75	42.86	94	48.45
38	27.54	57	36.31	76	43.18	95	48.71
39	28.06	58	36.71	77	43.50	96	48.97
40	28.57	59	37.11	78	43.82	97	49.23
41	29.08	60	37.50	79	44.13	98	49.49
42	29.57	61	37.89	80	44.44	99	49.75
43	30.07	62	38.28	81	44.75	100	50

Table Showing Easy Computation of profit.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

ONTARIO

John Charles, Toronto, has sold to V. Voisin.

E. O. Rawson, Coldwater proprietor of the "Veterans Store" has sold to C. E. Stevens.

J. P. Ramsey, Tillsonburg has sold to C. E. Nobbs.

F. Johnson has opened a store at 136 Davenport Road, Toronto.

M. Egeberg, Fort William, has opened a grocery store at the corner of Brock and Sprague Streets.

T. J. Brady, Lindsay is giving up business and has removed the stock to the store next Victoria Loan & Saving Co. where it will be disposed of.

H. N. Schmidt, 109 Cambria St. Stratford, has purchased the store at 351 Ontario St., formerly the F. Well's store.

D. S. Perrin & Co., London, held their 40th annual picnic to Port Stanley on Saturday last. Over 800 employees and their friends attended and participated in the many games provided.

The canning factory at Cobourg have completed their pack of peas for the season. The pack was a small one, only half the usual amount being handled.

The Lake Simcoe Ice Co., Toronto, is planning to sell ice in much the same manner as ice bricks. Their plan is to establish stations throughout the city, where people can go for their ice.

A man was recently arrested in Chatham for being intoxicated and explained that he became that way through drinking extract of lemon. The police located the merchant, who appeared before the court charged with selling six bottles of extract of lemon without using a revenue stamp. The case was enlarged for further investigation.

QUEBEC

F. M. Lamere asks CANADIAN GROCER to state that although his name has appeared several times lately in the press as vice president of the Union des Commis-Epiciers de Montreal (Association of Grocery Clerks of Montreal) and which appears as such on the letter head used by the organization, that he has no connection with the same.

WESTERN

L. J. Johnson, formerly of Bull River B. C., where he was engaged with Oscar Jostad, general merchant, has bought the Anton Dahl business at Yahk. Mr. Dahl, it will be recalled died last winter, and the business has since been conducted by Mrs. Dahl, who, having disposed of it to Mr. Johnson, has left for Europe.

SEED ELEVATORS BURNED

Chatham — Fire of an unknown origin, but thought by some to have been caused by spontaenous combustion, completely destroyed the elevators of the Rennie Seed Company. The elevator, which was several stories in height, besides containing a complete milling outfit, contained several hundred bushels of grain, all of which were completely destroyed. It is estimated that the damage will be in the neighborhood of $20,000.

SARNIA GROCERS AND BUTCHERS PLAN PICNIC

Sarnia.—The assembly room in the Chamber of Commerce was the scene of an enthusiastic meeting of the butchers and grocers of the city to plan their twelfth annual picnic. This mammoth affair will be held on the 17th of August at Lake Huron Park, and from the immense programme that was outlined, it will be one of the season's events. The seventeenth falls on Wednesday, and after much debate the entire day was set aside as a holiday. Some of the prizes advocated are worth the endeavors of the most finicky athlete, and it is anticipated the rich prizes will draw competitors from the entire surrounding country. The following officers and committees were elected:

Honorary president, William Kenny; honorary vice-president, M. P. Clark; president, Joseph Lackie; treasurer, Thomas Gammon; secretary, R. Kirby; assistant secretary, R. Haynes.

DOLLAR DAY A SUCCESSFUL EVENT

Kingston (Special)—Over 65 merchants co-operated in the Dollar Day sale and proved to be one of the greatest single days of business ever experienced by many merchants of the city. It was as if two or three Christmas eves had been crammed together and judging from the volume of trade done by the merchants in the Dollar Day area, the sale was one which will be remembered.

LIBBY COMPANY HOLD ANNUAL PICNIC

CHATHAM (Special) — What proved to be a very enjoyable picnic was held at Government Park by Libby McNeill & Libby, of Canada, Ltd., for their employees, families and friends. At lunch, pickles, olives and lemonade were furnished by the committee to all those on the grounds, and there was plenty of lemonade for everyone for the entire day. A ball game was held before noon, the games commencing at one o'clock, and lasting until 4.30. A large number of contestants took part in every event, all eager for the very attractive prizes awarded. Dancing was enjoyed by the younger set from seven until ten, the feature of the evening being the prize waltz and fox trot.

PACKS WILL BE SMALL

Summerland B. C., (Special)—The Dominion Canners, B. C. Ltd., operating at Penticton, will pay the growers 4c a lb. for peaches. No cherries have been packed this year by that cannery, and there will be only a small pack of apricots, for which the growers will be paid 4 1-2c and 5c. An unsatisfactory market, with low prices being paid by American packers, is said to be the reason for the small pack by the Dominion Canners.

EMPLOYEES OF WOODWARD'S HOLD PICNIC

VANCOUVER.—July 24 (Special) The numerous employees of Woodward's Department Store held their annual picnic the other day. The store was closed all day and 800 of the staff and friends boarded the 'Princess Patricia' for Seaside Park. A day of great pleasure was spent by all, water sports, games, and music and dancing and good eats, all contributed to the fun. At a late hour in the evening everyone voting the affair a splendid success., the party arrived home.

WHICH IS WHICH

A cross-eyed judge was trying three cross-eyed defendants. The judge looked at the first defendant and asked, "Do you plead guilty or not guilty?"

The second defendant promptly answered "Not guilty."

The judge looked at the second man and said sharply, "I didn't speak to you."

Whereupon the third man remarked, "I didn't say anything."

Pioneer Store Celebrates Golden Jubilee

Chilliwack, B. C. — (Special) — This month the Ashwell department store, of which G. R. Ashwell was the founder, is celebrating its 50th anniversary. The first Ashwell store was opened by George R. Ashwell in 1871; the store occupied a portion of the residence on the farm which was situated on the Yale Road, and embraced the property where the home of F. B. Stacey, M. P., now stands. The business flourished there for a few years until Mr. Ashwell decided to buy out the store and stock of R. C. Garner at the Fraser River landing, and to carry on business there; the landing at that time being about a quarter of a mile east and half a mile north of the present river bank at the Beaver landing, the repeated washing away of the bank necessitating the moving of the store building several times.

In 1890 Mr. Ashwell bought out the business of the late Uriah Nelson, who was operating a store on the present site of the Ashwell department store. The stock at the landing was removed to the newly acquired premises and the business established at its present location. In 1878 the store was both burglarized and burned down, but neither flood, fire nor burglars could daunt the spirit of Chilliwack's pioneer merchant, and as the destructive work of the Fraser had only caused him to move to more convenient quarters, so the havoc wrought by fire only resulted in the erection of more permanent and commodious store premises on the ashes of the old.

The same year saw the entry into the firm of Messrs. J. H. Ashwell and George H. W. Ashwell, the name being changed to that of George R. Ashwell and Son. On the death of Mr. Ashwell, Sr., in December, 1913, Ashwell Limited was incorporated as a limited liability company, with George H. W. Ashwell as president, N. Allen, M.D., vice-president, and J. H. Ashwell as secretary.

The Ashwell store from its inception, has always been an advocate of patronizing home industry, Canadian made and B. C. merchandise have always found a prominent place on the shelves and in its windows; its policy being to utilize B. C. money in building up B. C. industries.

LIVE STOCK RATES MAY SOON BE REDUCED

Ottawa, July 29.—An important reduction on live stock railway rates on all Canadian lines is assured, as the result of a conference held here yesterday between representatives of the live stock industry and the railways. A basic 25 per cent. decrease is probable. In view of the sympathetic attitude of the railway companies, it was felt that an order of the railway commission would be unnecessary. The railways will submit their offer to the board wihin one week.

FIRE DAMAGES VINEGAR WAREHOUSE

Calgary, Alta., July (Special).—About $30,000 damage was done by a fire that razed to the ground the storage warehouse of the Standard Vinegar company on 12th street East. Stocks belonging to the Standard Vinegar company, the Royal Crown Soap company, and several other firms, were completely destroyed and the building burned to the ground.

SPANISH RAISIN PACKER DISCONTINUES EXPORTING

Owing to the death of Ramon Marsal, successor to Wm. Rogers & Co., Denia, Spain, the export business of raisins etc. will be discontinued.

CHANGES IN N. C. R. EXECUTIVES

John H. Patterson Resigns as President And Is Succeeded By His Son

John H. Patterson has resigned as president and general manager of the National Cash Register Company but will continue actively in directing the affairs of the Company. As chairman of the Board of Directors, Mr. Patterson will advise the directors and help formulate the policies of the Company. His son, Frederick B. Patterson, was elected to succeed him as President, while J. H. Barringer was made General Manager.

John H. Patterson has been President of the National Cash Register Company for 37 years. He is regarded as one of the world's greatest business leaders. He built the present factory at Dayton from a workshop of one room with two employees to an organization employing more than ten thousand men and women.

Frederick B. Patterson is 29 years old. His first work was on a farm. He attended school for two years in England, and has been connected with the N. C. R. for 11 years. He started in as a workman in the foundry. He has visited all of its agencies, except Africa, Australia, India Russia and Mexico. He was manager of the Foreign Department for two years, and until he entered the service of his country in 1917. In the late war he rose from a private in the ranks to a commission in the air service.

J. H. Barringer, the new general manager, was promoted from the ranks. He started with the company 14 years ago, holding a minor position. He earned promotion rapidly and in 1918 was made First Vice-President and Assistant General Manager. Mr. Barringer is only 38 years old.

M. J. E. POIRIER

Vice President, Montreal Grocers Association.

M. A. SARRAZIN

President, Montreal Retail Grocers Association.

M. U. SANSREGRET

Secretary, Montreal Retail Grocers Association.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centers.

QUEBEC MARKETS

MONTREAL July 27.—The attention of the grocery trade is centered on the sugar market this week after the sudden drop in price of last week. Neither the price quoted by the American refiners nor the trend of the raw market seems to warrant the drop and as some of the refiners are declining to sell at the present price it is significant that they nominally quote the price. It is the opinion of many connected with the trade that the price of sugar will advance. There is no change in the prices quoted on molasses or corn syrups. Canned fruits are a little easier in price since the demand has fallen off with the arrival of fresh fruits. Salmon is higher since stocks are light and canned peas, corn and tomatoes hold their advanced price. Despite the fact that latest reports on Japan teas show increased strength, lower prices are quoted on stocks on hand by local wholesalers. There is no new report on black teas. Higher prices are quoted on rolled oats and oatmeals. Rice continues to gain strength with three advances on different grades. A small drop in the price of yellow corn meal is the only change in package goods. Coffee is steady with a good demand. There is an improved movement of spices with the approach of the fall season.

CANNED FRUIT LOWER

Montreal

CANNED GOODS—The movement of canned fruit has been slow lately, on account of the fresh fruit on the market, and wholesalers have dropped prices slightly on some lines, such as a reduction of 50 cents on both apricots and peaches, making the price on 2 1-2's $4.50. There is still the good demand for canned peas, corn and tomatoes, and prices hold at the advanced level. On account of a slight shortage in the supplies of canned salmon on the local market, wholesalers have advanced the price on some brands. Clover leaf flats are advanced to $2.60 for the halfs, and $4.85 for the one pound tins. Red Spring salmon is also advanced to $3.75.

COFFEE PRICES STEADY

Montreal

COFFEE—There is no change in coffee prices. The market is firm and steady with a good demand. No change is looked for in the near future.

ROLLED OATS HIGHER

Montreal

CEREALS—Higher prices are quoted on rolled oats and oatmeals, despite the fact that this is the quiet season for cereals. Spot stocks are low and the advance in price is general. On both rolled oats and oatmeals the advance in price amounts to 25 cents a bag. There are no other changes in cereals. The market is quiet with only a small movement.

PRUNES AND CURRANTS EASIER

Montreal.

DRIED FRUITS — The market for some lines of California dried fruits shows a weakness, particularly in prunes, which have been lowered in prices by some local jobbers to the extent of from 1-2 to 1 cent per pound. This and a drop on Malaga cluster raisins amounting to 50 cents per box is the only change in the price. Raisins are firm in price, with a good demand, but currants have been reduced to 12 cents and 15 cents per pound loose by some of the wholesalers. For other lines the market is firm.

TEA MARKETS STRONG

Montreal

TEAS—On the local market there is a weakness in Japan teas with lower prices qquoted by some of the wholesalers, but reports from primary markets show a decidedly stronger tendency. Cables state that basket fired Japan teas are in small supply, and the same is the case in fannings, siftings and nibs. The second crop is coming to the market later than last year and the quality is not good. The market is therefore strong, although local prices on present stocks are quoted lower. There are no new reports on black teas, but the market is steady and firm with prices unchanged.

IMPROVED SPICE MARKET

SPICES—The spice market has begun to show improvement in prospect for the the fall trade. Both retailers and wholesalers have begun to stock up for the fall demand which begins in September. The demand centres around mixed spices, cassia, peppers and cinnamon. Prices are unchanged, but are firm with strong tendencies in peppers.

HIGHER PRICES FOR RICE

RICE—The strength of the rice market is more pronounced with higher prices quoted on Honduras, Texas and Carolina rice. The advance is from 1-4 to 1-2 cent a pound. Caroline rice is now 7 cents and Honduras rice is 5 1-2 cents a pound. Further advances are looked for with improved buying.

RICE—

Carolina extra fancy	0 07
Do., fancy)	0 06
Honduras, fancy	0 05½
Rangoon CC, per cwt.	3 90
Do., B., per cwt.	4 15
Texas rice	0 05
Siam	0 06
Tapioca, per lb. (seed)	0 08 0 09½
Do. (pearl)	0 08 0 09½
Do. (flake	0 08 0 09)½
Honduras	0 07
Siam	0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

NUT PRICES UNCHANGED

NUTS—There is no change in the nut market. Prices are steady with a little more quiet market. Buying has fallen off slightly, but the strength of the walnut and peanut prices is still maintained.

NO CHANGE IN MOLASSES

SYRUPS—There is no change in the molasses market this week. Prices are steady with a fair trade passing. Corn syrups are steady with a good demand, and as far as can be seen at present, prices will hold firm.

SUGAR FUTURE INDEFINITE

SUGAR—Although the sugar market dropped during the past week to $7.60 per 100 and so far appears to be steady at that basis, there is an undertone which suggests an advance at the slightest provocation. A number of the refiners are dissatisfied with the present price, and in comparison with American prices on refined sugar, they claim there is no reason for the low level. The market for raws has been firm with slight advances, and in fact, it is hard to account for the present drop in the price. There seems to be every reason to believe that the next move in the sugar market will be upwards. Some of the refiners are curtailing their sales at the present price on account of the loss that is entailed in such sales.

Granulated sugar, per cwt.	7 60
Do., barrels	7 60
Granulated, gunnies, 20-5	8 00
Do., gunnies, 10-10	8 10
Do., cases, 20-5-lb. cartons	8 20
Do., cases, 50-2-lb. cartons	8 35
Yellow, light per cwt.	7 20
Do., medium, per cwt.	7 20
Do., dark, per cwt.	7 00

LEMON PRICES HOLDING

FRUIT—The feature of the fruit market is the downward trend in prices due to the fact that our own fruit is nearing the marketing stage and imported fruits must come down to something like a competitive basis. There is no change in the price of lemons. The demand is

still big, and supplies are no larger than they have been in the past month. Some local apples are on the market, but they are very small and of poor quality. The price asked is two dollars a bushel. There is a good supply of cherries selling at 90 cents for the six quart basket, but reports are that this is the last week of the season. Although the last of the grapefruit are on the market, prices stand at $6.25 a case and the quality is good.

APPLES—		
Boxes, 175s, 216s		4 50
New crop, per bushel		2 00
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96		6 25
Do., Porto Rico		6 00
Lemons, Cal., 300-360s		5 25
Do., 176s and 200s		10 00
Cal. Navel Oranges 126-250s	6 00	6 75
Do., Florida, 150-216s		6 50
Do., Blood Oranges, half boxes		3 75
Tangerines		4 25
Watermelons, each		0 90
Cherries, six- qt.		0 90

VEGETABLES LOWER

VEGETABLES — Local vegetables feature the market with lower prices on cabbage, cucumbers and potatoes. Montreal potatoes are selling at from $2.50 to $3.00 per bag, but it is expected that as soon as the American potatoes are off the market that higher prices will be asked for new potatoes. There is a good demand for new vegetables. Montreal tomatoes on the market have brought down the price to $3.50 per box.

New cabbage, per doz.		1 00
Celery, Florida, per crate	4 00	4 75
Do., California		11 00
Carrots, per bag	0 75	1 00
Cucumbers, per doz.		1 00
Garlic, lb.		0 50
Horseradish lb.		0 60
Leeks, doz.		4 00
Lettuce		
Parsley		
Mint		0 60
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green ,doz.		0 50
New potatoes, Mont. (90-lb. bag)	2 50	3 00
Do., sweet, hamper		5 50
Spanish onions, per case		6 25
Turnips, per bag	0 75	1 00
Egyptian onions		5 00
Red Onions, per cwt.		3 25
Texas Onions, per crate		3 50
Yellow onions, per cwt.		2 50
Montreal tomatoes, per box		3 50

CORNMEAL REDUCED

PACKAGE GOODS—The only change in package goods is a drop in the price of Quaker yellow cornmeal to $2.85 a case, a decline of fifteen cents. Other prices are steady with a good trade passing, particularly for starches.

COTTON TWINE HIGHER

COTTON TWINES — An advance of one cent is quoted on all cotton twines, making the price for the 1-4 inch twine 36 cents.

CEREALS CONTINUE FIRM

Toronto.

CEREALS—The market generally is holding firm at unchanged quotations. In some quarters an advance is expected on rolled oats, in view of the fact that oats are becoming scarce and the big demand for feeding purposes. Rolled oats are quoted at various prices ranging from $3.15 to $3.30 per bag. Stocks of white beans are fairly well exhausted, but the demand at this season is not heavy and prices are fairly steady.

	F.o.b.	Toronto
Barley, pearl, 98s		5 50
Buckwheat flour, 98s		6 00
Barley, pot, 98s		4 75
Barley Flour, 98s		6 25
Cornmeal, Golden, 98s		2 75
Oatmeal, 98s		4 50
Corn flour, 98s		3 75
Rye flour	9 85	6 00
Rolled oats, 90s	3 15	3 30
Rolled wheat, 100 lb. bbls.		7 00
Cracked wheat bag		5 00
Breakfast food, No. 1		6 00
Do., No. 2		6 00
Rice Flour, 100 lbs.		10 00
Linseed meal, 98s		6 50
Flaxseed, 98s		7 00
Peas, split, 98s		5 75
Marrowfat green peas	0 07	0 08
Graham flour, 98s		4 75
Whole wheat flour		4 95
Wheat Kernels, 8s		6 25
Farina, 98s		6 35

NEW APRICOTS ROLLING

Toronto.

DRIED FRUITS—A shipment of new crop apricots is rolling, which is expected to arrive within the next ten days. Although no definite price to the retail trade is yet announced, the prices will be considerably lower than last year's opening; standard grade will probably be around 23 cents and fancy around 35 cents per pound. Prunes are moving well in small quantities, but there is a heavy movement for the western provinces; one broker stated he had booked 12 cars of prunes for the west during the past week. New Valencia raisins are offered at 23 cents per pound to arrive about first of September. A new package of Sunmaid seedless raisins will be on the market in about ten days; this package retails for five cents, packed in cartons of 24 packages and sells for 85 cents per carton.

Candied Peels—		
Citron caps, 12 lb. boxes, lb.		0 50
Lemon caps, 12 lb. box, lb.		0 34
Orange caps, 12 lb. box, lb.		0 35
Mixed containing 4½ lb. lemon, 4½ lb. orange, 3 lb. citron caps, per lb.		0 40
Drained Peel, mixed, cut ready for use, in No. 1's cartons, 3 3 dozen per case, per dozen		4 60
Currants—		
Greek, Filiatras, cases		0 17
Do., Amalias		0 17
Do., Patras		0 17
Do., Vostizza		0 23½
Dates—		
Excelsior, pkgs, 3 doz. in case		5 50
Dromedary 3 doz. to case		7 00
Fard, per box ap. 12 lbs.		3 25
Hallowee dates, per lb.		0 11
Figs—		
Smyrna layers, 4 Crn., lb.	0 30	0 32
Do., layers, 6 crn., lb.	0 36	0 38
Natural pulled, in bags		0 10½
Prunes—		
30-40s, 25s		0 20
40-50s, 25s		0 16
50-60s, 25s		0 13
60-70, 25s		0 10
70-80s, 25s		0 09½
80-90s, 25s		0 09
90-100s, 25s		0 08
Peaches—		
Standard, 25-lb. box peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy 25-lb. boxes	0 19	0 30
Apricots—		
Raisins —		

ONTARIO MARKETS

TORONTO July 27.—The markets generally show few price changes with a steady movement in small quantities. Some lines are showing firmness in primary markets, particularly teas and rices. Canned vegetables are firmer under recent slight advances. This season's pack of peas is about one-third pack and prices are expected to be higher than last season. Rolled oats continue firm with a likelihood of higher prices. In package goods, some price changes are noted on one brand of cornflakes, pancake flour and cornmeal. New crop apricots are rolling and prices are some lower. Sugar at the moment is steady under recent declines. The potato market is firmer under higher prices. Lemons are easier, with other fruits generally showing few price changes.

CANNED VEGETABLES FIRMER

CANNED GOODS.—No announcement has yet been made of opening prices on this years pack of canned vegetables, but prices are expected on peas within the week. The pack of peas are only expected to run about one third of other years, partly on account of the short crop and partly due to the policy of the canners in cutting down the volume of packing this season. Prices on canned vegetables are expected to be fairly high but upon this point, a great deal will depend on the carryover, upon which nothing definite can be learned at the moment. New pack Mephisto lobster ½s is quoted at $3.75 per dozen. Blue Sea Tuna fish ½s is quoted at $4.35 per dozen. Gallon cans of apples are showing signs of scarcity, and in some quarters the price has advanced to $5.50 per dozen. New pack strawberry jam is still offered around 70 cents, for fours, although there is a tendency for higher prices.

Salmon—		
Sockeye 1s doz.	5 20	5 60
Do., ½s, doz.	2 65	3 00
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 90
Pinks, 1s doz.		1 45
Lobsters, ½-lb., doz.	3 45	3 75
Do., ¼-lb. tins	1 95	2 40
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	
Canned Vegetables —		
Tomatoes, 2½s, doz.		1 65
Peas, standard, doz.	1 65	1 90
Do., Early une		2 15
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 20
Asparagus tips, doz.		5 50
Do., butts, doz.		6 60
Canadian corn		1 50
Pumpkins, 2½s, doz.	1 45	1 50
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.		5 00
Apples, gal., doz.	5 00	5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.		3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do. Green Gage	3 25	3 40
Cherries, pitted H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00

STRENGTH IN WALNUTS GROWS

Toronto.

NUTS—All nuts continue strong and as the season advances this is more accentuated especially on shelled Bordeaux walnuts, as the small stocks are gradually becoming disposed of. In California walnuts and almonds there is a good movement in futures noted. The California Almond Growers Association announce that the new season's crop is practically all booked.

PACKAGE GOODS — Price changes are announced on some lines of Quaker goods, cornflakes are now at $3.10 per case, cornmeal at $2.85, and puffed rice pancake flour $2.85 per case. Other quotations on package cereals and starches are unchanged.

RICE MARKET STRONG

Toronto.

RICE—The primary markets are very strong. Higher quotations are noted in the southern markets, but on the local market prices are unchanged, although the feeling is decidedly firmer with prospects for advances.

SYRUPS UNCHANGED

Toronto.

SYRUPS—Corn syrups and molasses continue to be quiet with no change in quotations.

SPICE MOVEMENT BETTER

Toronto.

SPICES—There is an improved movement in spices, especially the varieties for pickling and preserving purposes. Wholesalers and retailers are commencing to stock up in anticipation for the pickling season. Market conditions are ruling steady with no change in quotations.

SUGAR PRICES DROP

Toronto.

SUGAR—As we were going to press last week a reduction was made in refined sugar, making the price $7.94, Toronto, or $7.60 Montreal basis. Whether this price will hold is very uncertain, some of the refiners claiming that they are losing money at this price, and according to the price of raws it is practically at replacement cost. On the other hand, one other refiner is selling 25 cents below the $7.60 basis. The raw sugar market during the week has been particularly active, with sales for the week close to 100,000 tons, which amount is greatly in excess of any week for several months past. Prices for Cubans were holding firm at three cents, which figures 4.61 cents, duty paid. Porto Rico sugars sold so freely that no more July shipment is available. It is also reported that all the uncontrolled sugars in Cuba are about cleaned up, and although there are still heavy holdings of Cuban sugar, what remains in the island is under the control of the committee.

St. Lawrence, extra granulated, cwt.	7 94
Atlantic, extra granulated	7 94
Acadia Sugar Refinery, extra granulated	7 94
Dom. Sugar Refinery, extra granulated	7 94
Canada Sugar Refinery granulated	7 94

Differentials: Granulated, advance over basis; 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c; gunnies 10-10s, 50s; cartons, 20-5s, 60c; cartons, 50-2s, 75c.

TEA MARKETS CONTINUE STRONG

Toronto.

TEAS—The primary tea markets continue with a strong tone, with prices again advanced on the better grades. There is also a hardening tendency for the lower grades, which, with the decrease in the pickings of Indians, is commencing to reflect in higher prices. The local situation is unchanged.

BIG SHIPMENTS OF FRUIT

Toronto.

FRUIT—Lemons are easier at $12.00 to $14.00 per case. Elberta peaches are arriving and selling at $6.50 to $7.00 per bushel basket. Shipments of Montmorencie cherries have been fairly heavy during the week, and are expected to continue for this week; prices on 6s range from 65 to 75 cents per basket and 11s at $1.25 to $1.50. Red and black currants and gooseberries are in good supply at slightly higher prices. Huckleberries are cheaper at $2.50 to $2.75 per basket. Good quality apples from Maryland are offered at $5.00 per bushel hamper. Lawton berries are in fair supply at 20 cents per box.

Oranges Valencies 100s	5 50	
Do., 126s	5 75	7 00
Do. 150s and smaller		6 00
and smaller	5 75	7 00
Bananas, Port Limons		0 09
Lemons, Messina	12 00	14 00
Watermelons, each	0 75	1 75
Peaches, 6 baskets to crate		6 00
Do., Elbertas bus. bkt.	6 50	7 00
Canteloupes, Standard, 45s		6 00
Do., flat, 15s		3 00
Cal. plums, per box		3 00
Cal. Pears, per box	5 50	5 75
Gooseberries, 11s, per bkt.		1 00
Do., 6s, per bkt.		2 00
Cherries, Sour, 6s	0 65	0 75
Do., sour, 11s	1 25	1 50
Red currants, 6s	0 75	1 00
Do., 11s	1 50	2 00
Black currants 6s	1 25	1 50
Do., 11s		3 00
Huckleberries	2 50	2 75
Lawton berries		0 20

POTATOES FIRMER

Toronto.

VEGETABLES—Potatoes are commencing to take on a firm and higher feeling. Virginians are about over and have advanced as high as $7.50 per barrel, although $7.25 is about the general price. Local new potatoes are firm at $3.50 per bag. The first shipment of Spanish opions is on the market at $6.50 per large crate, and $3.50 for half crates. California yellow opions are offered at $5.00 per 100 pound sack. Tomatoes are easier at 75 cents to $1.25 per basket. Cucumbers are lower at $1.00 per basket. Butter beans have advanced to $1.00 per basket, while a week ago they were selling at 60 cents.

Cabbage, per doz.	0 75	1 00
Potatoes, old, per bag		0 70
Do., New Virginia, bbl.		7 00
Do., new local, per bag		3 50
Head lettuce, crate	1 50	2 00
Tomatoes, 11s	0 75	1 25
New beets, per dozen		0 25
New carrots, per doz.		0 25
Green peas, 11 qt. basket	0 75	0 80
Wax and green beans, 11 qt. bkt.		1 00
Cucumbers, 11s	1 00	1 25
Corn, per doz.		0 30
Onions Spanish, crate		6 50
Do., Cal., sack, 100 lbs.		5 00
Do., hampers		3 00
Celery, bunch		0 75

California Pack of Canned Fruit Light

Many Canning Factories Not Operating—Heavy Carry Over at First of Year—Stocks Now About Cleaned Up.

THERE are indications that the pack of California fruits and vegetables will be a small one this season. Many of the factories are not operating at all and most of the others are operating on a reduced scale and the output is expected to be considerably below last year.

"The carry over of the first of the year was very heavy but during the past four months these stocks have been moved; most of them on a basis that represented a heavy loss to the owners, as the goods were sold not only below the cost of production, but, in many cases, actually below replacement cost this season." stated C. H. Bentley of the California Packing Corporation, San Francisco, Calif., to Canadian Grocer. "We have already passed through the season on important products like spinach, peas, string beans, asparagus, cherries and strawberries, so that we are in a position to say positively that the pack has already fallen way below normal conditions. It is difficult at this time to give accurate figures, but on canned peas we have not packed in California more than 25 per cent of the normal. The other varieties will show a serious shrinkage, although probably not so great as that on peas.

"Unfavorable crop conditions as well as unfavorable market conditions have brought about this result. In a general way, the same conditions will affect the pack of peaches and pears. So far as tomatoes are concerned, the pack cannot reach 50 per cent of normal and proably not 30 per cent for the reason that there is considerably less than half the normal acreage in the state".

In every town there are some men who have a lot to say about the "good old times." Don't degenerate into that class until you have ceased to feel any interest in future times.

* * *

If you think no acquaintance and no trade paper can tell you anything about running your business, you are going to seed and you need advice more than you know.

* * *

It's a wise merchant who knows enough to give his employes a chance to tell him what they think about the management of the store.

WINNIPEG MARKETS

WINNIPEG, July 27.—Grocery markets are quiet as far as price changes are concerned. Business in some lines shows an improvement but buying for future is light and unsettled. Sugar has been reduced to $8.50 per cwt. The bulk oat market is firm and advanced slightly. Sockeye salmon pack is reported light and spot stocks are practically cleaned up. Opening prices have been named on California peaches and figs and are much lower than last year. The nut market is showing a firmer tone and walnuts are reported scarce due to the poor crop. The rice market is firmer and spot stocks of Siam are reported light. Latest reports from Ceylon state that the tea market is showing a firmer tone and an advance of 20 per cent is noted. Fruits and vegetables are in good demand and prices are slightly easier.

SALMON PACK LIGHT

Winnipeg.

CANNED GOODS—It is an established fact that the salmon packers at the coast are buying sockeyes only. The pack has been extremely disappointing and is much lighter at the present time than it ever has been previously. Spot stocks at the coast have been considerably reduced during the last 60 days, and as France has bought a large quantity of pinks, this line is practically cleaned up. Chums are moving slowly and heavy stocks are held but a large proportion of same are not of the best quality. Last year's pack of red-springs, sockeyes and chums are practically cleaned up. Canned fruits are showing a firmer tone, and gallon apples are reported scarce, and have advanced. A good pack of raspberries is expected from the west. Canned vegetables have advanced and spot stocks are light.

BULK OATS FIRMER

Winnipeg.

CEREALS — The market is ruling steady with quotations generally, firmly held with bulk rolled oats advanced 10 cents per bag on 80s and other sizes in accordance. There is no change in quotations on packed cereals. Light cereals such as corn flakes, etc., are in good demand.

COFFEE RULING STEADY

Winnipeg.

COFFEE—The coffee market is ruling steady, but very little activity is being shown by buyers. Local quotations remain unchanged and a better demand is noted.

COFFEE—		
Rio, lb.	0 19½	0 20½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	28	0 30
Santos, lb.	0 26	0 29

RAISINS IN DEMAND

Winnipeg.

DRIED FRUIT—Opening prices have been named on peaches and figs, and they are considerably lower than last year's prices. The difference in price between peeled and unpeeled is only about one cent per pound and no doubt at the slight difference the peeled will be greatly in demand. Raisins and evaporated apples are in good demand and selling free ly. The California market remains firm on prunes. New apricots are expected on the local market shortly.

DRIED FRUIT		
Evaporated apples, per lb.	0 15½	0 16
Currants, 90-lb., per b.	0 18	0 10
Do., 8 oz. pkgs., 6 doz. case, lb.		0 16¾
Dates, Hallowee, bulk, lb.		0 14¼
Do., pkge., 3 doz. case lb.		0 15¾
Figs, Spanish, per lb.		0 15
Do., Smyrna, per lb.		0 12½
Do., black, cartons, per carton		0 60
Loganberries, 4 doz. case, pkt.		0 30
Peaches, standard, per lb.	0 20	0 21
Do., choice, per lb.	0 23	0 24
Do., fancy, per lb.	0 24	0 25
Do., Cal., in cartons, per carton		1 10
Do., unpitted, per lb.		0 10
Pears, extra choice, per lb.		0 25
Do., Cal., cartons, per carton		1 25
Prunes—		
30-40s, 25s, per lb.		0 21
40-50s 25s, per lb.		0 16¼
50-60s, 25s, per lb.		0 14
60-70s, 25s, per lb.		0 12¼
70-80s, 25s, per lb.		0 11½
80-90s, 25s, per lb.		0 10½
90-100s, 25s, per lb.		0 08
In 5-lb. cartons, per carton		0 68
Raisins—		
Cal., pkg., seeded, 15 oz., fancy, 3 doz., to case per pkg.		0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.		0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.		0 23
Choice seeded, 11 oz., 4 doz. to case, per pkg.		0 22½
Cal., bulk, seeded, 25-lb. boxes		0 29
Do., pkt., seedless, 11 ozs., 3 doz. to case, per lb.		0 22
Apricots choice, 25s, lb.		0 30
Do., 10s, lb.		0 31
Oo., standard, 25s, lb.		0 27
Do., fancy, 25s, lb.		0 35
Do., fancy, 10s, lb.		0 36

SUGAR PRICES LOWER

Winnipeg.

SUGAR—The sugar markets are firm in both United States and Canada, and Canadian refiners have reduced their prices to $8.50 per cwt.

Extra gran., bags, 100 lbs.	8 50
Do., gunnes, 5-20 lbs.	8 90
Do., gunnies, 10-10 lbs.	9 00
Do., cartons, 20-5 bs.	9 10
Do., cartons, 50-2 lbs.	9 25
Yellow, No. 1 lt., bags 100 lbs.	8 10
Do., golden, bags, 100 lbs.	8 00
Powdered Sugar, bbls.	8 90
Do., boxes, 50 lbs.	9 10
Do., boxes, 25 lbs.	9 30
Icing, barrels	9 00
Do., boxes, 50 lbs.	9 20
Do., boxes, 25 lbs.	9 40
LUMP SUGAR—	
Soft lumps, boxes, 100 lbs.	9 30
Do. boxes, 50 lbs.	9 40
Do., 25 lbs.	9 60
Do., cases, 20 cartons	10 25
Do., cases, 50 half cartons	11 10
Small Lump, boxes, 100 lbs.	9 20
Do., boxes, 50 lbs.	9 30
Do., boxes, 25 lbs.	9 50
Do., cartons, 50-2 lbs.	10 60
Hard lump sugar barrels	9 50
Do., boxes, 100 lbs.	9 50
Do., boxes, 50 lbs.	9 70
Do., boxes, 25 lbs.	9 75

SPICE MARKET STEADY

Winnipeg.

SPICE—The market for spices remains steady, although the demand from consuming channels has eased off. Latest cable advices from the East and Holland report very firm markets with upward tendencies. Peppers, cassias, cloves and nutmegs are in good demand.

SYRUP MARKET QUIET

Winnipeg.

SYRUPS—The market is quiet with no change in quotations on either corn or cane syrup.

STARCH SELLING FREELY

Winnipeg.

STARCH—There is a big improvement in the demand for starch and quotations remain unchanged.

STARCH—	
Cornstarch 1-lb. pkgs., lb.	0 09½
Do., No. 1 quality, per lb.	0 10⅝
Gloss, 1-lb. pkgs., per lb.	0 10⅞
Celluloid, 1-lb. pkgs., case	4 35

SHELLED WALNUTS FIRM

Winnipeg.

NUTS—The market for shelled Bordeaux walunts halves is firm and further advances are expected due to the fact that the crop is very light. Shelled almonds are showing a firmer tendency, and although the demand is light at the present time, higher prices will prevail when the fall crop arrives. No. 1 shelled Spanish peanuts are slightly easier. Shelled pecans continue firm and higher prices are expected for future deliveries on shelled Brazils.

FLOUR MARKET STEADY

Winnipeg.

FLOUR—The flour market continues steady and merchants are buying in small quantities to meet their present requirements.

FLOUR—	
98-lb. sacks	5 32½
Two 49-lb. sacks	5 40
Four 24-lb. sacks	5 50

JAMS IN GOOD DEMAND

Winnipeg.

JAMS — Practically all prices have been named on new packed jams, but jobbers are selling old stocks at the old prices. Higher prices will likely prevail just as soon as the balance of the old pack is cleaned up.

RICE MARKET FIRMER

Winnipeg.

RICE—The rice market is firmer, and higher, and has advanced about $10 per ton. The quality coming forward is only fair and available stocks in the Orient consist of very poor grades. Spot stocks of Siam are very light.

FRUIT MARKET ACTIVE

Winnipeg.

FRUITS—The market is fairly active on all lines, with prices generally tending easier. Raspberries are commencing to show signs of the end of the season, and are quoted at $4.25 per case. Lemons remain high at $14.00 per case. Apricots, cherries, plums and peaches are selling freely.

Cherries, bings in lugs, case	4 00	5 00
Plums, California per case	3 00	3 50
Apricots, per case	2 50	2 75
Peaches, per case		2 75
Cantaloupes, flats, per case		3 00
Do., standards, per case		6 50
Watermelon, per lb.		0 07

VEGETABLES IN DEMAND

Winnipeg.

VEGETABLES — Local cucumbers have arrived on the market and are selling freely at 50 cents per dozen. Good shipments of tomatoes from Ontario are arriving and are quoted at $2.75 to $3.00.

TEA MARKET HIGHER

Winnipeg.

TEAS — The Ceylon tea market is showing a firmer tone and advanced about 20 per cent. There is no change in the Indian market. Quotations on spot stocks remain unchanged under a light demand.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

CALGARY Alta. July 27.—B. C. Sugar declined 25 cents on the nineteenth and 75 cents on the twenty-first. In some quarters an advance is looked for on sugar. Rolled oats advanced 35 cents. Lard is up to 60 ents on threes, making the price $11.40. Cooked hams are one cent per pound higher. One brand of maple syrup is quoted lower. Crisco in bulk is slightly higher. Large Ontario cheese is quoted at 26 ta 26 1-2 cents per pound. Strawberries 2s, are selling at $8.15 to $8.40 per case. B. C. ripe tomatoes are now on the market at $4.00 per crate. Raspberries are selling at $4.25 to $4.50 and California lemons are selling at $13.50.

Alberta Markets

FROM CALGARY, BY WIRE

Lard, pure, 3	....	10 50
Beans B.C., per hundred	4 95	5 50
Rolled oats	....	9 15
Rice, Siam	5 50	6 00
Japan, No. 1	7 50	8 00
Tapioca	6 75	7 25
Sago	6 75	7 25
Sugar, pure cane, gran., cwt.	....	10 52
Cheese, No. 1, Ont., large	0 26	0 26½
Alberta cheese, twins	0 22	0 23
Do., large	0 22½	0 23
Butter, creamery, lb.	....	0 35
Do., dairy, lb.	0 25	0 30
Lard, pure 3s	....	11 40
Eggs, new laid, local, case	10 00	10 50
Tomatoes, 2½s	4 00	4 25
Corn, 2s, case	3 15	3 85
Peas, 2s, standard case	3 60	4 00
New early June peas, case	....	4 50
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	10 40	11 00
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, lb.	0 14	0 15½
Do., 25s, lb.	0 14½	0 16½
Peaches, evaporated, lb.	0 22	0 22½
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 08	0 08½
Do., 70-80s	0 08½	0 11
Do., 60-70s	0 12	0 12¾
Potatoes, local, ton	25 00	30 00

St. John N. B. July 27.—There are several changes in quotations on general grocery commodities, most of these are upward, with one or two exceptions. Sugar declined 65 cents per hundred. Lemons are also slightly easier at $14.00 to $15.00 per case. Granulated cornmeal advanced to $3.75 to $4.00. Cheese is firmer at 27 cents per pound. American clear pork is higher at $32.00. Canned vegetables are higher, tomatoes advanced 20 cents, corn 30 cents and peas 10 cents per case. Fresh eggs are firmer at 40 to 42 cents per doz. Old potatoes advanced to $3.00 to $3.70 per barrel while new potatoes are easier at $2.00 to $2.25 per bushel.

Getting business is just like courting a girl—you have to present the right kind of goods and keep on calling.

New Brunswick Markets

FROM ST. JOHN, BY WIRE

Cornmeal gran., bags	3 75	4 00
Do., ordinary	....	2 30
Rolled oats	....	8 80
Rice, Siam, per 100 lbs.	6 50	7 00
Tapioca, 100 lbs.	8 00	10 00
Molasses	....	0 60
Sugar—		
Standard granulated	....	8 30
No. 1, yellow	....	7 80
Cheese, new, twins	.....	0 27
Eggs, fresh, doz.	0 40	0 42
Lard, pure, lb.	0 16½	0 17
Do., compound	0 13½	0 14
Tomatoes, 2½s, std., case	....	4 20
American clear pork	32 00	35 00
Beef, corned, 1s	....	3 45
Breakfast bacon	0 45	0 48
Butter creamery, per lb.	0 30	0 33
Do., dairy	0 25	0 29
Do., tub	0 24	0 28
Corn, 2s, standard, case	....	3 80
Peas, standard, case	....	3 90
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Lemons, case	14 00	15 00
Oranges, California	6 50	8 00
Bananas, lb.	0 08	0 10
Grapefruit, case	8 50	9 50
Potatoes old, bbl.	3 00	3 70
Do., new, bush.	2 00	2 25

Halifax N. S. July 27.—While few changes in price are shown this week, staple groceries are still sliding downwards. Granuated and yellow sugars show the greatest decline, being a reflection on the flat markets of Cuba and the West Indies. Local wholesalers state that the chaotic condition of the market makes forecasts extremely difficult, but think that there is still a further decline to come before sugar will get back to the prices that were obtained this spring. New potatoes are now on the market and are quoted at $2.50 per bushel which is much lower than last season.

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Flour, No. 1 patents, bbl.	....	11 00
Cornmeal, bags	....	2 50
Rolled oats, per bag	....	3 85
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.	....	10 00
Sugar, standard, gran.	....	7 80
Do., No. 1, yellow	....	7 30
Molasses, gal.	....	0 63
Cheese, Ont. twins	....	0 27
Eggs, fresh, doz.	....	0 36
Lard, compound	....	0 16
Do., pure, lb.	....	0 20
American clear pork, bbl.	....	32 50
Tomatoes, 2½s, stan., doz.	....	2 10
Breakfast bacon	....	0 40
Hams, aver. 9-12 lbs.	....	0 40
Do., aver. 12-18 lbs.	....	0 40
Do., aver. 18-25 lbs.	....	0 36
Roll bacon	....	0 25
Butter, creamery, lb.	....	0 38
Do., dairy	....	0 30
Raspberries, 2s Ont., doz.	....	4 00
Peaches, 2s, standard, doz.	....	3 00
Corn, 2s, standard, doz.	....	1 90
Peas, standard, doz.	....	1 95
Strawberries, 2s, Ont., doz.	....	4 00
Salmon, Red Spring, flats, cases	....	....
Do., pinks	....	7 00
Do., Cohoes	....	14 00
Do., Chums	....	6 00
Evaporated apples, per lb.	....	0 15
Dried peaches, per lb.	....	0 22
Potatoes, Nat., 90-lb. bag.	....	1 25
Onions, Jersey	....	4 00
Beans, white	....	3 35
Do., yellow eye	....	7 25
Bananas, lb.	0 09	0 10
Lemons, Ca.	....	15 00
Oranges, all sizes	7 00	8 00
Grapefruit, Florida, case	....	9 50
Potatoes, local ton	25 00	0 00
Do., Jamaica	7 00	7 50
Oats, per bushel	....	0 75

WHITE TUNA FISH PRICES

Bluefin packers and fishermen have at last agreed upon prices for tuna and $50 a ton will be paid the fishermen. The Albercore fishermen, who are nearly all Japanese are still holding out, but opinion in Los Angeles is that these fishermen will soon consent to terms that the packers can afford to pay Formal opening prices cannot yet be named, but white meat tuna, standard ½s, should be about $7.00 a case at the coast judging from prices named for other canned foods of this season.

JAPANESE CRAB MEAT SHORT PACK

Japanese crabmeat will not reach a normal supply this year, according to the report prepared by the Yokahama Board of Trade. Various pickers in Saghalien have combined under the name of the Saghalien United Industrial Corporation, and will operate together this season, with improved methods of fishing and packing.

The extensive fishing of late years has seriously depleted the crab fisheries. The crab run is falling each year, and only 65,000 to 75,000 cases are counted upon this year. Added to poor runs of crabs are the financial troubles of the packers. Many of the small packers have suspended operations.

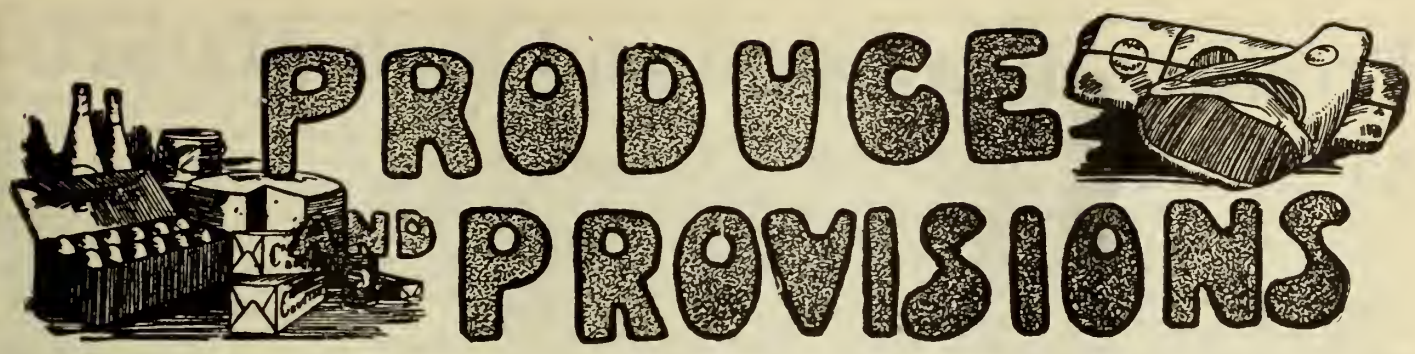
TRUE WORDS SPOKEN IN JEST

"Aren't you in favor of the spelling reform?"

"Not at all," answered the young stenographer. "Many a man would be writing his own letters if he knew how to spell all the difficult words."

* * *

Some merchants are constantly on the watch for opportunities to add new and better equipment and fixtures. These are the men who are getting the trade away from their old fashioned competitors.



Selling Eggs by Weight Again in the Limelight

Sherbrooke Merchant Believes It A Good Plan to Sell Eggs by Weight—Produce Dealers and Montreal Retail Merchant Says Present Plan of Selling Eggs Cannot be Improved.

THERE are varied opinions with regard to the sale of eggs by weight. In Sherbrooke CANADIAN GROCER representive found the popular opinion among the grocers to be in favor of selling by weight. One merchant suggested that eggs should be sold not by the pound but by the dozen at a price of so much a pound. This grocer claimed that the computnig scales now used by the grocer has made such a system very simple and overcomes what would be an annoying mathematical problem He claimed that it would be a very simple matter for the wholesale produce merchants to bill the eggs to the grocer at so much per pound for the net weight of eggs in the crate. This grocer was heartily in favor of the scheme although he had not yet adopted it. He stated however that he was prepared to try it out in the near future.

Fairness To Customers

Another Sherbroke grocer said, "To my mind it seems to be the only just and fair way to sell eggs from the standpoint of the producer, the grocer and the consumer. The public are quite willing to fall in line with any plan which they can see is giving justice to everyone. I feel sure that there would not be any complaint from one of my customers if I adopted the plan and at the same time explained the idea to them. If the customer comes to the store to buy her eggs and in buying one dozen claims the right to pick out the big ones it is only fair that she should pay more for these than the customer who telephones h r order and takes just what is given to her. If a grocer adopted this plan it would increase the confidence his customers had in his fair dealing. For another thing I am sure that the grocer would find that he was getting more for his eggs wnile it would not work a hardship on anyone since the people who are satisfied with a small egg have the satisfaction of knowing that they are paying less for them than they would pay for the large ones. I can see nothing but an advantage in adopting this system but I am in favor of selling at so much per pound per dozen and not at a set price per dozen. It seems to me too that it would mean bigger sales of eggs by that system."

More Interest In Poultry

W. Johnston of Lennoxville brought out another point when expressing his opinion in favor of selling eggs by the pound to CANADIAN GROCER representative. This he claimed would encourage the farmers to keep better poultry. As Mr. Johnston said "Some species of poultry lay better eggs than others. It is only fair that the farmer should get a better price for these than he would for smaller eggs. This system would encourage him to keep the better line of poultry. This system is not only fair to those who want to buy the bigger eggs but also to those who are quite satisfied with the small ones since they are then getting them cheaper than they would if they were buying them by the dozen. I am in favor of selling eggs by the dozen at a given price per pound."

Produce Men Doubtful

Some of the Montreal grocers and produce men do not look upon the scheme of selling eggs by weight with as much favor as do the merchants of the smaller cities in Quebec. The manager of one of the wholesale produce firms in this city in conversation with CANADIAN GROCER representative said, "This is a good idea, I believe a revival of a plan laid before the Federal Government some years ago by Sir George Foster. However I cannot see how it will work out in general practice. For the grocers who buy their eggs direct from the farmers it will be alright but I am sure that the wholesale produce merchants cannot adopt it since any system that is adopted for domestic trade must necessarily be used for export and that is out of the question in this case. It is impossible for dealers to weigh all the eggs they sell and as the weight of crates and containers vary considerably there is no way of determining the net weight without weighing the eggs separately. I am sure that the public would accept the plan with satisfaction, as they do most novel schemes and I am also of the opinion that it is quite fair to all concerned. It might also help to improve the quality of the eggs produced. We must not forget that there is already legislature that sets a minimum weight on a dozen of eggs. By the grading system that is now in force in Canada No. 1 eggs are fresh eggs of uniform size, weighing 25 oz. to the dozen or over or 47 pounds net to the 30 dozen case; clean and free from stain, strong in shell; air cell small not over 3-16 of an inch in depth; white of egg to be firm and clear and yolk dimly visible. Every grocer can demand all these qualifications in eggs bought as No. 1's. Other eggs are graded accordiingly. Virtually the grocer is already buying his eggs by weight. He can at least count on that minimum weight. I admit the fairness of the scheme but I cannot see that it can be adopted generally or see that it is even practical as a standard system."

The manager of one of the down town grocery stores in Montreal also disaproves of the scheme on the ground that it entails more work for the grocer and makes his accounting system more complicated. He claims that the public and the grocer are satisfied with the present system and that the merchants are only piling up more trouble for themselves by suggesting a new system.

SAVING THE HOLES

Commissioner C. B. Connelly, of the Department of Labor and Forestry, Pennsylvania, says the United States Bureau of Engraving and Printing is actually saving the "holes" resulting from perforating postage stamps. Four barrels of these tiny disks are collected every day and sold to pulp mills.

Produce, Provision and Fish Markets

MONTREAL July 27.—There is an easier trend to the produce market which is in most cases traced to a weaker feeling in sterling exchange which has caused a dropping off in the export demand. As a result of this butter is two cents cheaper this week and cheese has dropped one cent. For a time there was a movement upward in both of these on account of the very dry season but supplies have kept up and now that the export trade is dropping off prices are coming down slightly. Eggs are also a little easier and receipts are larger than they were one week ago. On the other hand the demand for live hogs is greater than the offerings of selected stock and prices paid have advanced giving a very strong tone to smoked meats and cooked meats both of which have been in big demand lately. Stocks of these on hand are light and the strength of the pork market may mean higher prices on these lines if the strength holds. Lard is maintaining its strength with a good movement. There is only a small demand for barrelled meats. Fish prices are unchanged with a fair demand.

BUTTER DROPS TWO CENTS

BUTTER—The feature of the market has been a decided weakness which developed in the market through lower prices being bid at the country boards. This to some extent was attributed to the weak market for sterling exchange and a falling off in the demand from English importers. There is also an increased supply of creamery butter on the market, especially supplies from the west. Prices quoted this week on dairy butter are slightly easier.

BUTTER—

Creamery, prints, qual., new.	0 39	0 40
Do., solids, quality, new ...	0 38	0 39

CHEESE DOWN ONE CENT

Montreal.

CHEESE—A much weaker feeling has prevailed in the cheese market through the last week, resulting from the same influences that have weakened the butter market mainly the smaller demand from English importers. Prices paid at the cheese boards are slightly lower, and wholesale cheese prices are reduced one cent a pound to 24.

Large, per lb.	0 24
Twins, per lb.	0 24
Triplets, per lb.	0 24
Stilton, per lb.	0 35
Fancy old cheese, per b.	0 34 0 35
Quebec	0 24

SELECTED EGGS EASIER

Montreal.

EGGS—Receipt of eggs on this market are holding up well with an increase over that of the previous week. The export demand, however, has increased and the demand for home consumption is also good, making the market firm, with stronger tendencies. The only change in the local market is a drop of one cent per dozen on extras, all other grades holding firm.

EGGS—

Fresh, selects	0 40
Do., No. 1	0 35

BARREL MEATS QUIET

Montreal.

BARRELLED MEATS — There is no change in the market for barrelled meats. Prices are unchanged under only a small demand for local trade.

Barrel Pork—

Canadian Short cut (bbl) 30-40	
Clear fat backs (bbl) 40-50 pcs.	30 00
Heavy mess pork (bbl)	31 00
Plate beef	23 00

SMOKED MEATS LOOK HIGHER

Montreal.

SMOKED MEATS — The trade in all lines of smoked meats continues active, owing to the hot weather prevailing, and a large home consumption. Stocks in packers' hands are kept low by the demand, and if the hog market continues strong higher prices may be looked for in the near future.

BACON—

Breakfast, best	0 36	0 39
Smoked breakfast	0 41	0 44
Cottage rolls		0 29
Picnic Hams		0 24
Wiltshire	0 33	0 37

MEDIUM SMOKED HAMS—

Weight, 8-14, long cut		0 34
Do., 14-20	0 34	0 35
Do., 20-25		0 30
Over 35 lbs.		0 30
Do., 25-35		0 30

LIVE HOGS HIGHER

Montreal

FRESH MEATS—A stronger feeling prevails in the live hog market, which is attributed principally to a keener demand for supplies from packers and to smaller offerings. Prices paid here range from $13.00 to $13.50 per 100, and in some cases $14.00 per 100 paid for select weighed off cars. The advance in price amounts to about 50 cents per 100 with a firm tendency.

FRESH MEATS—

Hogs, live (selected off cars).	13 50	14 00
Abattoir killed, 65-90 lbs.		0 21

Fresh Pork—

Legs of pork (foot on)	0 28½	0 29
Loins (trimmed)	0 29	0 30
Trimmed shoulders	0 20	0 22
Untrimmed	0 16	0 18
Pork sausage (pure)		0 25

Fresh Beef—

(Cows)			(Steers)	
0 19	0 24	Hind quarters	0 21	0 26
0 18	0 11	Front quarters	0 09	0 13
0 27	0 30	... Loins ...	0 33	0 36

COOKED MEATS STRONG

COOKED MEATS — There is an active market for cooked meats with a good demand for home consumption. Prices are firm and unchanged, but if the hog market maintains its strength higher prices may be looked for, since supplies on hand are only sufficient to meet immediate requirements.

Jellied pork tongues	0 38
Jellied pressed beef, lb.	0 37
Ham and tongue, lb.	0 42
Veal	0 30
Hams, cooked	0 54 0 57
Pork pies (doz.)	0 80
Mince meat, lb.	0 17½ 0 19
Sausage, pure pork	0 25
Bologna lb.	0 14
Ox tongue, tins	0 59
Head cheese, 6-lb. tins, per lb.	0 16
Do., 25-lb. tin pails, lb.	0 15

LARD HOLDS FIRM

Montreal

LARD — The lard market continues active with a firm undertone. Prices are unchanged, but are steady with the strength that has characterized this market for some weeks.

LARD—

Tierces, 360 lbs.	0 18
Tubs, 60 lbs.	0 18½
Pails, 20 lbs.	0 19
Bricks	0 20 0 21

FISH UNCHANGED

Montreal

FRESH FISH—There is no change in the prices quoted on fresh fish. There is a fair demand and the supplies of halibut, white fish and Gaspe salmon are good.

Gaspe Salmon	0 22
White fish	0 18
Haddock	0 06
Halibut	0 18
Trout	0 18

FROZEN FISH

Halibut, large and chicken	0 20	0 23
Haddock		0 07
Mackerel	0 15	0 16
Do., Western, medium	0 21	0 22
Steak Cod	0 07½	0 08½
Market Cod	0 06½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B. C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd		0 11
Doree	0 12	0 17
Smelts	0 15	0 20

TEA CONDITIONS IN JAPAN

Tea Street is busy, says a despatch from Shidzuoka, Japan, dated May 24, 1921. The working fund of the Central Tea Association is raised by the sale of stamps which each package of tea must bear that is shipped out of Shidzuoka—a 31-sen stamp for export and a 43-sen stamp for home consumption. To date the comparative sale of stamps has been as follows:

	1920 Pounds	1921 Pounds
Export	1,500,000	500
Local	1,250,000	2,500,000
Total	2,750,000	2,500,500

This 2,500,000 pounds for domestic consumption comprises the choicest pick of the first crop. Some of the rest may reach America at a heavy loss to the grower. Already where the picking of first crop is finished it is 20 to 30 per cent short of last season, and settlement for export, according to newspapers, foot up to 500,000 pounds.

All Wool

"Are caterpillars good to eat?" asked little Tommy at the dinner table.

"No," said father; "what makes you ask a question like that while we are eating,"

"You had one in your lettuce, but it's gone now," replied Tommy.

TORONTO July 27.—The butter market continues in a strong position with quotations again advanced. Cheese is also strong while eggs are tending easier. Lard and shortening maintain the strong position gained a couple of weeks ago, and with the surplus stocks fairly well disposed of, there is a tendency for prices remaining firm. Cooked hams are again advancing under a heavy demand and limited stocks. Smoked bacon is fairly active but salt and pickled meats are quiet. Live hogs are steady under light receipts. Fresh whitefish and trout are higher but other lines of fish are unchanged. There are no price changes in poultry, the market is fairly quiet but there is an active demand for broilers from restaurants and hotels.

BUTTER AGAIN MOVES UPWARD

Toronto.

BUTTER—The market continues in a strong position, with prices advanced two cents per pound, bringing quotations on first grade creamery to 42 cents and second grades to 40 cents per pound.

BUTTER—

Creamery prints	0 40	0 42

CHEESE HOLDS STRONG

Toronto.

CHEESE—Quotations are firm and unchanged at 25 cents per pound. There are still small lots of old cheese available which is quoted at 34 cents per pound.

CHEESE—

Large, new		0 23
Do., old		0 34

EGG PRICES STEADY

Toronto.

EGGS — There are no new developments in this market. Receipts are not heavy, but the quality continues poor. The demand, however, is light, and the market has an easy tone.

EGGS—

Selects	0 40	0 41
No. 1	0 37	0 38
Selects in cartons	0 42	0 43

COOKED HAMS MOVE UP

Toronto.

COOKED MEATS—There appears to be no slackening in the demand for cooked hams, which has resulted in a scarcity on this line, with prices advanced one cent, making the regular round trimmed 60 cents per pound and the square pressed 63 to 64 cents. Other lines of cooked meats are unchanged.

Boiled hams, lb.		0 60
Do., square pressed	0 63	0 64
Boiled shoulders, lb.		0 42
Head cheese, 6s, lb.		0 12
Choice jellied ox tongue, lb.		0 66
Jellied pork tongue		0 37
Bologna	0 16	0 18
Macaroni and cheese loaf, lb.		0 23

Above prices subject to daily fluctuations of the market.

HOG PRICES STEADY

Toronto.

FRESH MEATS—An unusually heavy run of cattle at the Union Stock Yard was the feature on Monday, more than twice the number being offered than for several weeks past, which resulted in the market dropping 50 cents per hundred. In the hog market it was quite the reverse, the offerings were light, with the market holding fairly steady at last week's prices. There are no changes in quotations on dressed meats.

Hogs—		
Dressed light, per cwt.		17 00
Do., heavy, per cwt.	10 00	12 00
Live, off cars, per cwt.		13 25
Live, fed and watered, cwt.		13 00
Live, f.o.b., per cwt.		12 00
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 38
Loins of pork, lb.		0 30
Fresh hams, lb.		0 39
Tenderloins, lb.		0 50
Spare ribs, lb.		0 12
Picnics, lb.		0 18½
New York shoulders, lb.		0 19
Montreal shoulders, lb.		0 20
Boston butts, lb.		0 22½
Fresh Beef—from Steers and Heifers—		
Hind quarters lb.	0 21	0 24
Front quarters, lb.	0 06	0 08
Ribs, lb.	0 18	0 26
chucks, lb.	0 07	0 07
Loins, whole, lb.	0 28	0 30
Hips, lb.	0 18	0 22

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 12	0 16
Spring lamb, lb.	0 28	0 30
Yearling lamb, lb.	0 12	0 15
Sheep, whole, lb.	0 10	0 12

Above prices subject to daily fluctuations of the market.

FRESH TROUT HIGHER

Montreal.

FISH—The market continues with the usual summer quietness. All lines are well represented and prices are unchanged, with the exception of Georgian Bay whitefish, which has advanced to 13 and 14 cents per pound. Fresh trout is also slightly higher at 17 and 18 cents per pound.

LARD MARKET STRONG

Toronto.

LARD — Surplus stocks of lard are practically cleaned up, which has resulted in the market maintaining the strong tone developed a couple of weeks ago. Quotations are up two cents per pound, making one pound prints 19 cents and on the tierce basis 17 cents per pound.

LARD—

1-lb. prints	0 19
1-lb. tierces, 400 lbs.	0 17

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, two cents.

NO CHANGE IN SMOKED MEATS

Toronto.

PROVISIONS.—There are no changes in this market. There continues to be an active demand for smoked hams and bacon, but salt and pickled meats are quiet.

BROILERS ARRIVING FREELY

Toronto.

POULTRY—Receipts of spring chickens are fairly heavy, but small on heavier fowl. There is a good demand for broilers for restaurant and hotel use, but in other sections of the trade the demand is quiet. Quotations remain as last week.

Prices Paid by Dealers

	Live.	Dressed.
Turkeys	0 30	0 40
Chickens, spring	0 30	0 40
Roosters	0 14	0 18
Fowl over 5 lbs.	0 23	0 25
Fowl, 4 to 5 lbs.	0 20	0 20
Fowl, under 4 lbs.	0 18	0 18
Ducklings	0 24	0 35
Guinea hens, pair	1 25	1 50
Prices quoted to retail trade:	Dressed:	
Turkeys	0 55	0 60
Hens, heavy	0 30	0 32
Do., light	0 28	0 30
Chickens, springs	0 45	0 50
Ducklings		0 48

SHORTENING UP HALF CENT

Toronto.

SHORTENING—Following the strong situation in the lard market, shortening is advanced one half cent per pound, making one pound prints 16 1-2 cents, and on the tierce basis 13 14 cents.

SHORTENING—

1-lb. prints	0 16½
Tierces, 40 lbs.	0 13¼

BETTER DEMAND FOR MARGARINE

Toronto.

MARGARINE — The demand for margarine shows a slight improvement, no doubt the higher prices on butter having something to do with it. The market is also a shade firmer with the best quality quoted at 20 cents per pound.

MANITOBA MARKETS

WINNIPEG, July 27.—The provision market is marked by a steady to upward tendency in almost all lines. Butter, cheese, lard and shortening have advanced. Eggs are in good demand and prices are slightly higher. During the warm weather the demand for cooked meats has been exceptionally good and packers report a scarcity of hams. Indications point to higher prices on these lines. Fish is in good demand with quotations unchanged.

HIGHER PRICES FOR BUTTER

Winnipeg.

BUTTER—The market continues with a firm tone and creamery butter has advanced. There is a good demand for creamery butter and best table grade is quoted at 43 cents per pound.

BUTTER—

Creamery, best table grade		0 42
Margarine	0 21	0 25

CHEESE MARKET STRONGER

Winnipeg.

CHEESE—The cheese market, like the butter market, during the week has increased in strength. The market advanced from 1 to 1 1-2 cents per pound, bringing the price to the retail trade to 26 cents per pound.

Ont., large, lb.		0 26
Ont., twins, lb.		0 26½
Ont., triplets lb.		0 26¾
Stilton cheese, large, lb.	0 21	0 30

EGGS ARE STEADY

Winnipeg.

EGGS — The egg market remains steady and prices are holding firm, due to the keen demand. Good supplies of eggs are arriving on the market and are selling freely. New laid eggs are quoted at 44 cents per dozen in cartons, and 32 cents per dozen for No. 1 candled.

COOKED MEATS STEADY

Winnipeg.

COOKED MEATS—The hot weather has increased the demand for all lines of cooked meats. Packers state that supplies are not sufficient, especially hams, to meet the demand, and an advance is expected shortly.

HAMS—	
Best quality, skinned 8-13 lbs.	0 57
Do., 13-16 lbs.	0 54
Roast Ham, lb.	0 58
Roast shoulders, lb.	0 38½
Head cheese, 1-lb. tins	0 16
Jellied ox tongues, lb.	0 66
Pork tongues, lb.	0 40
Luncheon cooked meats, lb.	0 21

SMOKED HAM IN DEMAND

Winnipeg.

PROVISIONS—There has been a marked increase in the demand for smoked ham during the week, which is attributed to the hot weather, with the result that there is a scarcity of ham and indications point to higher prices. Bacon, while in fair demand, shows no change.

Hams—		
8 to 16 lbs., per lb.	0 43	0 44
16 to 20 lbs., per lb.		0 43
Boneless, 8-16 lbs., per lb.		0 48
Skinned, 14-18 lbs., per lb.		0 47
Skinned 18-22 lbs., per lb.		0 44
Bacon—		
Back, 6 to 10 lbs., lb.		0 54
Cottage Rolls, boneless		0 31
Bellies, 6 to 10 lbs., per lb.		0 40

LARD AND SHORTENING UP

Winnipeg.

LARD—The market continues to show the effect of the higher prices quoted for hogs, and advanced during the week. On the tierce basis lard is quoted at 17 cents per pound. Shortening has also advanced and is now quoted at 14 cents per pound in tierces lots.

Pure lard, No. 1 quality per lb. (in tierces of 400 lbs.)	0 17
Do., wooden pails, 20-lb. pails.	3 80
Shortening (wooden palls), 20-lb. per pail	3 20
Shortening, tierces of 400 lbs.	0 14

POULTRY UNCHANGED

Winnipeg.

POULTRY—There is no change in the poultry situation and quotations remain unchanged.

D.P. chickens, 3½ lb. and under	0 36
Do., 3½ lbs. and over	0 49
D. P. fowl, 3½ lbs. and under	0 33
Do., 3½ lbs. and over	0 34

HOG MARKET STEADY

Winnipeg.

FRESH MEATS—The hog market is ruling steady and selected live hogs are quoted at $13.00 per cwt. Trading on the cattle market has been generally steady with a liberal demand for the offerings. Good steers are ranging from $6.00 to $6.50, while the heavy kind are quoted from $3.50 to $5.50. Butcher heifers are quoted at $5.00 to $5.50 with fair to good finding ready sale at $3.00 to $4.50. Veal calves are reported scarce, and the good kind ranging from $6.00 to $8.00, with the common $3.00 to $4.00. The sheep and lamb market has been fairly active. The bulk of good lambs are selling at $12.50 to $13.00, with good mutton sheep being quoted at $6.00.

Selected, live cwt.		13 00
Heavies	10 00	12 00
Light	12 00	13 00
Sows	8 00	9 00
Fresh Pork—		
Legs of pork, up to 35 lbs., lb.	0 23	0 31
Spare ribs		0 13
Loins of pork, lb.	0 27	0 30
Fresh hams, lb.	0 25	0 33
Picnics, lb.		0 18
Shoulders	0 15	0 18
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 14	0 21
Front quarters, lb.	0 06½	0 08½
Whole carcass, good grade, lb.	0 10½	0 13½
Mutton—		
Choice, lb.		0 24
Choice long hinds(leg and loin)		0 26
Choice stews		0 07½
Lambs—		
Choice, 30-45 lbs.		0 22
Veal—		
Good veal, 40 to 80 lbs, hind quarters		0 15

FISH PRICES STEADY

Winnipeg.

FISH—There is very little change in the fish market. The demand for fresh salmon and halibut is good. Other lines of fish are in good supply with prices unchanged.

Black cod, lb.	
Brills, lb.	0 09
Herrings, Lake Superior, 100 lbs., sacks, new stock	3 50
Halibut, chicken, cases 300 lbs	0 15¼
Do., broken cases	0 16½
Salmon—	
Cohoe full boxes, 300 lbs.	0 19
Do., in broken cases	0 20
Soles	0 09
Baby Whites or Tulibees	0 09
Do., broken cases	0 14½
SMOKED FISH	
Bloaters, Eastern National, case	3 50
Do., Western, 20-lb. boxes, box	2 10
Haddies, 30-lb. cases, lb.	0 14
Do., in 15-lb. cases, lb.	0 14
Kippers, East., Nat., 20 count, per count	3 75
Fillets, 15-lb. boxes, lb.	0 20
SALT FISH	
Steak Cod, 2s, Seelys, lb.	
Holland Herring, milkers, 9-lb. pails, per pail	1 35
Do., mixed, 9 lb. pails, per pail	1 25
Labrador herrings, 100-lb. bbls., per barrel	7 00

PUTTING HUMAN INTEREST TOUCH IN ADVERTISING.

(Continued from page 20)

to clear them up. These specials are then advertised by newspaper and window display, by simply stating the price and all selling ability is then placed on some other article that is kindred. For instance, if there is a special sale on macaroni, then every effort is made to swell the sale on canned tomatoes, soda biscuits and cheese. "It is no trouble to sell an article at a reduced price. That requires no special salesmanship beyond mentioning the price. After the price is mentioned my plan is to concentrate on other articles, but always on something that is required in the preparation of the special." concluded Mr. Kirby.

As mentioned above, Mr. Kirby purchases the articles that are on special sale at a reduced price, therefore he is able to make a fair profit even though the retail price is reduced. He does not cut the price on lines that are bought in the regular way. He believes in making a fair profit on everything he sells.

MAKES RAPID COMPUTATIONS EASY

(Continued from Page 27)

poses of all stock of shriveled and undersized fruit, or such as may be getting over ripe, thus making a positive economy through working out a by-product of the fruit department.

Again, the figures of 70 to 80 per cent are based on small volume and a standard size of glass. As volume is increased, the wideawake merchant can find possibilities in serving a larger glass for the same money. That will tend to increase volume still further until first thing he knows, he has a regular department for that service and is buying oranges and lemons in large lots out of which he is selecting a big proportion of his fruit for drinks thus making his displays of whole fruit all the more attractive and therefore profitable.

So, in thinking volume, get your factors all into the equation.

Extending The Inventory.

It may seem rather late to say anything about inventory, but not in this connection. I have suggested before that you extend your figures both ways—on a cost basis and also on the basis of regular retail prices. The value of this is many fold.

The first thing that will strike you when you add the two columns and note the wide spread between the two totals is that something must be wrong, for you will be sure that you are not making any such margin as the figures indicate.

Further reflection will show that the reason why the margin seems so unusually wide is because, at inventory time, you have little or no butter, eggs, vegetables and other perishables on hand. If you follow the course of the wise merchant, you will buy sugar weekly hence have little on hand at any time. Then if you recall that these narrow margin goods of which you carry such light stocks make up such a big proportion of your daily sales, you will see how your sales-margins are pulled down, while your permanent stock-margins remain high.

Perhaps you will think of other things too. Maybe it will occur to you that a grocer's life would be happy if he might confine his sales only to staple, dry groceries. But the true thought is that the wide-margin, slow-moving stock should be held down like the rapid-turning stuff and that attention should be devoted to turning the narrow margins still more rapidly. Anyway you look at it, these studies are mighty valuable.

It puzzles a horse sometimes to know what a woman is driving at.

* * *

Anybody can cut prices, but it takes brains to make a better article.

RULES FOR SUCCESS

For the merchant who is developing his store there are certain definite principles which have helped and may also help the merchant who is striving for success. Chief among these are:

"Give a square deal for a round dollar."

"Make courtesy the keynote of the entire store."

"Keep the organization wound up and running properly by showing friendship to the employees."

"Absolute integrity in every verbal transaction and in every written statement."

"Use plenty of printer's ink."

DAVIES HEADCHEESE

Now that the weather is becoming so much warmer, there is every opportunity for a dealer to increase his volume, by featuring a line of cold luncheon delicacies, which are admirably suitable for summer trade. Davies Headcheese is one of these jellied meats which command ready sale, because of its quality and consistency, being of good texture, with no small particles of bone or gristle.

There are many other lines of Cooked and Jellied Meats which can be featured to good advantage as cold luncheon specials, and which are bound to create demand. Make your customers know you carry them.

A few of these are:—

"Peerless" Bung Bologna,
Davies Jellied Hocks,
Davies Pressed Beef,
Davies Jellied Pork Tongue,
Davies Jellied Veal,
Davies Ox Tongue,
"Perfection" Cooked Square Hams,
"Perfection" Cooked Square Rolls,
"Perfection" Roast Hams,

We solicit your inquiries for any of the above, or will gladly supply you with a list of our complete lines, upon request.

Write us to-day. Special attention given to Mail Orders.

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

MONTREAL SYDNEY HAMILTON

SCHNEIDER'S POPULAR BOLOGNAS

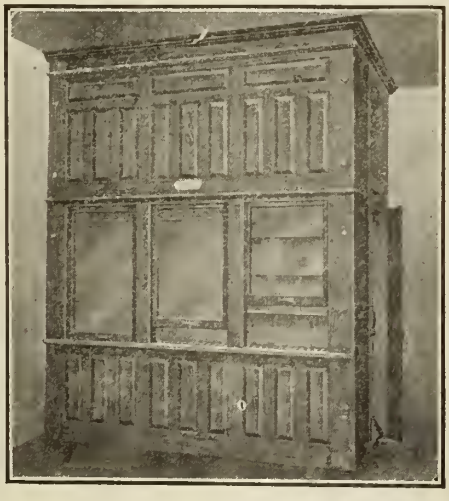
A FAST SELLING SUMMER LINE

16 VARIETIES OF SAUSAGE.

If you want to offer your customers a real treat give them **Schneider's Bologna.** Order a trial supply along with **Schneider's** other Cold Luncheon delicacies such as Ham Sausage, New England Ham Sausage, Jellied Tongue, Meat Loaf, etc. You'll find them remarkably fast-selling summer lines. Special attention to mail orders. Satisfaction guaranteed.

J. M. SCHNEIDER & SON, LIMITED

KITCHENER, ONTARIO



For large stores or small stores—there is a special type for each.

ARCTIC

REFRIGERATORS

are dependable because a perfect circulation of cold, dry air is assured at all times.

Write for Catalogue

John Hillock & Co., Limited

Office and Factory

154 George St., Toronto

Agencies:—A. Tilley, 54 McGill College Ave., Montreal; George Cameron Sparks Street, Ottawa; J. McMillan 280 Main St., Winnipeg; Western Butchers' Supply Company, Regina, Sask.

HEINZ OVEN BAKED BEANS

Require but little selling effort to keep them moving, outbound, over your counter. Proper displaying is all that is needed. That is what makes them so profitable for you to handle.

Along with the other 57 Varieties, Heinz Oven Baked Beans are so well and favorably known that people buy them without hesitancy, feeling sure of their goodness.

H. J. HEINZ COMPANY

Says a Reader of Many Years Standing:

"I do feel that your paper is the most interesting and readable financial journal published in this country and, perhaps, in the entire North American Continent. Each week I somehow find time to read every word of it—mostly in bed, late at night. I find I have to read THE FINANCIAL POST in order to maintain myself properly abreast with the bigger things and movements taking place in this country."

THE FINANCIAL POST is published for men who are interested in big things—not necessarily men who personally have big financial interests at stake, but for men who are eager to know what is happening that will have a bearing on business and the well-being of Canada generally.

THE entire editorial organization of the MacLean Publishing Company is at hand to co-operate with the editors of THE FINANCIAL POST. Specialists in many businesses write for THE POST. A practical farmer, in constant touch with the farming conditions, deals with crop prospects.

THE POST is a paper edited by specialists for business specialists.

The Financial Post

MONTREAL
128 Bleury Street

TORONTO
143 University Ave.

WINNIPEG
Union Trust Bldg.

Subscription Price per year (52 Issues) $5.00

The Best Display We Have Ever Seen!

Special Subscription Agency For the Livest Magazine in the Empire
TWICE A MONTH
MACLEAN'S
"CANADA'S NATIONAL MAGAZINE"
$3.00 A YEAR
WORLD EVENTS - CANADIAN PROBLEMS - BUSINESS - FINANCE - POETRY - WIT - HUMOUR - BEST STORIES A MACAZINE for the WHOLE FAMILY.
Russell-Lang
MACLEAN'S
Russell-Lang
MACLEAN'S

The Winnipeg photographer who took this picture was anxious to show how the whole store-front looked. So he had to set his camera away out near the curb—and consequently the detail in the window does not stand out clearly. But you get the splendid general effect.

THIS great window display of MACLEAN'S MAGAZINE is particularly noteworthy for two reasons: 1st—It is the best display we have ever seen, of MACLEAN'S or any other magazine; 2nd—It was put on by Russell-Lang, of Winnipeg, which is the largest bookstore in Canada.

See how the Union Jack was used in the window to emblematize "Canada's National Magazine." Note how the magazine has been displayed in the show cases on each side of the windows, as well as in the windows. See the big specially-painted banner which stretched across the entire store front, also the special big show cards in the window.

Mr. Druggist—When it pays the biggest bookstore in Canada to boost MACLEAN'S like this it will pay you also. You want to make more money, naturally. MACLEAN'S offers you that opportunity.

There's a good profit in selling single copies of MACLEAN'S over the counter. Then, we furnish you with a handsome cardboard sign, showing that you take yearly subscriptions for MACLEAN'S as well—and on each of these yearly subscriptions we pay you 75c. commission !

And remember that MACLEAN'S is "Canada's National Magazine," and a credit to your country.

If you are not already handling MACLEAN'S, clip the coupon and mail it NOW.

Circulation Manager,
MACLEAN'S MAGAZINE, Toronto.

I'm interested. Please send me particulars about MACLEAN'S.

Name .....

Address .....

D. W. .....

7 Direct Lines Out of Stratford

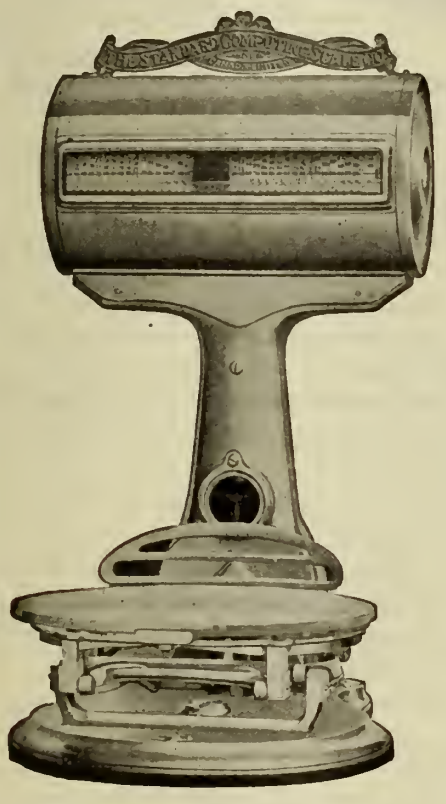
Make It the Quickest Shipping Centre

We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits" — ***saving double freight and double cartage.***

Phones—Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.

James Lloyd & Son Box No. 266 **Stratford, Ont.**



No. 111

The Word's Best Computing Scale.

Good business men purchase our scales—because both are reliable.

Brains and money cannot produce better scales.

WILL BE PLEASED TO SHOW THEM TO YOU

Wanted---Salesmen for all provinces. Find out what we offer.

The Standard Computing Scale Co.

OF CANADA, Limited

301 Davis Block, Windsor, Ontario.

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Summer and Fall Trade

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can. J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

[illegible] WELLINGTON ST. W., MONTREAL

Now as Never Before—

You Need Sound Financial Information

THERE never was a time when business merchants needed sound, sane, financial knowledge of commercial happenings on which to base present and future investments as they do right now.

For your business profits are not real profits until you have them safely invested in reliable securities.

Why not invest profits from your shop and the coupons from your Victory Bonds in genuine securities, news of which you will find every week in THE FINANCIAL POST Investors' Enquiry Service, a feature for subscribers which will give you the benefit of investigators in all the big financial centres? This service is just as if you paid a man $10,000 a year to be your own personal investigator in Toronto, Montreal, Winnipeg—in fact, every city in the Dominion.

But you cannot hire the services of this staff—you get them free with a subscription to THE FINANCIAL POST, through this splendid Investors' Enquiry Service, which is free to all readers.

But that is not the only thing—this commercial newspaper gives you the financial, industrial, banking news of the country in convenient readable form—just the data you need for your business—just the facts you need for your investments—in fact, a splendid partner of the ambitious merchant.

When 8,425 merchants, business executives, bankers, lawyers find in THE FINANCIAL POST the very facts which will help them in their business, will you not find a weekly reading of its pages very beneficial?

THE FINANCIAL POST
143-153 University Ave., Toronto, Ont.

.....192

THE FINANCIAL POST,
143-153 University Ave., Toronto.

On the understanding that THE FINANCIAL POST contains just the facts I need for safe investment of profit, you may send me a recent issue.

Name .....

Address .....

MASTER MASON
PLUG SMOKING
"It's good Tobacco"
MASTER MASON
MASTER MASON
THE man who smokes the big plug has reasons aplenty, aside from the real pipe enjoyment he gets from Master Mason. There is no waste: there's no loss of flavor: and there's the satisfying economy. For the big Master Mason plug is high quality tobacco at the rock bottom price.
The Big Plug 20¢

Pays the Biggest Profit

MASTER MASON Plug Smoking Tobacco pays the retailer a larger margin of profit than any other tobacco on the Canadian market to-day. You always make more money on the MASTER MASON you sell. NOW you can sell more MASTER MASON—because our advertising campaign running at present is making scores of new friends for this popular tobacco. The ad shown above is one of a series, (one quarter actual size) now appearing in the Canadian newspapers. These ads are making it easier for you to sell *more* MASTER MASON, and get more PROFIT. Don't delay. Stock up now.

ROCK CITY TOBACCO COMPANY
QUEBEC - CANADA

MASTER MASON

PLUG SMOKING

Drimilk *Is Your Guarantee*

This name is your assurance of freshness---Pure sweet milk.
Do your customers like things fresh?
Drimilk made to-day and delivered to-morrow.
This means something.

THE DRIMILK CO., LIMITED
Cortland, Ont.

Donald H. Bain Co.,
Winnipeg
Western Distributors

Executive Offices : Spadina Crescent, Toronto
Eastern Offices : 10 Ste. Sophie Lane, Montreal.

SAL ARM & HAMMER SODA

IN THE HANDY 2½ lb Carton—Saves Wrapping And-Weighing

Don't waste time, paper and twine weighing out and packaging Sal Soda when you can give your customers Arm and Hammer, the strongest and best, in handy 2 1-2 lb. cartons.

There are 36 of these 2 1-2 lb. packages to a box.

CHURCH & DWIGHT, LIMITED
MONTREAL

Grocers who use the N. B. Pulp

Eggs

Egg Carrier

Save

Money, Time and Eggs

Order from your wholesale grocer or from

Walter Woods, Limited

Hamilton Winnipeg

Hot Weather Fruits for the Tourist Trade

With so many visitors and holiday seekers throughout the province the following fruits find quick sale

BARTLETT PEARS and PLUMS
GEORGIA PEACHES
CANTALOUPES
LEMONS ORANGES BANANAS
Watermelons Tomatoes Corn
CUCUMBERS COCOANUTS etc.

All the above lines are received regularly from the best source of supply and are priced always in accord with the market conditions.

Prompt and efficient attention to orders.

WHITE & CO., LTD.

Fruits of Quality TORONTO

The popular summer sellers

MARSH'S BEVERAGES

You can depend on good profits and steady repeat sales if you fill your customers' soft drink requirements with Marsh's Grape Juice, you can sell it at popular prices and secure larger sale and profits.

Marsh's Grape Juice.
Unfermented Port
Black Cherry Wine
Raspberry Vinegar
Marsh's Pure Apple Cider.

The Marsh Grape Juice Company

Niagara Falls, Ont

Agents for Ontario, Quebec and Maritime Provinces:

The MacLaren Wright, Ltd.
Toronto and Montreal

Agents for British Columbia:

F. G. Evans Co., Ltd.
Toronto and Montreal

INDEX TO ADVERTISERS

A

Acadia Sugar Refining Co., Ltd. 16
Anchor Cap & Closure Corp. 2
Arsenis & Co. 12

B

Bain & Co., Donald H. .. 8
Baker, Walter & Co. ... 48
Bickle & Greening, John W. & Co. 15
Birdland Society 8
Borden Co., Ltd. 1

C

Canada Barrels & Keg Ltd. 47
Cane Wm. & Sons Co. Ltd. 16
Can. Nashua Paper Co... 9
Channel Limited, Inside Front Cover
Church & Dwight Co.... 45
Codville Co. 10
Clark Ltd., W. 4
Columbia Macaroni Co... 13

D

Davies & Co., Wm. Ltd... 39
Dobree & Sons 16
Dominion Slicer Corp. .. 13
Drimilk Co., Ltd. 45
Duncan & Sons, C. 8

E

Emond Jos. 12
Eddy, E. B. Co., Ltd. .. ..Outside back cover
Escott Co., Ltd. W.H..... 10
Estabrooks Co., Ltd., T.H. 17
Eureka Refrigerator Co. Ltd. 7

F

Frost Moorman & Co..... 11

G

Galt Chemical Co. 17
Genesee Pure Food Co. of Canada 13

H

Hamblin-Brereton 11
Hayne, John 47
Heinz, H. J. 40
Hillock, John & Co. 40
Horne, Harry Co. 3
Hanson, Co., Ltd., J. H... 12
Hull Oil Mfg. Co. 17

I

Imperial Grain & Milling Co. 7
Imperial Extract Co. 14
Island Lead Mills Ltd... 17
Ingersoll Ice Cream Co. .....Inside Back Cover

K

Kidd, T. Ashmore 11

L

Lachaine, Geo. D. 12
Laing & Waters 11
Langley Harris & Co. Ltd. 11
Lloyd Jas. & Son 43
Loggie Sons & Co. 11

M

McLauchlan, J. K. 11
McLay, Brockerage Co. .. 8
Macdonald Reg., W. C. .. 6
Mackenzie, W. L. 8
Mickle, Geo. T. 11
Moore & Co. R. M. 47
Magor, Son & Co. 18
Marsh Grape Juice Co. .. 46
Maple Tree Producers Ass'n., Ltd. 43
Minto Bros. ....Front cover

O

Oakey & Sons, Ltd. John 9
O'Donnell & Co., John J.. 11
O'Keefe's Ltd. 15

P

Patrick & Co., W. G. ... 11
Pennock & Co., H. P. ... 9
Peterboro Cereal Co. ... 12

R

Red Rose Tea 17
Rock City Tobacco Co... 44
Ross Can Co. 47

S

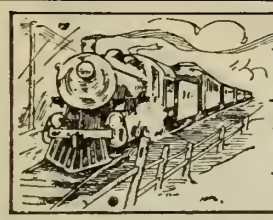
Salada Tea Co. Ltd. 18
Sanator Limited 14
Scott Bathgate Co., Ltd. 10
Scott & Thomas 11
So-Clean Ltd. 47
Schneider, J. M. & Son.. 40
Soper, E. N. & W. E. 11
St. Arnaud Fils Cie 12
Standard Computing Scale Co. 43
Stickney & Poor Spice Co. 7
Stroyan-Dunwoody Co. .. 8

T

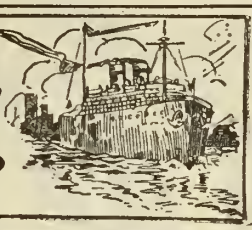
Thompson, A. E. 10
Thum Co. (Tanglefoot) O. & W. 47
Tippet & Co., Ltd. 12
Toronto Pottery Co., Ltd. 47
Toronto Salt Works 47
Trent Mfg. Co. 47

W

Wallace Fisheries, Ltd. .. 7
Watson & Truesdale 9
Waterloo Broom and Brush Co. 11
Western Salt Co. 15
Western Canada Flour Mills....Inside back cover
White & Co. 46
White, Cottell's 47
Woods & Co., Walter ... 45
Williams Storage Co. ... 9
Wiley, Frank H. 8



BUYERS' MARKET GUIDE
Latest Editorial Market News



Stoneware Jars
Flower Pots
Tea Pots
Glassware

Please ask for copy of latest catalogue

The TORONTO POTTERY CO, Limited
Toronto

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

BARRELS
From 5 to 50 Gallons. For Liquid Containers
PROMPT SHIPMENTS
CANADA BARRELS & KEGS, Limited
WATERLOO, ONT.

Your Wants

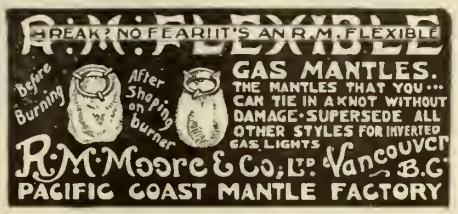
are many here below. Use the Want Ad. page and get rid of a few of them.

RICE PLANTING LESS

The Rice Millers Association, Los Angeles reports that the acreage of rice planted this year is 400,000 acres less than last year. In 1920 the acreage planted was 1,300,000 and 900,000 for 1921.

TEA PRICES MOVE UPWARD

The Tea Brokers Association of London report that the tea markets continue to rise. Cables were recently received advising the partial failure of the monsoon and consequent short crops and rapidly advancing prices. Ceylon teas in London auctions during June and July have fetched the highest average prices ever recorded.


R.M. FLEXIBLE
BREAK? NO FEAR IT'S AN R. M. FLEXIBLE
Before Burning
After Shaping on burner
GAS MANTLES.
THE MANTLES THAT YOU... CAN TIE IN A KNOT WITHOUT DAMAGE - SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
R. M. Moore & Co., Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

---

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS

All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.

ROSS CAN CO. LIMITED,
Bowmanville, Ont.

BARRELS

For all purposes. The best pack age for exporting. I can make them to suit your goods.

JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

TANGLEFOOT
PRODUCTS
STICKY FLY PAPER, STICKY FLY RIBBON, TREE TANGLEFOOT, ROACH AND ANT POWDER.
THE O & W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

MAKE BUSINESS BETTER
By Boosting Your Business

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

EXPERIENCED GROCERY CLERK WANTS position. At present in charge of store in Toronto. Desires change in wholesale or retailer anywhere in Ontario. References. Box 64, Canadian Grocer, 153 University Ave., Toronto, Ont.

NORTHERN ONTARIO SALESMAN RESIDing in the territory seeks Candy and Druggists' lines. If you want regular and consistent trade get in touch with Box 60, Canadian Grocer 153 University Ave., Toronto, Ont.

PARTNER WANTED FOR GROCERY STORE with $2,500.00 to invest. A good opportunity for live man. Replies confidential. Box 62, Canadian Grocer, 153 University Ave., Toronto, Ont.

YOUNG MAN, 28, THOROUGHLY EXPERienced and efficient; a hustler and one who knows what to do and how to do it, wants position in grocery or general store. Highly recommended. Apply Box 72, Canadian Grocer, University Ave., Toronto.

FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should as himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you wiling to learn more about our carriers? If so, send for our new Catalogus J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

GENERAL STORE FOR SALE IN SMALL village in country near town of Renfrew, Ont., five miles from station. No opposition. Power line passes door. Electric lights about to be installed. Situated on country highway. School and Presbyterian Church in village. Turnover about ten thousand could be increased to sixteen or seventeen thousand. Apply Box 58 Canadian Grocer, 153 University Ave., Toronto, Ont.

Good Sellers make business easy

BAKER'S
Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Registered Trade Mark

Made in Canada by
Walter Baker & Co. Limited
Dorchester, Mass. Montreal, Can.
Established 1780

Say You Saw It In Canadian Grocer, It Will Help Identify You

Send For Your Copy To-day.

Because of an unusually well balanced and complete editorial service, The Financial Post of Canada is carefully read by Canada's foremost business executives—financial directors—salesmanagers and investors. It contains business and financial information valuable to any forward-looking business men.

One evening spent with it in the quiet of your own home will answer all your questions about The Financial Post.

The Financial Post
143 University Avenue, Toronto

When You Think of Flour
Think of

PURITY FLOUR

When You Sell Flour
Sell

PURITY FLOUR

Western Canada Flour Mills Company Limited

TORONTO : : WINNIPEG

INGERSOLL ICE CREAM CONE CO., Limited, Ingersoll, Ont.

Every Cone Inspected.

Made By Canadians In Canada.

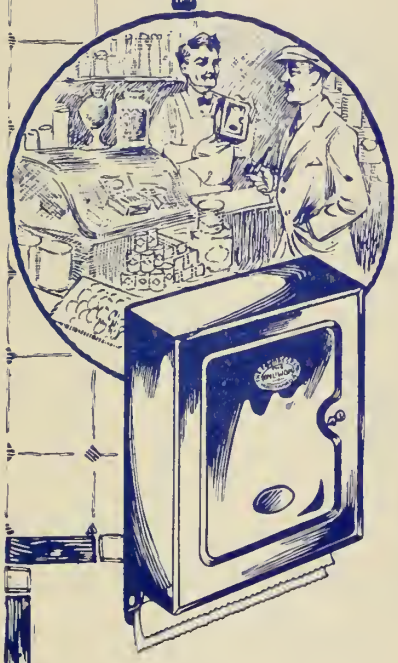
In the heart of the dairy county of Canada.

If your Jobber cannot supply you with cones of Quality, send your order in direct, at once.

CRYSTAL CAKE	4.50 per 1000	FREIGHT
DOMINION CAKE	4.25 per 1000	
HONEY CAKE	3.25 per 1000	PAID

Every cone guaranteed to be perfect. Manufactured from the purest and most wholesome ingredients in the most sanitary cone factory in the British Empire

We ship same day as order is received. Please state how you wish shipment, Express or Freight.



Price, Appearance and Utility Ensure Sales Of EDDY'S ONLIWON Toilet Paper Holders

You have merely to show them to sell them—a fact by which merchants everywhere are profiting. Grocers, general stores, hardware stores, and drug stores are taking advantage of the popularity of Eddy's Onliwon Toilet Paper Holders to counteract the falling off in other lines. The profits on Onliwon sales are particularly useful at this time.

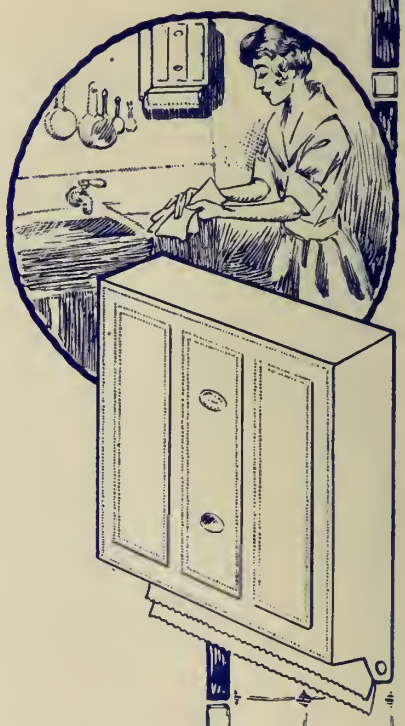
The handsomely nickelled finish of the Onliwon stimulates inquiries. Its thousand sheets of fine toilet paper served but two at a time to prevent waste, appeals to economy. Its strong construction and moderate price rarely fail to close a sale.

The demand for Refills which it creates is useful business which you might as well have. Send in a small first order to your jobber and watch how quickly Eddy's Onliwon Toilet Paper Holders find purchasers. The profits are good enough to make it decidedly worth your while.

ASK YOUR WHOLESALE HOUSE

Taking The Place Of The Old Roller Towel

EDDY'S ONLIWON Paper Towel Holder



Your women customers won't need much convincing to see the merits of Onliwon Paper Towels and Holder. The neat white enamelled cabinet with its extra large, Onliwon Paper Towels always get their attention and interest.

Women quickly see the economy of Onliwon Paper Towels—the money they save in wear and tear on fabric towels, the time and labor they save in reducing the weekly wash.

There's a steady demand for Refills too, from every Onliwon Paper Towel Cabinet you sell. Try out a small quantity.

Your wholesale house can supply you.

The E. B. Eddy Co. Ltd.

Hull Canada

BRANCHES AND AGENCIES:

Halifax	Brockville	Fort William	Calgary
St. John	Kingston	Winnipeg	Lethbridge
Quebec	Toronto	Regina	Edmonton
Montreal	Hamilton	Moose Jaw	Camrose
Ottawa	London	Saskatoon	Vancouver
		Victoria	

No 1

MARITIME ISSUE

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV. PUBLICATION OFFICE: TORONTO, ONT., AUGUST 5, 1921 No. 31

Camping time is Sardine time—

feature

"Brunswick Brand"

Sardines in Oil

Sardines form an important part of most every camper's kit and there are few lunch hampers that do not contain a good supply of them. During these warm months hundreds of people in your locality will be going on camping and outing trips where the great convenience of these popular priced BRUNSWICK Brand SARDINES will make them much in demand.

A good "campers' supplies" window featuring these low priced, fine flavored sardines along with the other popular BRUNSWICK Brand "ready cooked" Fish Foods will bring this profitable extra campers' trade to your store. Try a window of this kind. Hundreds of Brunswick dealers have found this plan most successful.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Limited

Black's Harbor, N. B.

Winnipeg Representative: Chas. Duncan & Son, Winnipeg, Man.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested.

18 Beautiful Colors

Retails 15c per Cake

A BEAUTIFUL WARDROBE

is no longer beyond the reach of the average woman—she can do such wonderful things with Aladdin Dye Soap; renewing old dresses, adding a touch of color to under-garments, effecting any desired color-change in a blouse that has become faded.

Aladdin is a wonderful economizer—instead of buying new garments, the modern woman merely washes her old ones with Aladdin—which gives them the freshness of a delightful color-transformation.

It is this economy feature that has so much to do with Aladdin saleability.

The Revolving Display Stand we supply is a potent factor in directing your customers' attention to the goods.

Put one of these Stands on your counter—let Aladdin display its power of sales-attraction.

CHANNELL LIMITED - TORONTO

Distributors for Aladdin Dye Soap

Manufacturers of O-Cedar Products

MR. GROCER—MR. BUTCHER

Here is Something to Think About !

You're going to lose your perishable goods--your customers--your business--your money--If you haven't good Efficient Refrigeration Equipment to Protect Yourself with

Eureka Refrigeration Equipment

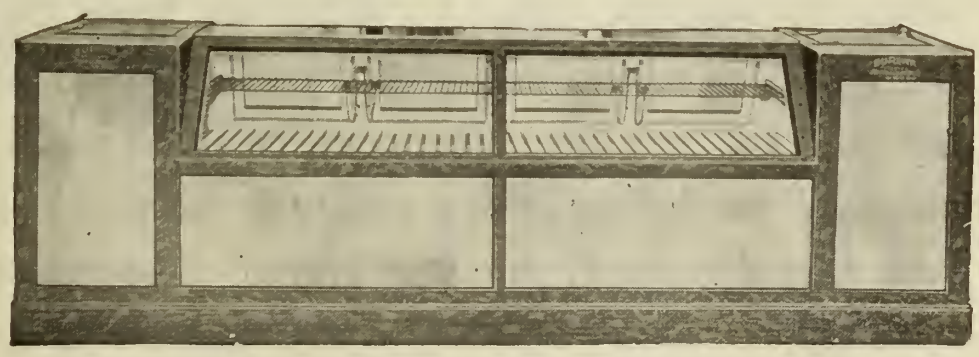
You have lost money in the past on account of improper and makeshift refrigeration equipment—BUT why keep on doing it when you can have the best possible protection from loss through installing an **Eureka** refrigerator or **Eureka** Freezer Counter Case? There is positively no doubt attached to any **Eureka** refrigeration products.

It is the safest way to invest your money; it will give you the greatest satisfaction and security from loss and the **Eureka Refrigerator Co.** stands for the greatest Service.

You are still our customer after you have placed your order with us; we are interested in you and in any **Eureka** equipment you may have.

It is therefore to your advantage to let us know what difficulties you may have; wtth your refrigeration problems.

We are well equipped to look after any orders for any refrigeration equipment and can therefore make early shipments of any kind of special butcher refrigerator, or **Eureka Freezer Counter Cases.** etc. We also have a large variety of stock Grocers' models for immediate shipment.



Model 105. Size 40 in. by 36 in. by 10, 12, 14, 16 and 18 feet lengths.

Call on or write to your nearest Eureka representative and he will give you the benefit of his wide experience as all our salesmen are thoroughly acquainted with refrigeration problems and their equipment.

EUREKA REFRIGERATOR CO., Ltd.

OWEN SOUND, ONT.

Agents in the following cities:

St. John, N.B. ..... R. R. Rankine, 14 Prince Arthur Ave.
Montreal, P.Q.—Notre Dame Butchers Supply Co., 882 Notre Dame St., W.
Kingston Ont., ... G. C. Gardhouse, 430 Princess St.
Toronto, Ont. ..... F. C. Letts, 11 Colborne St.
Hamilton, Ont. ..... J. H. Galloway, 138 Erie. Ave.
Winnipeg, Man. ..... J. J. Mcmillan, 280 Main St.
Regina, Sask. ..... M. Rigelhof, 1807 Cornwall St.
Calgary, Alta. ..... Butchers and Packers' Supply Co., Ltd.
Vancouver, B.C. ..... J. J. Gilmore, 2230 Cornwall St.

HEAD OFFICE AND FACTORY, OWEN SOUND, ONT.

CLARK'S

Canadian Boiled Dinner

Dinner in five Minutes

and a good Dinner too

That is what Clark's Canadian Boiled Dinner means to your customers. They are saved the worry and labour of Preparation, they economise in fuel cost, and they have a perfectly balanced combination of the choicest beef, a variety of the very best fresh vegetables, with pure beef gravy. The whole is cooked to a nicety and only a few minutes heating is required.

The price is popular---
Your margin is right.

W. CLARK, Limited
MONTREAL.

"KKOVAH"

OUR GOODWILL

and your goodwill are built up on giving satisfaction. We will not endanger our goodwill by supplying inferior goods. Will you?

"KKOVAH"

CUSTARD

Merits your attention. Your customers demand the best. Full particulars from

Langley Harris & Company Limited

WINNIPEG TORONTO MONTREAL

Manufactured by

Sutcliffe & Bingham, Limited

MANCHESTER, ENG. TORONTO, ONT.

"Here" Mr Grocer is a Big Seller Showing a Nice Profit

The Children's Delight

A Favorite with Grown-Ups

At Popular Prices

Packed attractively in fancy boxes containing several sizes, shapes and colors.

Place a box on your counter

See how quickly they sell,

Look over the following assortment---pick out your requirements. Then order from your jobber. Should your jobber not be able to supply you write us direct.

ASSORTMENT "D" Sells for $4.90 and the contents bring the dealer $8.28. It contains one two-cent compartment and three five-cent ones.

ASSORTMENT "A" Sells for $7.50 and brings $11.88. Contains a two-cent compartment, two fives and one ten.

ASSORTMENT "B" Sells for $9.50 and brings $17.40. This assortment contains three five-cent compartments and one ten.

Don't delay --- Order to-day
and get your share of this New Business.

Robertson and Murphy Ltd.

247 St. Paul St. West, Montreal

Saving your time—and your customer's time

A large number of grocers have adopted the "P & G. Corner" —a feature which not only saves their own time, but makes shopping easier and quicker for the customer. The picture at the left shows a typical corner—all of the Procter & Gamble products being displayed effectively, yet without wasting valuable store space, or compromising any other goods in the store. Our sales representatives will gladly help you install such a display in your store. The results will prove surprising to you.

The Procter & Gamble Distributing Co.

of Canada Limited

50 Bay Street, Toronto, Canada

Send mail orders to any wholesale grocer

MACDONALD'S

Increased Demand Brings An Increase of Profit

As the result of over sixty years' leadership, aided by successful advertising, Macdonald's is in greater demand now than ever
It is now possible for the retailer to get larger returns from his stock of Macdonald's Tobaccos than from almost any other commodity on the market.

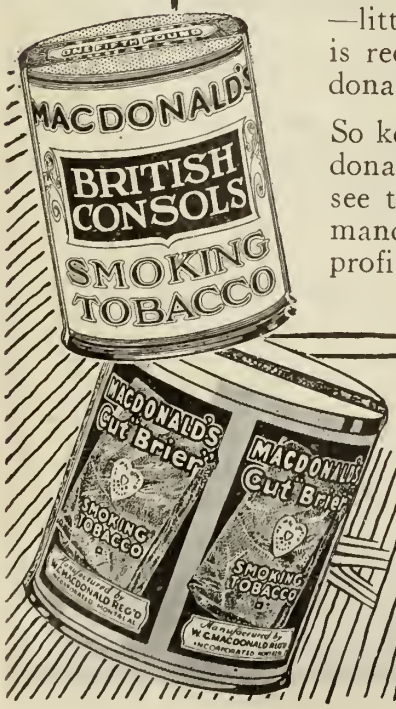
Because

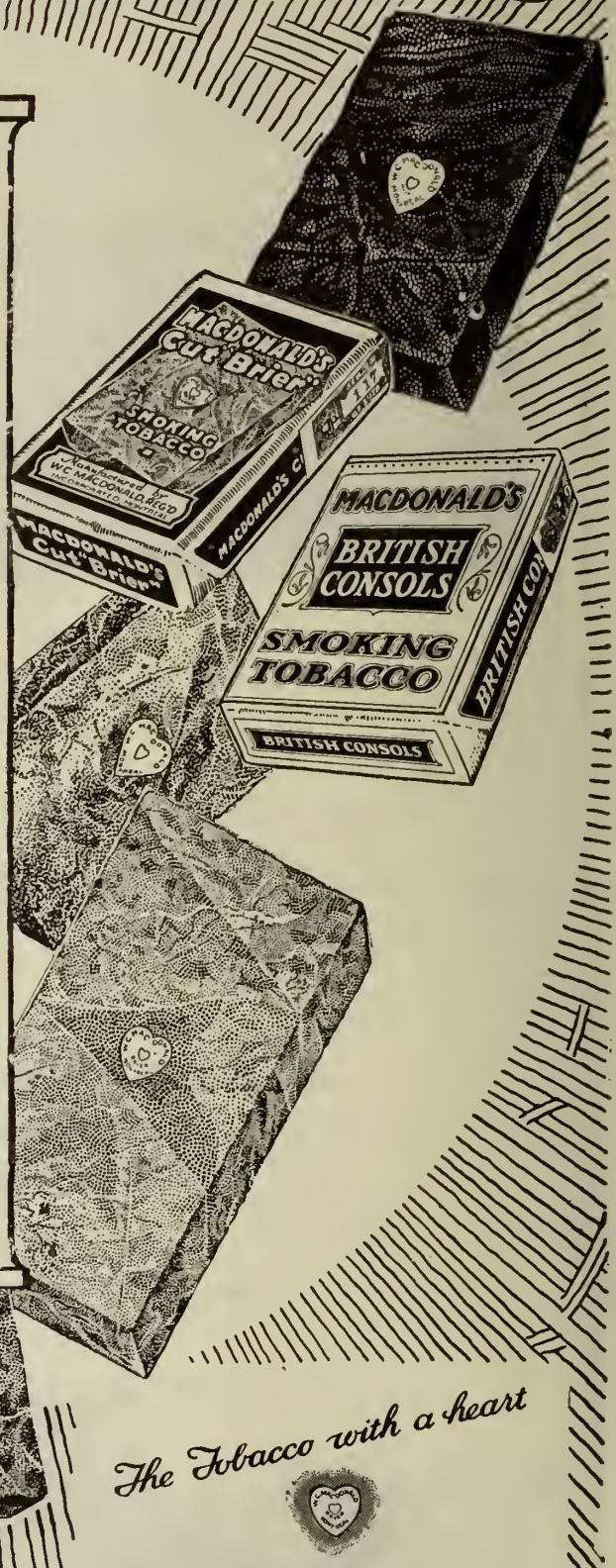
—the always generous Macdonald profit is increased as the turnover is speeded up.

—there is an *extra* profit in the four to six plugs overrun in each 10-lb. caddy.

—little or no sales-effort is required to move Macdonald's.

So keep your stock of Macdonald's well displayed and see that the increased demand brings an increase of profit *TO YOU.*





The Tobacco with a heart

California Fruit Growers Exchange

10,500 GROWERS | 206 PACKING ASSOCIATIONS | 20 SUB-EXCHANGES | CENTRAL EXCHANGE | 88 SALES OFFICES | 2,500 JOBBERS | 400,000 RETAILERS | 110,000,000 CONSUMERS UNITED STATES & CANADA

What "Sunkist" Means

It's a REAL Service to Growers and Sellers of

California Oranges and Lemons

THE C. F. G. E. keeps no profits—declares no dividends. Does business at actual cost.

Twenty-seven years ago it was formed by a sturdy group of California growers. In the face of early disaster, these pioneers saw the light of relief which uniform grading, co-operative packing and marketing could bring them. And their dreams came true!

Here's the C. F. G. E.

TODAY the Exchange is comprised of 206 separate associations or shippers handling the fruit of over 10,500 members and has its own representatives in 88 markets.

Shipments in a normal year are *ten* times as large as when the organization was formed and when growers believed a period of over-production was being faced. Its function in distributing the growers' crops is a national benefit.

The trade finds it much more satisfactory to deal with Exchange representatives *on the ground* than to negotiate personally with many individual shippers who are possibly 3,000 miles away.

The jobber and retail merchant find that the fruit keeps better, is more uniformly graded and more attractively packed—hence easier to sell—and that supplies are available with greater regularity.

"Sunkist" is a household word in America.

Thirteen years of faithful advertising to increase the consumption of California oranges and lemons, has brought *us*,—growers,—and *you*,—sellers,—better business; and we both have benefited.

—*And What It Does*

THE C. F. G. E. is a *co-operative* agency. It has placed the orange and lemon business on a sound merchandising basis. And now a fraction of a penny per dozen is given by our growers to establish a fund for advertising the many uses of oranges and lemons to the millions of housewives and for helping merchants handle these fruits at a safe profit.

Wise business co-operation—nothing else.

We're ready to help the trade in many ways. For instance, we send men from town to town every month to help retailers make profit-winning fruit displays in their windows. Such displays are the *life* of a fruit business.

Write for our *free* sets of Sunkist cards, "strings" and banners for your counters and windows. They have been made, after careful study, to meet your needs.

Or maybe you are thinking of advertising in local papers or neighborhood movies. We'll gladly send you *free* "cuts"—for use on price lists and letterheads—or *free* Sunkist lantern-slides with your name in striking colors.

Write us your problems. Perhaps we can help solve them. We've an experienced retail man whose job is to give you the benefit of his thirty-six years behind the counter. His name is Paul Findlay. Hundreds of grocers welcome his brass-tacks talks.

Anybody who sells California oranges and lemons is *entitled* to our help. Last year more than 10,000 retailers asked for our services; and they profited. Were you one of them?

California Fruit Growers Exchange
A Co-operative, Non-profit Organization of 10,500 Growers
Dealer Service Department
Los Angeles, California

California Fruit Growers Exchange, AG.
Dealer Service Department, Los Angeles, Calif.

Send me your booklets on the C. F. G. E.; also your Dealer's List of Selling Helps, and your booklet on "Displays That Sell Fruit," absolutely free to me.

Name.....

Address.....

City.....**State**.....

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY, EDMONTON, VANCOUVER

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

If you have anything to sell to the Trade, you should advertise it in this paper.

LE 75 French Cigarette Papers

Finest Quality

A White Gummed Paper That Will Satisfy Your Trade

This cut is a facsimile

of the actual package

100 Leaves to Book
Automatic Doubles
50 Books to Box

Order to-day from your jobber

CANADIAN DISTRIBUTORS:

DONALD H. BAIN CO.

Wholesale Commission Merchants, Brokers and Importers

Head Office, WINNIPEG, MAN.

Branches:

SASKATOON REGINA CALGARY EDMONTON VANCOUVER MONTREAL LONDON, ENG

When Writing to Advertisers Kindly Mention this Paper.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

WALLACE'S HERRINGS

Like Wallace's Salmon and Pilchards, Give Splendid Satisfaction.

our Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Personal Marketing Service

The "House of Scott-Bathgate" offers manufacturers who are desirous of successfully placing their products in the rich Western field a personal selling organization with an 18-year-old reputation for producing big results.

We have successfully placed such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies and we can do the same for yours. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO. LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE

WINNIPEG, MAN.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
Fort William, Ont.

ASK OUR AGENTS FOR PRICES OF

PURNELL'S

The Quality PICKLES

BV FRUIT SAUCE IS OUR SPECIALITY

Purnell & Panter, Ltd., Bristol, England

250 publications - dailies - weeklies and Farm Journals, advertise Gold Standard Tea. The Codville Co. Ltd.

7

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

J. R. Wilson & Company
BROKERS
EXPORTERS IMPORTERS
Dried Fruits-- Food Products
27 Wellington Street, East
TORONTO, CANADA

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

D. W. Clark & Sons
248 Avenue Road
TORONTO
Grocery Brokers and Commission Agents
We invite correspondence from Domestic or Foreign manufacturers who desire to secure proper distribution.

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

LAING AND WATERS
Manufacturers Agents & Grocery Brokers
28 Wellington St. East
TORONTO
Desire correspondence with manufacturers unrepresented in this district.

HAMBLIN-BRERETON CO., Ltd.
Grocery and Confectionery
Agents and Importers
Toronto and Kitchener, Ont.
Winnipeg and Calgary.

W. G. A. LAMBE & CO.
TORONTO
Establishd 1885
SUGARS FRUITS

The CROWN *Trade-Mark*
on a bag of white beans is a guarantee of their uniform size and choice quality
Only the very finest hand-picked Canadian White Beans go into bags marked
CROWN BRAND
For your own protection insist upon having this line of known quality.
BRAND
G. T. MICKLE - Ridgetown, Ont.

C. A. MANN COMPANY
Strictly New Laid Eggs
Choice Creamery Butter
Fancy Dressed Poultry
Special Attention to Grocers' Orders.
Satisfaction Assured.
LONDON, ONTARIO
PHONE 1577

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires | Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 Place Royale, Montreal
Established 1876

ARSENIS & CO.
PATRAS, GREECE
ESTABLISHED 1893
Wholesale Currant and Dried Fruit Exporters
GROCERY BROKERS WANTED
In Western Canada and Ontario
Write us just now. First class references on request.

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

PRIDE OF CANADA
Pure Maple Syrup
Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Summer and Fall Trade
REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can. J. W. Gorham & Co., Halifax, N.S.
MAPLE TREE PRODUCERS ASSOCIATION LIMITED
OFFICES: 58 WELLINGTON ST.W.,MONTREAL

BABY'S OWN SOAP
50 p. c. Profit
Buy direct from the factory. Freight prepaid. Minimum quantity, 2 gross.
$38.40 less 20 p.c. and 5 p.c. - $29.18 Sell at 15c. per cake - $43.20
on Sask., Alta. and B.C. add 60c. per gross and retail at 50c. per box of 3 cakes. Ask for price list on other lines.
ALBERT SOAPS, Limited. 168 McCord St. Montreal, Que.

ESTABLISHED 1842

COFFEE - COFFEE

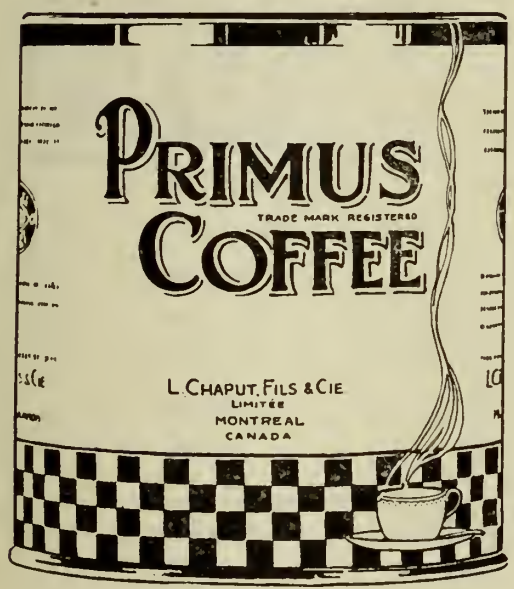
We specialize in this line

Our Coffees are Imported, Roasted and Ground in our own Plant

Choicest and Purest Produced

PRIMUS BRAND

1 lb. tins, cases 30 lbs. 50c. lb.
2 ,, ,, ,, 30 ,, 49c. ,,



ALSO
COFFEES
IN BULK
"OWL" BLEND

RAJAH BRAND

1 lb. cartons, cases 24 lbs. 40c. lb.

Roasted Whole or Ground

EXTRA FANCY	50c lb.
A.1.	42c ,,
No. 10	40c ,,
French Roasted, black, No. 1	40c ,,
No. 30	38c ,,
No. 40 (compound) ground only	35c ,,
French Roasted, black, No. 2	33c ,,
AVA (compound), ground only	30c ,,
RIO	25c ,,

Put up in 5, 10, 15, 25 and 50 lb. tins and cartons. Freight paid on lots of 200 lbs., one kind or assorted.

Try them, they are unequalled and will please you.

SPECIAL DISCOUNT TO JOBBERS

Our Motto, "SATISFACTION ALWAYS"

L. CHAPUT, FILS & CIE, LIMITEE

DISTRIBUTORS, IMPORTERS, WHOLESALE GROCERS AND MANUFACTURERS

MONTREAL

"Member Audit Bureau Circulations"
"Member Associated Business Papers"
"Member of Canadian National Newspapers and Periodicals Association"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXV TORONTO, AUG. 5, 1921 No. 31

EDITORIAL CONTENTS

The Maritimes are rich in production 19
Travelling Grocery store serves Halifax 20
The summer camper is a good customer 21
These Grocers believe in advertising 22
Sales Tax is Increased 50 Per Cent. 21-23
Neglecting windows is a bad policy 23
Sells forty-five barrels of vinegar 24
Quebec R. M. A. convention 34
Editorial Page 35
This statement reveals no profits 36
Current news of the week 37-38
B.C. Provincial Board R. M. A. meets 39-40
General markets 41-45
Markets by wire 46
Produce section 47-50

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* H. T. HUNTER, *Vice-President*
H. V. TYRRELL, *General Manager*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, Druggists' Weekly, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, The Canadian Motor, Tractor and Implement Trade Journal.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.
ESTABLISHED 1886.

CANADIAN GROCER

B. T. HUSTON, Manager.
J. L. WYCKOFF, Editor.
P. A. CRANE, News Editor.
H. A. WEBB, Associate Editor, Montreal.
H. V. STODDARD, Montreal Representative.
C. M. MUTCH, Toronto and Hamilton Representative.
G. G. YORKE, Ontario Representative.
E. H. HAWKINS, Western Representative, Winnipeg.
R. A. HUNTER, Vancouver Representative.

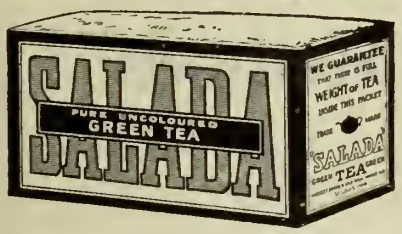
CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone 1004. Toronto, 143-153 University Avenue, Telephone Adelaide 5740. Winnipeg, Room 901, Confederation Life Bldg., Main Street, Telephone A. 3773. Vancouver, 314 Carter-Cotton Bldg., 198 Hastings St. W., Telephone Seymour 4337.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway, Telephone Watkins 5869; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, Room 1401, Lytton Bldg., 14 E. Jackson Street, Telephone Harrison 9133.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. a year; United States, $4.50 a year; other countries, $5 a year; single copies, 25 cents. Invariably in advance.



Each blend in all grades--Brown, Blue, Red and Gold.

BLACK TEA

The indisputed leader in popularity and the standard bearer of "Quality."

GREEN TEA

For those who used to take Japan and China Greens. The Quality is so unique that the sales this year have practically doubled last year's to date.

MIXED TEA

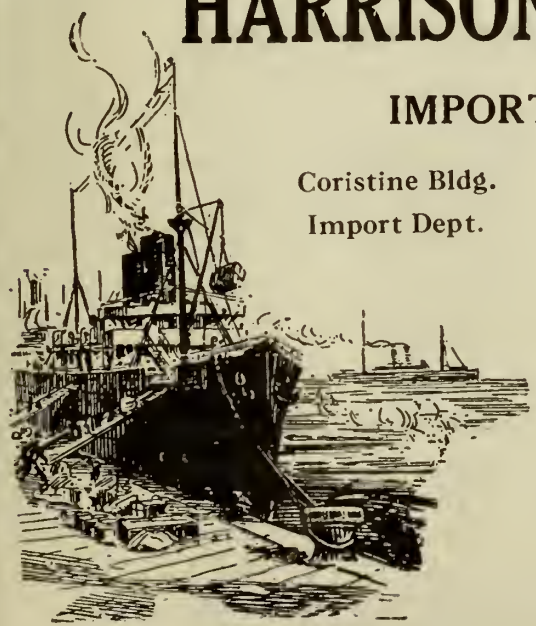
Blended "just right." There is a tremendous sale for this blend in city and country.

Do you stock all blends?

Don't lose business through having to say: "We don't carry that." SALADA stock is always good stock for it is returnable at any time.

HARRISONS AND CROSFIELD, LTD.

IMPORTERS OF EASTERN PRODUCE



Coristine Bldg.
Import Dept.

Montreal
Telephone Main 6959.

IMPORTATIONS

Enquiries Solicited

FOR

PEPPERS
ALL KINDS OF SPICES
TAPIOCAS
SAGOS
MILD COFFEES
COCOAS
Desiccated COCOANUT
Etc.

Allied Companies
New York
Philadelphia
San Francisco
Shanghai
Hankow

Foochow
Singapore
Penang
Kuantan
Jesselton
Sandakan
Melbourne
Sydney

Brisbane
Adelaide
Perth
Wellington
Auckland
Dunedin
Christchurch

Head Office
London, Eng.
Branches
Colombo
Calcutta
Calicut
Cochin
Tangier

Quilon
Batavia
Bandoeng
Tangjong
Baley
Kuala Lumpur
Medon
Kobe

An Old Stand-by in Key with Modern Methods

When Messrs. Lea & Perrins, eighty years ago, *originated* "Worcestershire Sauce," they recognized the trade-value of Reputation founded on Quality. They not only invented a sauce of unique piquancy —distinct from any other known condiment—but made it a prime requisite that the quality of every ingredient—the care taken in every process—should be irreproachable. And so they founded the reputation for

Lea & Perrins

The Original Worcestershire Sauce

which—even before the era of modern advertising—by sheer force of inherent merit—in households and trade circles throughout the world had come to typify *Quality Supreme.*

To-day Lea & Perrins'—the *original* Worcestershire Sauce—still stands without a peer. To-day it is more than ever in key both with consumer demand and approved business methods, which unite in stipulating that Quality shall be considered paramount. Lea & Perrins' is a provedly sure and steady builder of prestige and profit.

HAROLD SEDDON

C. P. R. Building **TORONTO** Canadian Agent

Be on the Lookout for No. One

When you really consider it, to you it's not what we gain by selling Red Rose Tea, but it's what you lose by not selling it that counts, isn't it? Many thousands of grocers throughout Canada have answered this question profitably. Many have sold Red Rose Tea ever since we started business 26 years ago.

If it's easy for you to sell other teas, how much easier for you to sell Red Rose Tea. As soon as you show it in your store, you benefit from years of advertising that has carried the name into every nook and corner of the country, so it's become a by-word for goodness on the tip of every woman's tongue.

So you see when you're selling Red Rose Tea you're looking out for No. One, *yourself*. People like Red Rose because its brimful of quality. Give them what they want, and send them home happy rather than have them go elsewhere for it.

Wouldn't you like a small case, and test the truth of what we've said? If you'd rather not wait for a traveler, you can mail an order to any of our offices.

T. H. Estabrooks Co., Limited

St. John, N.B., Montreal, P.Q., Toronto, Ont., Winnipeg, Man., Calgary, Alta.

INGERSOLL ICE CREAM CONE CO., Limited, Ingersoll, Ont.

Every Cone Inspected.

Made By Canadians In Canada.

In the heart of the dairy county of Canada.

If your Jobber cannot supply you with cones of Quality, send your order in direct, at once.

CRYSTAL CAKE	4.50 per 1000	FREIGHT PAID
DOMINION CAKE	4.25 per 1000	
HONEY CAKE	3.25 per 1000	

Every cone guaranteed to be perfect. Manufactured from the purest and most wholesome ingredients in the most sanitary cone factory in the British Empire

We ship same day as order is received. Please state how you wish shipment, Express or Freight.

YOU MAY BE SURPRISED

TO find what a demand there is for a special food for infants and invalids among your customers if you recommend to them—

Robinson's "Patent" Barley
and
Robinson's "Patent" Groats

It has a national reputation behind it. The summer demand is always largest and if you look for it, increased sales will reward the effort. Keep a fair size stock always on hand.

MAGOR, SON and COMPANY, LIMITED
23 SCOTT STREET, TORONTO 191 ST. PAUL ST. W., MONTREAL

If ever your customers will appreciate a treat in canned fish---it's NOW!

Hot, sticky weather—the enjoyableness of a cool meal—prepared in the cool kitchen without fire—the keeping qualities of Gosse-Millerd products throughout this trying period—the economy of buying in quantities and being prepared for emergencies—these are talking points which should help you do profitable business when folks are not in the mood to buy. Try it. The Gosse-Millerd line is under one label and includes—

Sockeye Salmon	Herrings in Tomato Sauce
Pink Salmon	Kippered Herrings
Kippered Salmon	Fresh Herrings
Hand Packed Pilchards	Deep Sea Trout

Every can guaranteed—and we'll back you to the limit in giving your customers genuine satisfaction. Check up your stock now.

Gosse-Millerd Packing Co., Ltd.
Vancouver

CANADIAN GROCER

VOL. XXXV. TORONTO, AUGUST 5, 1921. No. 31

The Maritimes Are Rich In Production

A Review of the Past Year Indicates a Wealth of Production and Industry That Looms Large in the Sum Total of Canada's Resources—New Brunswick Had an Agricultural Production in 1920 of Eighty-six Million Dollars.

WITH this issue of Canadian Grocer, interest centers in articles telling of merchants in the maritime provinces. This eastern part of Canada representing the older settlements of the Dominion, is rich industrially and in its production, to say nothing of its importance in having within its borders two of the chief seaports of the Atlantic.

New Brunswick, the largest of the three provinces constituting the maritimes, looms large in the sum total of Canada's wealth. Great and growing value is realized in the farm products of this province. Agricultural production of New Brunswick in 1920 was valued at $86,000,000, a majority of the people engaged in farming, owning their own farms. Root crops flourish and the New Brunswick potato is eminently exportable. In 1919 there were produced 7,070,600 bushels of potatoes that were sold for consumption in other provinces of the Dominion and in the United States. Mixed farming is generally engaged in. More than twenty-five per cent of the farm land areas of New Brunswick were under cultivation ten years ago, and a steady development is being made annually to the corresponding increase of the assets of the province, and the wealth of its population of some 400,000.

Its Seaport Situation

New Brunswick is well situated for the exportation of products of farm, forest, mine and factory. There are many splendid seaports available, and logs can be run by water from almost every forest area of the interior to the sea. Enterprise bringing still greater development of abundant resources in timber, pulpwood and water power meets with the confident encouragement of capital. Industries utilizing raw materials available and very accessible in the province are securely established and flourish. Besides forest resources covering eighty per cent. of the area of the province which is 27,985 square miles, New Brunswick possesses coal measures estimated to be equal to a production of at least another 150,000,000 tons; and water powers, the horse power of which has hardly yet been one-half harnessed.

Farming Leads In Nova Scotia

Agriculture is the leading industry of Nova Scotia, with fishing second in importance. The province is favored with a favorable climate and all the hardier grains can be grown with profit. There is a vast wealth of natural resources here awaiting development, and lumbering and mining operations are steadily expanding. The finances of the province have been carefully administered for many years and are now in excellent condition. The municipalities too have been established upon a firm basis, and there is a large measure of safety behind their securities.

During 1920 the total market value of the fisheries of Nova Scotia was $13,890,000. 21,598 persons were engaged in the work of the fisheries on sea and shore.

The lumber cut for 1920 in Nova Scotia is estimated at 350,000,000 feet, the home consumption about 100,000,000 feet.

Nova Scotia had 2,147 manufacturing establishments in 1917, the latest year for which figures are available. The capital invested amounted to $136,521,655, and the value of products $176,369,-025. The province ranks fourth as a manufacturing province.

A Million Acre Farm

Prince Edward Island, the "1,000,000-Acre Farm," in the most intensively cultivated province of the Dominion. A comparatively large percentage of the population too is engaged in the fishing trade, for Prince Edward Island is advantageously located in a rich fishing belt.

The value of Prince Edward Island's fisheries in 1920, was $1,645,939. A sum of $1,333,736 was invested in the industry, including $411,386 in lobster canneries. Some 4,691 persons in all were employed.

Agriculture is one of the chief occupations of the people of the island. In 1920 the yield in the principal field crops were: wheat, 2,477,993 bushels; oats, 5,298,945 bushels; barley, 147,160 bushels; peas, 2,706 bushels; buckwheat, 82,164 bushels; mixed grains, 547,537 bushels; potatoes, 6,174,740 bushels; turnips, 4,167,750 bushels.

The number of livestock in the province in 1920 was: horses, 35,567; cattle, 139,143; sheep, 72,-552; lambs, 55,997; swine, 49,917.

In 1920 there were 24 cheese and 17 butter factories on the Island. The production of cheese amounted to 2,081,276 pounds which was valued at $526,078.20; production of butter totalled 1,157,527 pounds, valued at $675,047.25.

Travelling Grocery Store Serves Halifax

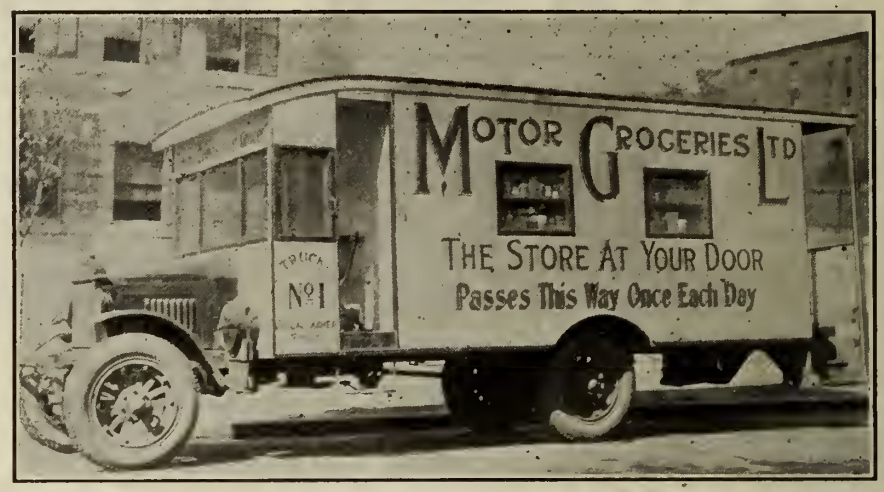
Innovation in the Way of Selling Groceries is Introduced in the Maritime City—Motor Truck Specially Constructed and Fitted as Grocery Store Covers the City—Retail Store is Base of Supply.

HALIFAX—Halifax from a business standpoint has always kept up to the times, and is never found lagging behind other cities in the Dominion. New ideas are constantly springing up. In the grocery world this is true, as in other lines. Here there is the "Cash and Carry" system, various "Co-operative" stores, and the "Serve Yourself" grocery. The latest innovation however has been recently introduced by the "Motor Groceries Limited." It is the latest idea in grocery service.

Is Fitted As Grocery

This company has as its president, J. M. Granville, formerly of the B. Houde Tobacco Company, the shareholders being a number of business men of the city. The idea is selling groceries from a motor truck, fitted up as a grocery store, carrying all the regular lines. Their rolling stock at present consists of one two ton motor truck. The promoters of the idea, told the representative of CANADIAN GROCER, that while the large two ton truck has its advantages, the one ton truck would really be better.

Instead of keeping up a warehouse, they have conceived the idea of having as their base of supply a retail grocery store, which is situated in the north end of the city. Thus their stocks are not lying idle, while the truck is covering its various routes. The principal business lies in the suburbs of the city, as Halifax city is well supplied with grocery establishments. The city has been divided into routes, and by advertising in the local press, the public are informed when to expect the travelling store.



How Motor Groceries Ltd., serve people of Halifax—a grocery fitted in a motor car.

How The Staff Is Constituted

The staff consists of a clerk at the supply base and retail store, the driver of the car, and the grocery clerk, who makes sales from the car. These men with the exception of the driver are paid a commission over a certain amount of sales, as well as a regular salary. Its final success is not yet established, and owing to the peculiar topography of the city, it is not yet known whether the venture will prove a success or not. However, the idea is yet in its infancy.

"Business Looks Brighter Than a Year Ago"

Manager of Halifax Chain of Stores Has no Fear For the Future—Operates Eleven Stores—Capital Stock $50,000. —Stock is Taken in Each Store Once a Month.

HALIFAX, N. S. (Special).—Thos. A. McGill is president and managing director of the Economy Grocery Company of Halifax, Limited. Mr. McGill came to Halifax in 1919 from the United States to form a chain of grocery stores in the city. He has now eleven stores throughout the city.

The company is incorporated under the Nova Scotia Companies Act and is conducted on a "cash and carry" basis. Not a cent of credit is allowed in any of the eleven stores. The capital stock of the Company is $50,000.

The stores are scattered in every direction in Halifax, and two of the stores are in Dartmouth across the harbor. Each store is numbered and has the name stamped on the window in gold letters. Mr. McGill's aim has been to give prompt, and courteous service, and a careful selection, and attractive display of goods has obtained many customers.

The prices to be charged for goods in these stores are fixed at the main store on Young Street, and when on special occasions a sale is held, it takes place in all the stores at once.

The advertising is done by Mr. McGill himself who personally writes the copy which appears in the local press once a week. Instead of each store advertising separately the advertisement covers all the stores and at the bottom is given the addresses of all the branches, so when the cost of the advertisement is divided among them it amounts to a mere trifle. A large amount of circular advertising is also done. When business seems to slacken in one of the stores, circulars are distributed broadcast in the neighborhood.

Managers Get Commission On Sales

The management of each store operated by the company is in the hands of an experienced grocery man, who in addition to his salary gets a commission on all sales. The managers of these stores almost without exception are holders of stock in the company. This tends in the opinion of the management to stimulate interest and create aggressiveness on the part of the managers. In addition to the manager, each store has a clerk or clerks, according to the volume of business in that particular store. On Saturdays extra help is hired to handle the larger volume of business.

Take Stock Once A Month

Stock is taken in each of the stores at the end of every month by a method used by the large chain stores of the United States.

When asked as to the future, Mr. McGill believed there was no limit to the possibilities of this business. Notwithstanding the talk of hard times, business looks brighter than a year ago, and though money is said to be scarce the a few more stores are added, a central warehouse is to be established in which stocks will be kept for all the stores in the city.

Some of the buying is done direct from the farmers, but they are a little inclined not to sell to retail stores, as they would rather sell to wholesalers. In time Mr. McGill says he hopes to buy direct from the manufacturers as his business grows.

Summer Campers are Good Customers

Beer and Goff, Merchants In Charlottetown, P. E. I., Cater To Large Summer Colony And Greatly Increase Turnover By So Doing—Give Auto Deliveries—A Trade Worth Cultivating

CHARLOTTETOWN, P.E.I. — Opportunity for the merchant to develop a fine summer resort trade is not lacking in Charlottetown, Prince Edward Island. Beer and Goff, merchants in this city, have gone after this summer resort trade in the past few years, and have made a very gratifying success, in the way of developing trade of this kind. It is business well worth cultivating, according to the management of this firm, and time devoted to serving tourist and summer resort people is amply repaid in the greatly increased turnover.

The City of Charlottetown, Prince Edward Island, is fortunate in the possession of two summer resorts within reasonable distance of the city, and as there is rarely any excessive heat in the summertime on the island, the residents do not have to go far afield for their summer vacation, but need only seek one or other of the summer resorts situated close by on the sea-shore. The Keppouch resort, a colony of cottages owned mainly by residents of Charlottetown, is situated at the mouth of Charlottetown harbor and only about five miles from the city. The other colony, known as the Charlottetown Summer Resort, is just on the opposite side of the harbor, and is reached by ferry and then by a drive of two or three miles.

Auto Delivery Weekly.

The customers are five miles distant instead of in the comparatively immediate neighborhood, and they have to be kept track of and encouraged to continue their trade with the store.

Deliveries are made once a week to each of these resorts at certain times, so that the housewife can order things by mail or telephone, and be sure of having them delivered at a certain specified time. That definite time of delivery, even if the service is less extensive than the housewife has been accustomed to, has been a great factor in retaining the trade of the store.

This service does not injure the regular service of the store either, and auto delivery truck can deliver the orders in a comparatively short space of time, and with everything arranged to allow for this service there is rarely a hitch.

The delivery man on his trip also takes orders from the housewife that will be delivered on his next trip, and in that way a substantial volume of trade is secured.

The Householder a Good Buyer.

Then there is a nightly movement of business men between the city and the shore, and the store makes a strong bid for their trade, because a great burden of the buying of most summer resorts falls on the shoulders of the man who spends his day in the city. It is easy for him to stop at the store in his car and pick up an order, and a very considerable amount of business comes from this item of trade.

The store makes a specialty of confectionery and fruit, two lines that have an unusually strong summer appeal. This appeal is given every opportunity to exert its influence. Window displays are extensively used, and attractive fixtures for displaying fruit are given a prominent place in the store.

There is also a considerable emphasis placed on the stock of fancy groceries, of which the store makes a feature. These are the items that are calculated to interest the summer buyer, and perhaps the master of the house is even more subject to this appeal than is the mistress, and he is less likely to weigh the cost of these goods. So it is that Mr. Wellner has found it very good business, indeed, to exert an especial effort at this time of year, to interest the purchaser of summer grocery needs.

CALIFORNIA ALMOND GROWERS WANT PROTECTION OF ALMONDS

Virtually all of the agricultural organizations of California representing about 75,000 farmers, are either urging on their lobbyists in Washington or sending telegrams to Congressmen in an endeavor to raise the import duty on foreign almonds, according to the Los Angeles "Examiner" of July 13. Twenty-five associations are insisting that California's almond growing district shall be protected against the encroachments of the almond growing nations of southern Europe. California almond acreage if laid out compactly would nearly cover a bit of the State slightly less than 13 miles square, and to protect this area California demands that 15 cents a pound be added by the tariff to the price of imported shelled almonds.

Thief Takes Scale to Weigh the Meat

Burglars entered a butcher shop recently, carrying off:

One roast of beef
One ham
Two chickens
Three butcher knives to carve them

And a $235 scale with which to weigh them.

Police were wondering if the robbers took the scale along to see that they had not short-weighted themselves.

Illustrating the provincial highway bridge and the C. P. R. cantilever bridge across the Reversing Falls to the northwest of the harbor in St. John, N. B., and showing the harbor and city of St. John in the distance.

These Grocers Believe In Advertising

Halifax, N.S., Has More Grocers Energetically Advertising Than Any Other Place of Similar Size—Are Getting Turnover as a Result—The Writing of an Advertisement.

Written for Canadian Grocer by HOWARD WALLACE of the Wallace Advertising Agency

TO begin with, Halifax where my pencil is poised, has more grocers energetically advertising in the paper than any other place in the world. Pick up Thursday's issue of the chief home journal and you'll find twenty of them getting turnover out of spaces running from a third to two columns at about a dollar an inch. Only two or three are big fellows in area; the rest are just good, average sized groceries that become uncommon in volume of sales.

Post war reconstruction brought a lot of new grocers and many of these newcomers set about establishing themselves with "bargain" offerings. Cash and carry came. Competition cut deep into the old favorite channels of trade. Price counted, especially as some of the articles marked down were well known through the manufacturers' national advertising and some through long use by the housewife. Wherefore the old local dealer had to trim his sails to the new business breeze or see his sales trimmed for him, those situated in the poorer and middle class districts had to meet this new competition or lose, as nine in ten did lose until they went bankrupt or retorted in kind. And there's the Grocery situation in Halifax to-day; a low percentage of wide quality-range grocers maintaining a credit and delivery trade and thus holding much of the comfortably situated and particular family trades, with the great majority fighting for gross profits and getting them by advertising prices.

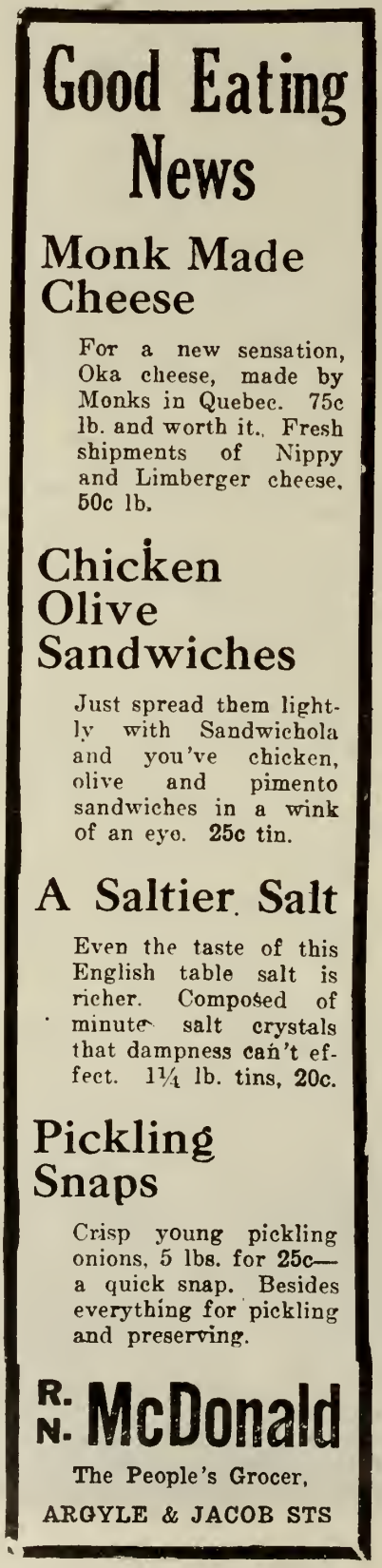
Produce Results

Price advertisements produce immediate results and satisfy the merchant without any fatally important wait. But price and quality can be equally well advertised as a few have been converted to understanding and here enters more particularly the delicate art of printed persuasion—putting important convincing facts forward in the sequence that catches favorably the reader's eye and carries her interest to the point of convincing her you have good fresh stuff inexpensively marked.

The Writing of An Ad.

This brings one to the writing of a grocery ad. There is room here to deal with the printed matter only and the outstanding practices that have dominated the Halifax struggle here follow.

If you are a war price dealer, do not use flash phrases such as "economy," "quality," or "service." Put your best leader in your headline. A mere list of leaders gets results, but a few sensible, reassuring words of accompaniment help to point out the worth of the article and the quotation. Brevity of course prevailing. Variety of descriptive words is necessary because "nice, beautiful, splendid, reasonable, etc.," get worn with use and lose novelty of interest. Pack fact and argument.


Good Eating News
Monk Made Cheese
For a new sensation, Oka cheese, made by Monks in Quebec. 75c lb. and worth it. Fresh shipments of Nippy and Limberger cheese, 50c lb.
Chicken Olive Sandwiches
Just spread them lightly with Sandwichola and you've chicken, olive and pimento sandwiches in a wink of an eye. 25c tin.
A Saltier Salt
Even the taste of this English table salt is richer. Composed of minute salt crystals that dampness can't effect. 1¼ lb. tins, 20c.
Pickling Snaps
Crisp young pickling onions, 5 lbs. for 25c—a quick snap. Besides everything for pickling and preserving.
R. N. McDonald
The People's Grocer,
ARGYLE & JACOB STS

Showing how R. N. McDonald advertises daily in Halifax papers. His ads. are pointed, easily read and quote prices.

Use Selling Talk.

If you are a quality and moderate but not cut and slash price maker, you must afford to pay for stuff that is just in season but which is rather high as always at the start. Perhaps you have bought it while the "Cash and Carry" waited for the low price point to come before advertising it. Therefore publish the news and watch your price a little. It won't hurt to make a few leaders; if it is impossible because you bought new goods high, then dress them up with selling talk, proclaiming the offer just as strongly as its interest as store news justifies. But get the interesting fact into the headline and follow right through with interesting fact. If the fact is good enough to make you enthusiastic in offering it it's always possible to rouse the enthusiasm of your reader if you'll convey description of outstanding features in each article according to its news or sale importance. Breezy suggestion of the uses of the article advertised help a lot.

Arouse News Interest.

If you are a higher price but higher class grocer, your prices won't all stand the light of day, but the pill can be sugared with the news interest of the reader being reached along with words to tease the appetite. For that matter this should enter into all grocery advertising. The reader does not want a dull recital only. Most any kind of an advertisement will get some results but the effort of a store or salesman (such as its advertisement is) is to attract as many buyers as possible and put them all into a confident, satisfied frame of mind. He must tell of his wares briefly and as completely as the importance of its interest value justifies. He must avoid generalizing and specify what is inviting.

Grocers of every class advertise regularly and generously in Halifax where it costs them something to try per turnover.

About the hardest thing in the world is to persuade people who knew you when you were a boy to believe you have succeeded strictly upon your own merits.

* * *

Among the blessings of peace is the feeling that one can howl about the government without being locked up.

* * *

Why will dealers sell twenty-five dollars worth of goods on credit to men to whom they would not think of loaning five dollars?

Illustrating one of the beauty spots of Halifax, N .S.—the public gardens. These gardens constitute one of the most beautiful parks in Canada.

Neglecting Windows is a Bad Policy

This Grocer Gets Most of His Business Over the Telephone and Pays Little Attention to the Appearance of His Store—A Grocer Should Pay Strict Attention to Cleanliness.

MONTREAL AUG 4.—The other day a representative of CANADIAN GROCER stood on a corner of one of the main streets of a town which borders on the St. Lawrence River in the Province of Quebec. The street spoke of a prosperity that had almost come over night during the early years of the war. Unlike most Quebec towns, the stores and dwellings were new and judging by the appearance of most of the stores, business in that town was good. On one corner of the street stood a large drug store with three carefully and attractively dressed display windows. Opposite to it on the same side of the street was an imposing stone building with a clock tower the very architecture of which labelled it the post office. On the third corner was a three story dry-goods store, built of red brick with large artistically dressed windows across two sides of the store. But on the third corner there was a grocery store that presented anything but an attractive appearance. The store was not small, but it was in a very poorly kept condition. It had every advantage of a good location but it was a scar on the main street of the town. Still it gave the impression that a good business was being done there. A big covered delivery waggon stood in front of the door with a half fed dejected looking horse between the shafts. The delivery waggon signified prosperity but by no means suggested any business aggressiveness.

Even less inviting than the weather beaten approach to the store or the bony old horse were the two display windows that might have represented anything from a pawn-shop to an east-side restaurant. The window bore absolutely no significance and the hundred and one things that lay there looked as though they had been thrown there and forgotten a month or two before. Smacked up against the glass of the front window were three half rotten lemons, that had in days gone by fallen down below the false floor of the window. From the inside of the window this decayed fruit could not be seen, but on the outside they were the first thing that caught the eye of the passer-by. If there was any attraction to the window, it lay in the curiosity that was aroused in what lay beneath the dirty lid of a soap box that had been carelessly thrown into the centre of the window. A few cakes of soap and a dozen or so tins of canned vegetables gave an inkling of what might be hidden. A careful glance over the window and a little thought revealed the fact that some time in the past. some one had had enterprise enough to cover the floor of the window with blue crepe paper. A tinge of blue showed beneath some of the canned goods where the sun had not had a chance to bleach it to a dirty white. Dead flies lying around the front of the window gave evidence to the fact that either someone had taken a few minutes off to swat them or that they had died there of old age. Such was the sordid appearance of the front of the store. Hardly an inviting advertisement to a new-comer to the town who might be seeking a place to buy the necessities of life. The side window offered an appearance no more pleasing. In fact as far as could be determined by appearance it was used as a storage space for empty delivery boxes, more evidence that business was really done at the store.

A Maze Of Foodstuffs

The interior was a maze of foodstuffs that offered food for thought. One with any imagination could not help but wonder how far back some of the cans and packages dated. Branded lines, long since off the market, still held their dusty places on the top shelves and uncovered boxes of biscuits in various stages of preservation lined both sides of the store. One new but greasy glass show-case graced the front of the store, but piles of bread and a few cakes on a crumbly shelf above a shabby assortment of odd and ends in branded lines alone made use of the equipment which was intended for advertising purposes. The shelves, cases, counters and even the old step ladder that leaned up against a shelf of canned goods might have in the past been painted a mahogany red but even that cannot be said with any certainty.

Evidence Of Good Business

On the other hand there was evidence

Continued on Page 38

Sells Forty-Five Barrels Vinegar In Six Weeks

Hood & Bennalick, Guelph, Ont., Builds Extensive Sales on Vinegar—Pushing Pickling and Preserving Material.

TO SELL 45 barrels of vinegar in about six weeks, appears to be a big task especially in a town where the merchants are all alive to seasonable opportunities, and competition, therefore, keen. Such, however, is the record of Hood & Bennalick, Guelph, Ont. This firm has the faculty of following up every season, displaying and otherwise pushing sales on goods that are particularly required for that season of the year. This applies equally to the pickling and preserving season.

During last pickling season, covering a period of about six weeks, Hood & Bennalick, sold 45 barrels of vinegar or over 1100 gallons, besides several hundred pounds of spices and other pickling ingredients, to say nothing of the car loads of vegetables for pickling purposes.

This big volume of business was obtained, by the simple rule of salesmanship, and is characteristic of their method of conducting business. Selling talks over the counter, over the phone, newspaper advertising and window displays are fundamentally the factors in building a business, and in this instance they were the ones responsible for the high annual turnover which this firm enjoys.

Window Displays A Feature

From one year's end to the other, window displays in the store of T. A. Rowat & Co., London, Ont., are always a feature and a point of interest on Dundas Street. This applies equally to the displays, during the pickling season. Large glass jars were filled with the different varieties and grades of vinegar were used for a background for a pickling display. Around the jars of vinegar were small trays containing the different sorts of spices and other necessary ingredients, which made a very attractive display and together with advertising have built up a turnover on pickling goods that has been steadily increasing year after year. A feature of the firm's vinegar business is the fact that the greater percentage of the volume of sales is on a specially high grade vinegar which cost the consumer fully one third more than other makes. Sales on this vinegar alone run into 30 barrels for the season, besides the numerous barrels of other grades and varieties.

The season of the year is fast aproaching when oceans of vinegar and tons of spices to say nothing of the vast quantities of sugar, jam jars, rubber rings, sealing wax etc that will be needed to supply the requirements of the housewife, from now until the end of September.

Whether the merchant will get his share of this business or not, will depend upon the effort made to procure it. There are merchants who have been making a regular business of going after pickling and preserving business for a number of years and their success is shown in their sales which each year shows a substantial increase. The stories of the two merchants mentioned above is a fair example of what can be done during the pickling and preserving season.

Getting Returns On Empties

In handling vinegar, one of the biggest problems and probably the most difficult, the merchant has to contend with, is getting speedy returns on jars used for delivery purposes. Householders, the country over, seem to think that when a gallon of vinegar is sent to the house in a jar that the merchant has provided for convenience and at a big investment, that she has a perfect right to retain it as long as she likes. Some people have even been known to fill the jugs with catsup etc.,

D. W. Clark, Avenue Road, Toronto, Ont., has an admirable system for checking empties, which, he says has saved him thousands of dollars a year. The system is to charge every jar and bottle that leave the store on the invoice and credit the same when returned. On all containers that are returnable, appears a label on which is stamped the value, thus avoiding errors when making returns. Each delivery man is provided with a credit book. This book is similar to a regular counter check book, with a line for every style of container with the price opposite. The driver or whoever receives the empty, fills in the sheet with the customer's name and the container returned. The book being in duplicate, one slip is presented to the customer and the other remains in the book. Each night these books are sent to the bookkeeper, who makes the entries in the proper place in the ledger.

R. E. Powell, Ottawa, Ont., charges all containers on the invoice. In the case of vinegar, however, Mr. Powell does not provide jars for delivery purposes. The vinegar is bottled and no bulk vinegar is sold, except when the customer provides the vessel. During quiet hours, the vinegar is put up in quarts and pint bottles, and a price set, that will cover the cost of the bottle.

SUCCESSFUL METHODS OF GETTING AFTER BUSINESS NOW

"Business can be obtained if merchants will go after it in the right way," is the way one retail grocer put it recently.

He outlines his successful method as follows:

1: Good specials.

2: Write and circulate the right kind of advertising.

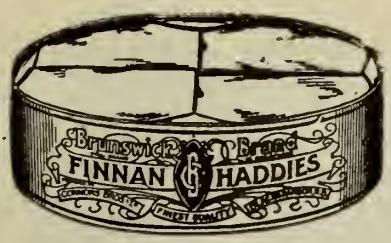
3: Put the feature goods in the show windows, attractively.

4: Arrange the store interior to conform to advertising and show windows.

5: Use plenty of price cards in the store and windows.

He sells close and advertises heavily. He turns over fast in spite of heavy buying because he is far from a market. He had a display recently of 114 articles from his general stock which a year ago sold for $67. This year he is selling the assortment for $27. Folks know when they read his advertising and put their heads into his store that prices are lower. They like it.

Last year, he declares the big mail order houses shipped carloads of catalogues into his district, which does $90,000,000 of business at retail, one third of which goes to the mail order houses. It goes largely, he says, because retailers don't believe in advertising. He says only 15 per cent of the retailers really do intelligent advertising and 75 per cent do none at all. They quit —lay down on the job.



Campers and Picnickers will appreciate

"BRUNSWICK BRAND"

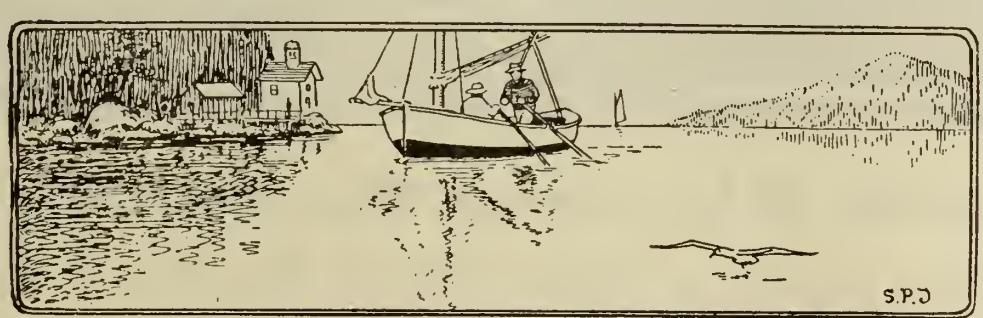
SEA FOODS

These exceptionally fine flavored Sea Food delicacies are perfectly cooked before leaving our plant, and are ready to serve on opening the tin Keep them prominently displayed during the warm weather months and suggest them for campers, picnickers, fishing trips and for preparing tasty summer meals and hurry-up lunches that require no cooking.

Connors Bros., Limited

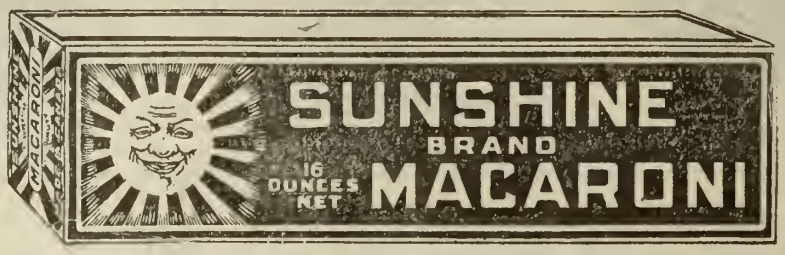
Black's Harbor, N.B.

Winnipeg Representatives
Chas. Duncan & Son, Winnipeg, Man.



Maritime Merchants - are you selling

MADE IN CANADA

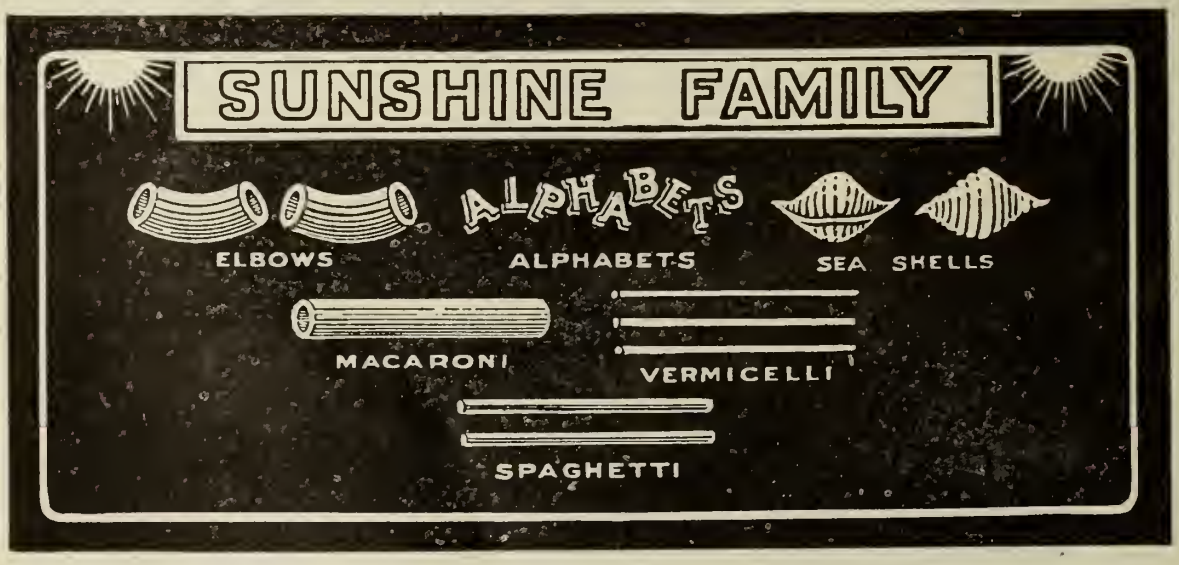


?

If you have never before sold this HIGH GRADE MACARONI—it will pay you to try a sample order! Wherever it has been introduced, it has proven a remarkably fast seller with continued repeat orders!

Not a pinch of cheap soft wheat flour is used in making "SUNSHINE" Macaroni—just the FINEST CANADIAN HARD WHEAT SEMOLINA containing the maximum and best gluten. Our plant is equipped with the most modern machinery (imported from Italy) and a perfected hygenic, artificial drying system. Consequently, "SUNSHINE" Macaroni has the required qualities found only in the very best Macaroni, namely—Strength, elasticity, superior taste, and retains its shape, firmness and tenderness after cooking.

Packed in attractive, dustproof cartons of 16-oz. net contents—30 cartons per case.



P. Pastene & Co., Limited, Mfrs. Montreal, Que.

Sales Agent : J. Hunter White, St. John, N. B.

(ACTUAL SIZE)

MAKE THIS TEST

Write us for samples of our improved Fig Bar Biscuits. When they arrive, take a knife and cut one in two across the centre and you will see the reason for their success. The lavish filling of genuine, finely ground Smyrna Figs,—we don't spare the filling,—and the texture of the cake that holds it in make

HAMILTON'S FIG BARS

your one best buy in a Fig-filled Biscuit. They "taste like mother's mince pies."

G. J. Hamilton & Sons

BAKING BISCUITS SINCE 1840

FACTORY and HEAD OFFICE : : PICTOU, NOVA SCOTIA

The Business Interests of the Maritimes will be strikingly represented at this Big Industrial, Agricultural and Live Stock Display. Every business man will find ideas there.

Manufacturers of Food Products should not lose this opportunity of cultivating this rich market. Link up sales and advertising plans with the first and biggest of Maritime Fairs.

Write for reservation. Special Railway Rates.

St. John Exhibition Association
St. John, N. B.

"The Quality Warrants The Name"

Grocers of the Maritime Provinces are great admirers of our Family; They find all its members willing to get out and hustle for themselves, and they are called back on the job time and again by the pleased housewife.

All members bear the

"PERFECT"

Trade - Mark

Some of the lines:-

Perfect Baking Powder	Perfect Prepared Tapioca
Perfect Flavoring Extracts	Perfect Spices
Perfect Coffee	Perfect Lemon Pie Filling
Perfect Shredded Cocoanut	Perfect Jelly Powders

Now being offered to the Trade of other parts of Canada. Jobbers inquiries solicited.

Canada Spice & Specialty Mills, Ltd.

St. John N. B.

C. C. Dennis, Montreal Representative.

Open to Good Connection in Toronto for Ontario Representation.

AN energetic staff of Salesmen each with a connection, always **on the job,** is bound to get the business. That's why Pyke Bros. have earned such a reputation for successfully marketing products through Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland. We are at present marketing lines for the undermentioned firms with excellent results. **Your products** will meet with the same success if we represent them. Get in touch with us.

W. C. Macdonald Regd., Inc.
Carnation Milk Products Co., Ltd.
Canadian Postum Cereal Co., Ltd.
Canadian Salt Co., Ltd.
British Columbia Fishing & Packing Co., Ltd.
The John T. McBride Co., Ltd.
Guggenhime & Co.,
Swift & Co.,
J. C. Whitney Co.
Dominion Canners Ltd.,
Chas. B. Knox Co. Inc.,
Robertson Bros., Ltd.,
Wm. Cane & Sons Co., Ltd.,
Peerless Cereal Mills, Ltd.,
Dominion Macaroni Co., Ltd.,
L. Schepp Co.,
Megantic Broom Mfg. Co., Ltd.
Dunbar-Dukate Co.

PYKE BROS.

Wholesale Grocery Brokers

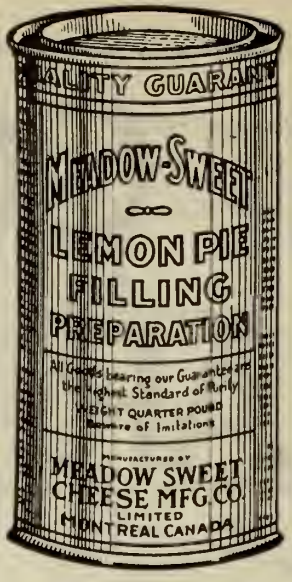
Halifax, N. S.

Sydney, N. S. **St. John, N. B.**

HALIFAX
CANADA

J. W. Gorham & Co.

GROCERY
BROKERS



"Meadow-Sweet" Lemon Pie Filling

FOR
PIES, CAKES
ICE CREAM
SAUCES
ETC.

A quick-selling popular-priced specialty on which you can make good money.

One package makes four pies, without the use of Butter and Eggs. Once sold it repeats regularly.

Made in Chocolate and Vanilla Flavors too.

Also inquire about our Peanut Butter and Maple Butter.

Write for samples and prices

SELLING AGENTS

ANGEVINE & McLAUCHLIN

St. John Truro

Made in Montreal by

Meadow Sweet Cheese Mfg. Co. Limited

APPLE CIDER

Made from the Best Nova Scotia Apples

Guaranteed to be absolutely pure and
it is a rare treat for your customers
Sold in 1-2 barrels, kegs and bottles
Place your order for Fall requirements

Annapolis Valley Cyder Company Limited

Bridgetown, N. S.

Please Investigate

We claim that the five following products are of the highest quality obtainable, and, as such, deserve the recommendation of the Grocer.

"NEPTUNE" VICHY WATER

Bottled at St. Yorre. Bassin de Vichy, France.
Recommended by the Academy of Medicine, Paris.

"ROBERT" VICHY LIMONADE

Bottled at St. Yorre, Bassin de Vichy, France.
Pure Vichy Water. Pure Lemon Juice. Pure Cane Sugar.

"EVIAN CACHAT" TABLE WATER

From Evian les Bains, France.
120,000,000 bottles sold each year.

"JAMES PLAGNIOL" OLIVE OIL

From Marseilles, France.
Pure Virgin Olive Oil of the Highest Type.
Really Superior to All Others.

"SOLEIL" CASTILLE SOAP

From F. Milliau Fils., Marseilles, France.
Absolutely Pure.—72% Olive Oil.

Please investigate. Write for Samples, giving the name of your Grocer.

LAPORTE MARTIN LIMITEE

Importers

584 St. Paul St. -- Montreal

Established 1870

ASSOCIATED GROCER

—is an Association of Retail Grocer
pose of buying on as econom
Stores, and C

CONSOLIDATION IS ES

THE Associated Grocers of Ontario, Limited, make it possible for the independent merchant to successfully compete with any retail selling organization.

Buying strength is essential to the Grocers' ability to meet all competition.

BECOME AN ASSOCIATED GROCER. BUY RIGHT. HC
into other channels, cutting your business to

THE Retail Grocer is
Distribution. Benefit ac
link in this

Full particulars of this new buying and distributing power—r

J. G. BEATY

6 King Street, W. - - -

Let us get together and place our buying and dist

# of ONTARIO, Limited

who have established for the pur-
l a basis as Departmental
in Stores.

NTIAL TO SUCCESS !

THE Associated Grocers of Ontario, Limited, will establish the greatest Buying and Distributing Power of the Times and any responsible retail Grocer in Ontario may be a partner in this powerful organization.

Great savings will be effected and the progressive merchants will reap the benefit.

YOUR TRADE and remove the possibility of it drifting
h proportions that it becomes unprofitable.

essential source of
ingly by becoming a
nization.

be had by communicating with

COMPANY,

- TORONTO, ONT.

ting on a sound practical money saving basis.

J. E. Sansregret Chosen in Quebec

Succeeds G. J. A. Filion as President of The Quebec Branch of The Retail Merchants Association — Enthusiastic Interest Shown By Members In Recent Convention in Montreal— Matters of Interest to Every Merchant Taken up

GENERALLY credited with being the most successful convention of its kind that has so far been held, the Fourteenth Annual Convention of the Retail Merchants' Association of Canada, Quebec Provincial Board, is now a matter of history. The convention, which was well attended, was held in the Place Viger Hotel, Montreal, P.Q., in mid-July.

From the accompanying photograph, taken on the steps of Frontenac Breweries, Limited, a good idea may be secured of the class of men who were present. There were a good many more but they were not on hand when the photographer pressed the button.

Officers of the Association.

The three smiling gentlemen right in the centre of the picture, front row, reading from left to right, are: Joseph F. Elie, First Vice-President; J. E. Sansregret, President, and M. Lapointe, secretary of the Quebec Branch of the Retail Merchants' Association, to whom "Canadian Grocer" is indebted for the information conveyed in this article. E Sauve, Second Vice President, is the gentleman in the dark suit looking over the shoulders of Mr. Sansregret and Mr. Lapointe. Henry Walters, of Ottawa, may be seen in the grey suit to the left of the officials.

The convention was opened with an address of welcome by Ald. J. E. Sansregret, representing Mayor Martin of Montreal.

G. J. A. Filion, president of the Quebec Provincial Board, occupied the chair and extended a warm welcome to the visiting members. He thanked them for their attendance.

At 2.30 p.m. of the first day, an automobile promenade was made of the city and from 4 p.m. to 6 a tour of the Montreal harbor was made on the harbor boat, Sir Hugh Allan, through the courtesy of the secretary of the Harbor Commission, who accompanied the party, explaining all the works and plans for development. At the conclusion of the trip all were served with refreshments.

At 8 p.m. the annual banquet was held in the Place Viger Hotel and proved a big success.

President Filion Retires

Henry Watters, of Ottawa Ont., and treasurer of the Dominion Association, assisted with the ceremonies and delivered his address in the French language.

The Quebec Government was represented by Mr. Bladeau who, with President Filion, also spoke.

The convention finally got down to business at 10 a.m. on Wednesday, when the election of officers took place.

G. J. A. Felion who has so ably guided the association for the past three years, was again proposed as president, but declined to stand, as he thought it only fair to give someone else a chance.

J. E. Sansregret was then elected President; Joseph F. Elie, First Vice-President; E. Sauve, second Vice-President; M. Lapointe, Secretary, and G. Filiatrault, Treasurer.

A review of what the association has done for the retail merchant was given the members and problems facing the retail trade were also discussed.

The members, as a whole, took a more active interest in the association than ever before. The necessity for the retail trade being organized and the realization of the work done by the association brought about this feeling.

Little Behind the Times.

An interesting case brought to light during the convention was that of a man in a town in Quebec who, until he attended the convention, did not know the luxury tax had been removed from patent medicines, etc. He had continued to use and attach war tax stamps on his sales. He, needless to say, was not previously a member of the association.

The members of the association are particularly enthusiastic over the system of insurance which is handled through the association. This system is such that a member can insure his business or home, properties and contents, at the regular insurance rates and at the risk carried, receive a dividend on his premium. This year the dividend is 35 per cent. and during the past ten years it has varied from 25 per cent. to 40 per cent. This arrangement is only made with members of the Retail Merchants' Association and has been used as a wonderful means of increasing the ranks of the association, the dividend usually more than offsetting the membership fee.

Some Questions Taken Up.

Matters that have been taken up by the association with the Federal Government this year include the following:

Amendment to the law on opium and other narcotics.

Duty on American magazines.

Amendment to the law on fraudulent advertising.

Amendment to the Criminal Code to forbid hazardous competitions.

Amendment to the Criminal Code to prohibit such methods as were used by the Certificate Shoe Co.

Amendment to the Criminal Code to prohibit the Three Card monte game.

Amendment to the Criminal Code to prevent manufacturers from giving coupons.

Amendment to the law allowing an extension of time for the sale of oleomargarine.

Amendment to the law of Maple Products.

Amendment to the law on Failures.

Amendment to the law on gold and silver stamping.

Amendment to the law on weights and measures to the effect that the names of those who bale pressed hay will appear on each bale.

Optional regulation allowing merchants to sell wood by weight.

Amendment to the law on Weights and Measures to allow merchants to sell all fruits and vegetables by weights and to establish necessary standards.

Amendment to the Law of Interpretation, to define the words "retail merchant."

(Continued on page 38)

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER

Vol. XXXV. TORONTO, AUGUST 5, 1921. No. 31

The Future For Wheat Prices

AS THE days pass and the Western crop moves further towards safety, there is increasing confidence, and interest centered in the probable market conditions. Last year the United States exported 360,000,000 bushels of wheat, and imported 60,000,00 bushels, leaving a net export of 300,000,000 bushels. It is expected that this year's exportable surplus will be 200,000,000 bushels, and a similar surplus may be available in Canada. A year ago it was estimated that the countries importing wheat would require 572,000,000 bushels for the year ending August first. Of this amount up to July first, 568,000,000 had been shipped. While it is claimed that wheat in Great Britain and France this year, bids fair to be a good crop, other European countries have greatly suffered by the drought and the outturn of the wheat crop is materially lessened. The importing countries, therefore, will depend mainly on Canada and the United States and to some extent upon Argentine and Australia.

Trading in wheat for December delivery opened at around $1.45 per bushel and although there may be many changes in prices during the next few months, it is anticipated that the 1921 crop will average $1.50. As regards Argentine and Australia, harvesting does not commence until January and it is yet too early to estimate the crop and very uncertain whether the return will be great enough to depress the market later on.

Replacing Ice Cream Sales

A GREAT many grocers all over Canada have developed a splendid trade in ice cream, summer beverages, and soda fountain drinks. Our representatives have discussed with these merchants the success of the ice cream department and in every case have been told that it has been the means of greatly stimulating turnover during a period when turnover was needed.

Many of the retailers interviewed are making preparations to utilize the ice cream departments next winter as tea rooms where hot drinks such as tea, coffee, cocoa, meat extracts, etc., will be served.

This is business that can readily be picked np by the grocer as his store is visited by more customers than any other during the day and week. One Ontario grocer who had a tea room of this character points out that last winter it was the means of selling more tea, coffee, and cocoa. Customers would like, for instance, a certain kind of coffee which they would try and would order a supply at the counter for home use.

Now is the time to make preparation for this business during the coming fall and winter season. This can be done particularly by the dealers in the smaller centers.

Colored Bologna and Watered Vinegar

A MERCHANT in Toronto was fined $30.00 and costs the other day for selling adulterated Bologna sausages which he had manufactured himself. Coloring matter had been added to the sausages. Another retailer was fined for selling adulterated malt vinegar. There was too much water in the vinegar.

These two cases again emphasize the point so often made by Canadian Grocer that merchants should confine their buying to manufacturers of standing that have reputations for manufacturing quality goods. There are plenty of this type of manufacturer today so that it is unnecessary to take a chance. If a retailer is at all in doubt he should demand a statement of warranty from the manufacturer that the goods are as represented. The onus then falls on the manufacturer and not on the retailer.

Government Interference in Sugar

C. A. SPRECKLES, president of the Federal Sugar Company, and the outstanding man in the sugar industry on this continent, has been criticized for discriminating against Cuban sugar. The U S. Department of Commerce recently asked for explanations. He promptly denies the story and points out that his Company purchases sugar where it can get the smallest price, which was then in the Philippine and Porto Rican sugar markets He says the economic catastrophe which overtook Cuba was greatly due to the efforts of the Cuban Government to keep up the price of sugar.

In conclusion Mr. Spreckles predicts that unless the supply and demand law be recognized a very deplorable condition is likely to exist. The 1922 crop will be large he says, and the 1921 carry over not less than 2,000,000 tons, and, he asserts, there will be no market to absorb both.

It was Mr. Spreckles' frank criticism in October last that seriously upset the whole sugar situation.

Editorials In Brief

Carelessness in appearance robs a store of patrons. They dislike unkempt hair, untidy linen, dirty hands or any other evidence of indifference to the proprieties of life or common decency.

There is no place for deception in business, but if one must fool somebody, see that it is neither one's banker nor one's wife.

The reason why most men do not develop their business into anything very big is that they do not try very hard.

This Statement Reveals No Profits

An Analysis of This Merchant's Affairs Brings Out Almost Discouraging Conditions—Some Advice as to How to Remedy the Situation.

By Henry Johnson Jr.

A CANADIAN grocer writes me thus:

"I have been reading your articles for four years and feel they have been of much benefit to me. Enclosed is statement of business which extends from April 15, 1920, to June 15, 1921. I would like to have you thresh it out in your own way and tell your readers what you think of it. I do not think we have made any money, but do know that our inventory is present market value. Considering the year, I think we have. Stock consists mainly of groceries, with a small line of hardware, notions and drugs.

"Yours for more Modern Business,"

rather unusual courage to inventory at present replacement values. So we have here a basis for a new start.

One point in his letter I did not quote above because I wanted to emphasize it here. He writes: "I would like to write more, but am at a loss just what to say. If this is not complete enough for you, I will be glad to furnish any desired information."

I pick that out for emphasis because such a promise appears in many letters which are woefully incomplete; but when I review them and ask for further particulars, usually I hear no more. Now, in this instance, many things are up in the air. More information is needed, as will be seen. I hope, therefore, that this correspondent will keep his promise, so we may follow this out and thereby do greater service to him and others.

STATEMENTS:

CASH

June 1, 1921, Received	$34553.70	June 1, 1921, Disbursed	$ 34643.17
		Balance	10.53
	$34653.70		$ 34653.70

MERCHANDISE

April 15, 1920, Invty	2777.45	June 1, 1921, Sales	$ 36819.92
June 1, 1921, Purchases	31054.20	June 1, 1921, Inventory	2335.03
June 1, 1921, Profit	5323.30		
	39154.95		$ 39154.95

FURNITURE & FIXTURES

June 1, 1921, Purchased	1003.90	June 1, 1921, Inventory	$ 960.00
		Loss	43.90
	$ 1003.90		$ 1003.90

ACCOUNTS RECEIVABLE

June 1, 1921, Sales	$36819.92	June 1, 1921, Received	$ 34653.70
		Bad accounts	426.47
		Balance	1739.75
	36819.92		$ 36819.92

ACCOUNTS PAYABLE

June 1, 1921, Payments	$25551.72	June 1, 1921, Purchases	$ 28570.46
Balance	3018.74		
	$ 28570.46		$ 28570.46

PROFIT & LOSS

Freight and express	1084.04	Merchandise	$ 5323.30
Delivery	411.77	Loss, to investment	750.88
Salaries	1756.18		
General	507.37		
Fuel	67.30		
Rent	300.00		
Taxes	12.88		
Insurance	170.00		
Returned cheques	658.15		
Furniture & Fixtures	43.90		
Accounts uncollectable	426.47		
	$ 6074.18		$ 6074.18

INVESTMENT ACCOUNT

April 15, 1920, Investment	2777.45	June 1, 1921, Loss	750.88
		Balance	2026.57
	$ 2777.45		$ 2777.45

FINANCIAL STATEMENT

Cash	$ 10.53	Investment	$ 2026.57
Merchandise	2335.03	Accounts Payable	3018.74
Accounts receivable	1739.75		
Furniture and fixtures	960.00		
	$ 5045.31		$ 5045.31

These figures reflect a condition that is nearly discouraging; but there is the good point that this man feels he has not made money; and now has had the

To face conditions here with a show of profit, let us note first that the Accounts Payable equal more than 129 per cent. of the stock. This means that debts are more than one quarter greater than the merchandise holdings. That is an intolerable condition.

But worse than that is the further fact that the net Capital Investment is $2,026.57 while the Accounts Payable is $2,018.74. Here, therefore, we have indebtedness to the extent of 150 per cent. of the entire net worth. That is worse than intolerable. It is extremely dangerous!

What Are the Troubles—and Hopes

I am not sure that I get everything from these figures. For example, sales seem to total $36,819.92. Yet credit sales were $34,653.70. Can it be that the cash sales are only a little less than six per cent. of total sales? Can it be that more than 94 per cent. of the sales are made on credit? If this condition exists, it is remarkable that the business survives—also wonderful that the bad debts losses—bad as they are at 1.13 per cent. plus—are so light.

Assuming sales of $36,819.92, the expenses, $6,074.18, show a ratio of 16½ per cent. plus. Considering other conditions, character of business and environment, I should consider this ratio excessive. I don't think any such expense is justified in such a business. But here, too, certain things must be cleaned up and explained before I can be sure.

The item of salaries if taken as stated at $1,756.18, shows only 4.77 per cent. on sales, and therefore is very modest. But there are two items, General $507.37, and Miscellaneous $658.15, making a total of $1,144.09, that are not sufficiently explained. Together these equal over 3.10 per cent. on sales. It is enough to have one indefinite segregation of expenses, and that should be so small in total as to be negligible. A total such as we have here is inexcusable and reflects a condition of carelessness or want of appreciation of the seriousness of business that is disconcerting.

To dispose of one of these items, I have added it to Salaries. The salaries as stated and the general make $2,263.55 and equal only a little over 6 per cent. on sales.

Freight and Express Are Not Expenses

If my friend has read my stuff for years, how has he failed to notice my analysis of freight and express as distinguished from expenses? Here is another item in the expense account, which equals nearly if not quite 3 per cent. on sales, which reflects laxity enough to explain want of earnings. For if such

Continued on Page 38

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

QUEBEC

J. A. Marven, proprietor of the Marven Biscuit Co., Ltd., of Moncton, N.B., was in Montreal on business last week.

A. Lorrain has recently opened a grocery business in St. John's, Que.

W. A. McKay of the Gold Standard Manufacturing Company, has been confined to his home through sickness.

W. Murray, Western Manager of the W. G. Patrick Company, is away on a few weeks vacation.

G. G. Shortt, advertising manager of Acadia Sugar Refineries, Ltd., of Montreal, is spending a few weeks' summer vacation at his home in Dartmouth, Nova Scotia.

ONTARIO

Hickman and Stoddart, 232 Bank St., Ottawa, are now operating the grocery store formerly occupied by F. D. Herbert.

The grocers of St. Thomas, Ont. held their annual picnic at Port Stanley on July 20. There was a very large turnout and a very enjoyable time was spent.

M. Egeberg, Fort William, Ont. has opened a new grocery in that town.

The Dominion grocery stores are opening a store on Wallace Street, Listowel, Ontario.

There is a movement on foot in Sudbury, Ont. to have the grocery stores close early on Saturday night. It is suggested that they close at 9 o'clock, instead of as now at midnight and sometimes later.

Rodger and Fyffe, grocers, have succeeded J. H. Halpenny and Company, 591 Bank Streetn Ottawa. Mr. Rodger comes to the city from Almonte, while Mr. Fyffe is known to Ottawans, having been with several firms in the city for a number of years.

George Pourpouska, a foreign grocer in Chatham, Ont. was recently charged in the Chatham police court with buying goods on the market before ten o'clock, with the intention of reselling the same. He had sent a boy to the market who had bought 13 dozen eggs. He was remanded.

George Timtana, conducting a general store in Niagara Falls, Ont. was shot through the lung on Monday morning of this week, by two hold-up men. The burglars were masked, and when Timtana put up a fight he was struck on the head and shot. Ninety-three dollars in money were stolen, and the bandits got away.

J. Porter has opened a grocery store at 74 Marchmount Road Toronto.

R. T. Pearson has commenced business at 1225 Shaw St. Toronto.

Messrs Cook and Sutton have commenced business with a grocery store at 141 Cowan Ave Toronto.

Meyer and Curran have commenced business in a store at 3071 Dundas St. West, Toronto.

The Business Men's Association in the Bloor-Bathurst district, Toronto, held its annual picnic at Long Branch recently. Over 200 soldiers of the Christie Street hospital were guests of the association. A very enjoyable time was spent.

Pioneer in Grocery Trade Passes in St. John N. B.

St. John N. B., August 1, (Special).—Another link between the past and the present in the grocery business in St. John was broken on Sunday morning, July 31, when Hiram B. White passed away. Mr. White was one of the pioneers of the wholesale grocery business in St. John.

He was born in Belle Isle, King's county, eighty-eight years ago and in his earlier days was a member of White Brothers in Sussex. Moving to St. John in 1864 he went into partnership with F. E. Titus and conducted a wholesale grocery business for some years.

Mr. White was also active in other channels in the city being a past president of the Y. M. C. A. and held many offices in the Royal Arcanum. He is survived by two daughters and two sons. One of the sons is J. Hunter White, who is at present carrying on a manufacturer's agency business in this city, and who is also secretary of the Wholesale Grocers' Guild.

MONTREAL BUTCHERS ENJOY PICNIC

The Butchers' Association of Montreal held its 39th annual picnic at Delorimer Park on Wednesday, July 27. The guest of the occasion was Mederic Martin, mayor of Montreal. An elaborate program of games and races was carried out and a number of cash prizes was awarded. The weather was fine and an enjoyable afternoon was spent. The success of the picnic is largely due to the efforts of the administration committee comprised of O. Gignac, Henri Geoffrion, E. Aubertin, J. D. Denis, Jos. Archambault, J. F. Laurin, J. E. Dussault and A. Breton.

Sample Trains Will Advertise France in Canada

As a means of stimulating export trade between Canada and France, what is known as "sample trains" are to be used. By this exchange of facilities both countries can rapidly, economically, gratuitously advertise their goods. France has made a careful selection of her goods and ware, aand the same will be entrained at Montreal, constituting the "French Sample Train" which in the months of September and October will tour Canada from ocean to ocean. This exhibition on wheels will be accompanied by moving pictures of the most beautiful scenery of France, of her historic monuments, architectural wonders, objects of art, etc.

This project has the full approbation and collaboration of the French and Canadian governments, of transportation, manufacturing, commercial and other large interests in both countries.

PERISHABLE FOODS TAKEN BY EXPLORER.

New York, July 20.—If Donald E. MacMillan and his six venturesome companions who sailed from Wiscasset, Maine, last week, succeed in reaching Baffin Land in the frozen north, they probably will celebrate with a banquet on shipboard, in which such delicacies as "fresh" raspberries, spinach and green corn will figure largely.

It was learned to-day that the MacMillan party had taken along a quantity of perishable foodstuffs prepared by a new process of dehydration which, its sponsors claim, leaves the dried products capable of restoration to their original bulk, color and taste by soaking in water.

In addition to fruits and vegetables the MacMillan party's dehydrated food supply included roast beef hash, reduced to withered bits, unrecognizable fish also capable of being made fresh again, and a few bales of grass for the party's dogs and catnip for the ship cat.

A good salesman should be able to handle a man as an astronomer handles a telescope—that is, he should be able to draw him out, see through him and shut him up.

How Jones Keeps His Trade

By Lester G. Herbert, reprint from Tea and Coffee Trade Journal

WHY do I like to deal with Jones? He always seems pleased to see me, whether I meet him in the street or in his store.

Invariably he acts as though I were an individual with a real personality, with likes and dislikes, and genuine interests in life, instead of an animated pocketbook.

He and his clerks serve me as though they were eager to find out what I really wanted and needed, rather than to work off something on me that they wanted to get rid of.

If everything is not right he is cordial in his efforts to make it right, either at the time or later. I can always depend upon his fairness and honor, so I may write or telephone for what I want if I am away or at home, and feel sure that he will serve me as though I were there in person.

He has never told me an untruth or misrepresented a fact.

He never claimed to be one of those know-it-alls, although he is remarkably well posted. It is his modesty, however, that makes me ready to display my own ignorance and to ask his advice.

When my boy was killed in France, he took time to write me a personal, hand-written letter, which somehow made me feel very near to him. He didn't do this, I know, to get more business, but rather to let me know that he understood and cared.

More than once Jones has gone out of his way to do me a good turn, to give me a friendly tip, or to throw something my way. Naturally I should be an ingrate if I did not do the same.

His place of business is not elaborate, but it is attractive, and there is a homelike atmosphere about it that seems to extend a welcome to the man who enters its doors. The atmosphere is that of friendly, businesslike, courteous service.

Jones is filling an important local office, but this doesn't make any difference with him or with his manner to his patrons. He doesn't neglect business, and is just as cordial and friendly as in the old days when he was in the little place around the corner, struggling to get along.

The reason I like to deal with Jones is the same reason that other people enjoy doing business with him also. Jones is sincere, and some way or other he calls forth that which is the finest and the best, in old and young, rich and poor, with whom he comes in contact.

J. E. SANSREGRET CHOSEN IN QUEBEC

(Continued from page 34)

Constitution of a Committee appointed to appear before a special committee of the Senate whose duty it is to investigate the costs of transportation by mail of parcels and catalogues.

Study of the amendments to the Copyright Law.

Immigration: Re Merchant-tailors.

NEGLECTING WINDOWS IS A BAD POLICY

(Continued from page 23)

of a good business, although there were absolutely no signs of any business ability or system about the place. At the far end of the store almost surrounded with shelves and biscuit tins stood a good sized safe with even the name of of the owner painted upon the face of it. There was a merry ring to the finger combination of the money drawer as it was opened. A number of spike files nailed to the shelves behind the main counter carried a promising looking number of orders and a goodly number of orders already put up lay in boxes on the floor awaiting delivery.

Business Too Easy

No doubt in that fact lay the very cause for the careless untidy appearance of the store. Business came too easily. Doubtless the proprietor at one time had noticed the shabby appearance of his store but he never could find time to rearrange it and clean things up. It is true that in that town there was very little opposition and people there had made money quickly. Besides, a large number of people came there every summer from Montreal and although they dwelt there perhaps for several years few had ever seen the place. A large part of the business was done over the telephone and hence the carelessness. Still, should one of these particular customers call on that store it is doubtful if the grocer could have retained their patronage longer. This grocer either had never thought of the chance he was taking of losing his trade or else believed that "what you don't see won't hurt you." Some day a keener competition will come his way and he will be surprised how fickle his customers can really be when they are offered something more pleasing to the eye.

New Goods

The California Associated Raisin Company of Fresno, California, is putting on the market a novel confection in a small five cent package. It is a miniature of the Sun Maid Seedless package, containing 1 1-2 ounces of Thompson Seedless Raisins. These little packages are bright red like the large 15 ounce package. They are packed in an attractive display carton, containing twenty-four packages.

THIS STATEMENT REVEALS NO PROFITS

(Continued from page 36)

things are put into expense and are not added directly to cost of merchandise, the goods so affected are insufficiently priced. This alone would indicate pointedly why this business showed a loss last year.

Freight and Express charges are part of cost. Such charges, together with drayage, must go right onto the invoice and be taken into consideration as cost. Then they are made to come right back with each sale just as invoice cost comes back. I cannot see on what theory such charges are treated in any other way. Now, if they are put into the cost when pricing goods, why are they also figured into expense?

Right here, I feel sure, is one explanation of why this store has made a loss.

What is the detailed make-up of the items, "General" and "Miscellaneous" in this expense account?

Insurance at $170.00 on a business the net capital whereof is less than $3,000 —how can that come about? Surely, somebody is overselling this man on insurance.

What is that item of $636.72 listed as "Returned Checks"? I don't "get" that at all.

How come that any such business—any business, for that matter—can get down to $10.53 cash on hand?

What to Do is a Grave Question.

It would be hard indeed, to say what this man should do, even if I had complete information. It is impossible to say anything very definite with so many items not clear. There is little use giving my usual advice to quit buying—though that always is helpful as a first step—for if no buying at all were done, if the entire stock were depleted and cleaned up—there would remain a deficit of over $1,000, regardless of contingent current expenses.

But I feel sure that study and drastic action will result in squeezing at least $1,000 a year out of that expense account —probably more. If the freight and express have been handled as looks to be the case, we shall here have another resource which may yield $1,000 more a year.

If such items can be cut to the bone and some active, aggressive sales work done, with care taken to see that correct margins are obtained, maybe this business can be rehabilitated. The sign of hope is that this man has faced readjusted values and seems not inclined to fool himself very much—though the note of optimism in face of the figures is rather difficult to understand.

But I must have full information at once. Possibly this may be delayed because I have laid the scene of this man's exploits far from his actual environment. But I have to do this always to insure protection of identity—so my readers must look for their own stuff carefully and respond to my requests for further enlightenment. With such fuller knowledge maybe I can help. Here's hoping!

B. C. Provincial Board R. M. A. Reviews Its Work For Past Year

Annual Convention is Held at Duncan, B.C., on 27th and 28th of July—B.C. Merchants Are Given a Goodly Share of Credit for the Abolition of the Luxury Taxes—Many New Branches Are Organized in B.C.

By staff Correspondent Canadian Grocer

DUNCAN, B.C., Aug. 1—The Provincial Board of British Columbia of the Retail Merchants' Association of Canada met in Duncan on July 27 and 28. There was a very good attendance of the members and many matters of importance to the trade were dscussed. The president, M. Y. Phillips of New Westminster, was in the chair and delivered his address at the opening of the proceedings.

Delegates in Attendance.

The delegates attending the meeting of the Provincial Board of the R.M.A. were as follows: G. H. Jacobson, R. W. Smith, Walter G. Ing (secretary), Stanley Ross, M. G. Phillips (president), Wm. Kerr, A. P. G. McDonald, all of New Westminster, B.C., Richard Thompson, North Vancouver, D. H. Kent, James Harkness (president Grocers' section), H. B. Neelsen, J. F. McDowell, grocer, E. E. Bent, Roy A. Hunter, Maclean National trade papers, George S. Hougham (secretary), R. H. Fairley (organizer), J. T. Crowder (president Vancouver branch), Arnold B. Derifield, Frank M. Grey, Chas. Stinson, and George Herring, all of Vancouver, J. A. Knight, Ladysmith, Currie G. White, Duncan (druggist), J. P. Fink, general merchant, Cranbrook, A. Peterson, R. A. Thorpe, furniture dealer, S. R. Kirkham, grocer, W. N. Dwyer, F. G. Aldersey, Duncan, L. E. Richards, baker, A. E. G. Cornwell, baker, N. B. Whitley, insurance dept., A. Brockhurst, Walter W. Ballard, Victoria, J. H. Ashwell, Chilliwack, Fred G. Cox, dry goods merchant, Port Alberni, Harvey Murphy, J. C. Dakin, R. H. Ormand, George E. Armstrong, Nanaimo, D. Leckie, hardware, Kelowna, A. T. Bind, furniture dealer, Port Alberni, T. J. Wilcox, hardware and Chas. Marsh, auto dealer, Kam'loops.

President's Address

Tribute to the retail merchants of British columbia for the fight they put up for the taking off of the Luxury Tax was paid by M. G. Phillips, New Westminster, president of the British Columbia Board of the Retail Merchants' Association in his annual report presented at the convention in Vancouver recently. The president, in dealing at length with this matter, said in part:

"Upon no subject have the retailers of this Province ever stood so solidly together as they did upon this issue. It was a most remarkable demonstration and was an experience for your executive officers which greatly encouraged them at the time and proved beyond a shadow of doubt that any honest and legitimate thing that the retailers want to do can be done if they only want it badly enough. The first shot in the campaign in B.C. against the stamp method of collecting the Luxury Tax was fired by the Nelson Branch and the finishing broadside was given by the Vancouver Branch, who staged a demonstration at a luncheon in Vancouver, at which the Federal members for the Lower Mainland were present, who were informed in language that could not be mistaken that the retailers of B.C. would not stand for departmental inefficiency so flagrant as the stamp method of collection was proved to be.

B.C. Board in the Lead.

"In connection with this issue your provincial executive, assisted by an advisory committee of representative retailers, waited upon the Hon. Arthur Meighen, Premier of Canada, and his Minister of Immigraton, the Hon. J. A. Calder, upon their visit to Vancouver and presented a memorandum, which was printed verbatim in the Press at that time. The two Ministers were obviously impressed by the weight and sincerity of the arguments presented to them in connection with the Luxury Tax as a whole, and the stamps and cancelling machines in particular, and your Executive officers have no doubt that the impressions created at that time and deepened by other impressions made upon the Premier upon his return to Ottawa, were largely responsible for the Government's decision to cancel the Luxury Tax entirely. It is interesting to know in this connection that other provincial boards, notably Alberta and Saskatchewan, followed the initiative taken by the B.C. Board and in the case of Alberta the same memorandum that was presented to the Premier at the Hotel Vancouver was again presented by a representative deputation at the Palliser Hotel in Calgary.

E. R. Golding Secured

The feeling of relief which every retailer experienced in connection with the abolition of the Luxury Tax was coupled with ungrudging admission on the part of members and non-members alike, expressed privately and through the press that the Retail Merchants' Association was largely, if not wholly, responsible for the removal of the Luxury Tax."

It was pointed out by the president that the association's credit reporting and collection departments are now under one management, E. R. Golding, formerly departmental solicitor for the Attorney-General of Alberta, having been secured as collection manager.

George H. Hougham, secretary, submitted a lengthy report in which he gave a comprehensive review of the work of the Association during the past year. Touching on the question of membership, he said that it gave him a great deal of pleasure to report a substantial increase. "Our membership now stands at 882 members in the province," he said, "341 of whom are in greater Vancouver and the balance of 541 scattered throughout the province. The total membership of 882 is represented in 18 branches in good standing which shows a net increase of 193 members and an addition of 5 organized branches since the convention of 1920."

Work of Local Organizations.

While the secretary expressed satisfaction over the provincial increase, he was not so encouraged over the work of the local organizations throughout the province. In his report, he pointed out that there seemed to be an altogether false impression on he part of new members as to the actual meaning of membership. Their impression seemed to be that results could be obtained by the R.M.A. only for the asking or the seeking; whereas it was a fact that the mere payment of a year's membership fee did not bring about this expectation. There was abundant evidence, he said, that members joined without the faintest idea of the scope of the association or its work, or of their privileges as members. Somehow, he said, they had failed to bring about that personal contact between the individual and the provincial or the Dominion office that was desirable. The suggestion of the secretary was that this was due to failure to hold meetings in the different local centres. "In other words," he said, "we need to commercialize the association idea and sell it to each individual line of business in a practical manner. It may well be that after the idea has been so sold and definite results obtained, the member may have so far advanced along the line of association work as to respond to an appeal to join his local branch for the sake of lining up with his fellow retailers on common ground, but this must necessarily be a later development and cannot be the starting point." In concluding this part of his report, the secretary urged strongly the formation of local association as links in the bigger chain called the R. M. A.

Resolutions.

Among the resolutions passed was one calling on the Dominion government to prohibit further Oriental immigration on

account of the large number of returned men out of employment; another asking the provincial government to co-ordinate with the Dominion government in the assessment and collection of income tax; a third making it an offence punishable by three years imprisonment for issuing a cheque for which there are no funds if the cheque is issued with intent to defraud; and a fourth asking the provincial office to obtain the views of the membership of the provincial association regarding the inauguration of a system of collective buying as an offset to the competition of the mail order houses and to meet manufacturers and wholesalers who sell direct to the consumer.

It was pointed out that the Existing Provincial Shop's Regulation Act Relating to Early Closing is considered by the Grocers' section of the R. M. A. to be inadequate, inasmuch as it does not close establishments carrying fruits and confectionery and other lines of merchandise other than groceries, and a large number of such establishments are thus permitted to sell groceries at hours when other grocers are compelled to close. The Shops Regulation Act now effective in Manitoba would meet the situation in Vancouver, and the resolution to have the B.C. Board apply for similar legislation at Victoria was endorsed.

Organizer's Report

R. H. Fairley, provincial organizer for British Columbia, in his report, stated that from March last up to the present date, 87 new members had been added to the association and 123 had renewed their membership. On the trip from Victoria to Courtenay and Cumberland during the month of December, in the interests of the provincial Automotive Retail Dealers' section, 37 new members were obtained. In January three new branches were organized, namely, Ladysmith with 24 members, Courtenay, Cumberland, Comix and Union Bay with 22, known as the Comix district branch, and Abbottsford Local with a membership of 12, making a total on these trips of 95 new members. The organization of the baby branch has just been completed at North Vancouver with a membership of 23. The cost to the association including salary, commission and travelling expenses, is $1404.65. The balance accruing to the B. C. board from the 305 new members and renewals amounts to $3,660. The percentage of revenue is approximately 40 per cent.

There is a general recognition of the valuable work which this association is accomplishing in matters of legislation, luxury tax, sales tax, etc. Individual service to the members should be given, by assisting them in their income tax returns, their bookkeeping problems, etc.

Work of Dominion Executive

G. H. McRobbie, vice-president Dominion Executive Council, R. M. A. of Canada, reviewed the work of the Dominion Board. He outlined legislation that the Board had been able through their efforts to bring about, and other matters directly dealing with the retail trade, with which the executive council had taken prompt action in the interests of the retail merchants.

Amended Early Closing Bylaw Effective Sept. 1

Winnipeg.— On September first the amended early closing by-law will come into force. The amendment defines the establishments that may sell goods after regular closing hours. The amended early closing by-law as it becomes effective September first is as follows:—

1. Section 1 of by-law numbered 1853 of the City of Winnipeg is hereby amended by striking out the words "(but not where the only trade or business carried on is that of a tobacconist, news agent, hotel, inn, tavern, victualling or refreshment house,)" in the third, fourth, fifth and sixth lines thereof, and by adding to said Section 1 the following:

(a) Provided that this by-law shall not apply to any shop where the only trade or business carried on is that of a fruiterer, confectioner, pastry cook, tobacconist, news agent, hotel, inn, tavern, victualling or refreshment house, nor shall this by-law be held to apply to any such shop merely because bread, butter or milk is sold or offered for sale therein.

(b) The words "shop" or "shops" where contained in this by-law shall mean and include any building or portion of a building, booth, stall or place.

Retailers' Day at Canadian National the first Wednesday

An innovation of the Canadian National Exhibition this year will be Retail Merchants' Day on the first Wednesday, August 31. An effort is being made to have retail merchants present in large numbers from all over Canada, and the entire day will be one of special interest for the retailer. The noon day luncheon will be addressed by Dominion officers, and it is likely that all the Dominion executive officers will attend, following the annual convention in Winnipeg on August 22. It is not definitely arranged just who the speakers will be on this occasion, but the program for the R. M. A. will be sufficiently interesting to attract merchants from all over the Dominion. It is up to the retailers to make this day of the big Fair a success, the first R. M. A. day.

A. Bowron, of Bowron Brothers, Limited, on his return from the Coast, spent a few days in Winnipeg with their Western representatives, Stroyan-Dunwoody Co.

B. C. Farmers Want Closer Inspection Of Imported Eggs

Vancouver, (Special)—Farmers in British Columbia are signing an "Egg" petition to submit to the Hon. S. F. Tolmie, Minister of Agriculture, Ottawa. They believe there should be certain protective measures in their favor and against imported eggs, particularly those from China.

The petition reads as follows:

Sir,

"To safeguard the interests of the Poultry Industry of the Dominion and of this Province in particular, I respectfully urge that the following Clauses be added to the present Regulations governing the importation and sale of eggs.

Yours respectfully

The clauses referred to are as follows:

"CLAUSE. 2-C-1.—Cases of eggs shall not be imported into Canada for domestic consumption in lots of .....cases or more until a certificate of inspection has been granted by an Egg Inspector, charged with the enforcement of these Regulations, grading the eggs contained therein as equal to or better than the grade 'Firsts' in the Standards prescribed in these Regulations.

"In the instance of the grade 'Firsts' referred to in this section, the maximum allowance at time of inspection shall not exceed 24 eggs per case below the grade stated.

"2-C-2.—Eggs that have been imported into Canada for domestic consumption, when repacked shall be repacked in the packages in which they were imported, and the original marking showing the country of production shall not be removed or obliterated, provided always that in any case where such eggs cannot be repacked in the original package other packages may be used, but such packages shall be marked to show the country of production, and the marks used shall be the same in form and character as those on the original package."

GOODS MUST BEAR NAME OF COUNTRY

Regulations covering the marking of goods with the name of the country of origin, as required under the amended customs regulations of last season, are now being drawn up by the Department of Customs and Excise, it is stated these will probably be issued within a week or so. The new regulations, which require that all goods imported to be marked with the name of the country where they are manufactured, do not come into effect until October 1 of this year, so the regulations will be distributed in plenty of time to cover any importations which are affected.

H. W. Dryden, of the H. P. Pennock Company, has been transferred from Saskatoon, Sask., to the head office, Winnipeg.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centers.

QUEBEC MARKETS

MONTREAL, August 5—The grocery market for this week seems to be holding fairly steady except in some lines of fruit. Oranges have increased in price, while lemons have taken a decided drop. The local fruit and vegetable market is on the decline. Many lines of vegetables are coming on the market this year at much reduced prices owing to the early season. Meats of all kinds holding fairly steady with a slight drop in fresh pork. The sugar market is holding firm at present prices. In general the market seems to be marking time on most of the staple lines.

CANNED GOODS QUIET

Montreal.

CANNED GOODS—The market for canned goods is inclined to be a little quiet on account of the plentiful supplies of fresh fruits and vegetables. Prices on some lines of fruits have shown declines recently, but for the most part quotations are steady. Canned salmon is selling freely, and prices show a tendency to advance.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips		4 40
Asparagus, imported (2½s)		6 00
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.		1 50
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 40
Do., 2½s	1 65	1 70
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz)		4 00
Peas, standard	1 80	1 90
Do., early June		2 00
Do., extra fine 2s		3 00
Do. Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Choice, 2-lb.		1 87½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS

Apricots, 2½-lb. tins		4 50
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants black, 2s, doz.	4 00	4 05
Do., gals. doz.		16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.		3 10
Do., 2½-lb.		5 00
Do., 2-lb.		4 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, heavy syrup—		
2-lb.		3 90
2½-lb.		4 50
1-lb.		2 90
Pears 1s		3 20
Do., 2-lb.		4 10
Greengage Plums, heavy syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb.		2 25
Do., light syrup		2 00
Pineapples (grated and sliced), 2½-lbs.		4 50
Do., 2-lbs.		3 60
Do., 1-lb.		2 00
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
New Pack Strawberries—		
Standard No. 2, per doz.		4 60
Choice grade		4 70
Fancy Preserved		5 50
Rhubarb, preserved		2 80
Do., gallon		5 75
Canadian Pineapple (sliced)		4 80
New Blueberries, 2 lbs.		2 25
Do., 1 gal.		12 00

COFFEE PRICES FIRM

Montreal

COFFEE—There is no change in coffee prices this week. There continues a very good inquiry, and prices show a tendency to remain firm for the present.

CEREALS ARE UNCHANGED

Montreal.

CEREALS—The market in cereals as far as Montreal is concerned is holding steady, with no changes in quotations, as compared with a week ago. Most lines are selling well, buying being fairly active at the present time.

Montreal.

Oatmeal, gran. fine standard		4 00
Rolled Oats, 90 lbs.		3 60
Pearl Hominy		3 25
Cornmeal, Gold Dust Brand		3 25
Graham Flour, 98 lbs.		7.65
New Buckwheat Flour		6 75
Pot Barley		5 25
Pearl Barley		5 25
Beans, Ont.		3.50
Do., Can.		3 30
Lima Beans		0 10
Green peas, dried	0 03	0 05¾
Flaxseed		0 06
Ground Oil Cake, per bag		3 00
Split Peas, per bag		5 00

DRIED FRUITS QUIET

DRIED FRUITS—The inquiry for

Montreal

some lines of dried fruits at the present time is rather slow, but raisins and currants are selling freely, the latter being steady at the reduction quoted last week. Raisins show no change as compared with prices of a week ago. Other lines are steady.

Montreal.

Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)	0 13	0 15
Peaches (fancy)		0 28
Do., choice, lb.		0 25
Pears (choice)		0 22
Do. fancy	0 27	0 28
Peels—		
Choice		0 26
Ex. fancy		0 30
Lemon, new pack	0 46	0 47
New Pack—		
Orange	0 48	0 49
Citron		0 76
Choice, bulk, 25-lb. boxes, lb.		0 22
Peels (cut mixed), doz.		3 25
Raisins (seeded)—		
Valencias		0 23
Muscatels, 2 Crown		0 22½
Do., 3 Crown		0 23
Do., 4 Crown		0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy Seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 oz.		0 27½
California Seedless, in bulk	0 18½	0 19
Cluster, 20 1 lb. pack.		6 75
Currants loose	0 12	0 15
Do., Greek	0 13	0 15
Dates, Excelsior (36-10s), pkg.		4 85
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 00
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do. 2¼'s, lb.		0 40
Do., 2½s, lb.		0 43
Do., 2⅝s, lb.		0 45
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), 22-lb. boxes, each		0 11
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 25
30-40s		0 19
40-50s		0 17
50-60s		0 13½
60-70s		0 12
70-80s		0 10½
80-90s		0 09½
90-100s		0 09

TEAS LOOK STRONGER

Montreal

TEAS—Reports from primary markets indicate stronger tendencies in the prices of teas. The market is inclined to be firmer, although prices this week show no change. Black teas are firm with prices unchanged, and reports from primary centres on black teas are lacking.

Ceylon and Indians—		
Pekoes	0 22	0 26
Broken Pekoes	0 32	0 40
Broken Orange Pekoes	0 48	0 55
Javas—		
Broken Orange Pekoes	0 48	0 55
Broken Pekoes	0 35	0 40
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
JAPAN TEAS (new crop)		0 77

Above retail prices range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 35	0 40
Orange Pekoes	0 37	0 45
Broken Orange Pekoes	0 37	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

SPICE DEMAND IS BETTER

Montreal.

SPICES—Already there is a very good inquiry for spices, that will improve as the pickling season becomes more general. Both wholesalers and retailers are stocking up well with sup-

plies for the fall trade. Prices this week show no change, but the market generally is firmer.

Allspice	0 18	0 20
Cassia (pure)	0 27	0 30
Cocoanut, pails, 20 lbs., unsweetened, lb.		0 46
Do., sweetened, lb.		0 36
Chicory (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 35
Pure, ground		0 35
Cloves (ground)	0 40	0 45
Cream of tartar (French pure)	0 65	0 70
Do. American high test	0 75	0 80
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 40
Do. 80, lb.		0 38
Do., 100, lb.		0 35
Do., ground, 1-lb. tins		0 45
Pepper, black		0 25
Do., white		0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do. package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

BUYING OF NUTS SLOW

Montreal.

NUTS—Prices are steady on nuts, with the market more or less quiet. Buying is inclined to be a little slow, but the demand for walnuts and peanuts is very fair.

Almonds, Tarragona, per lb.	0 22	0 24
Do., shelled		0 54
Valencia shelled almonds		0 44
Chestnuts (Italian)		0 18
Cocoanut (shredded, bulk)	0 33	0 36
Filberts (Sicily), per lb.	0 17	0 18
Brazil nuts (new)		0 20
Do., Barcelona		0 15½
Peanuts, Jumbo		0 15½
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java, No. 1		0 11½
Do., salted red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy wholes, per lb.		0 38
Fancy splits, per lb.		0 35
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Pecanss, shelled	1 00	1 50
Walnuts Grenoble, in shell		0 29
Marbot Walnuts	0 26	0 28
Do. new Naples		0 26
Do., shelled, Manchurian		0 68
Do. Bordeaux	0 63	0 68
Do., Chilean, bags, per lb.		0 40
Do., Spanish, shelled		0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

SYRUPS HAVE FAIR DEMAND

Montreal.

SYRUPS—The market for molasses is slow as is generally the case at this time of the year. Corn syrups are experiencing a fair demand, with prices holding firm, showing no changes as compared with a week ago.

	Price for Island of	Montreal
Barbadoes Molasses—		
Puncheons		0 77½
Barrels		0 79½
Half barrels		0 79½
Puncheons, outside city		0 72½
Fancy Molasses (in tins)—		
16-oz. tins, 2 doz. case, per doz.		2 40
2-lb. tins, 2 doz. in case, case	4 40	7 25
3-lb. tins, 2 doz. in case, case	5 75	10 75
5-lb. tins, 1 doz. in case case		8 95
10-lb. tins, ½ doz. in case, case		8 60
Corn Syrup—		
Barrels, about 700 lbs.		0 06½
Half barrels, about 350 lbs.		0 06¾
Quarter barrels, about 175 lbs.		0 07¼
2 gals., 25-lb. pails, each		2 25
3 gal., 38½-lb. pails, each		3 25
5 gal., 65-lb. pails, each		5 20
2-lb. tins per case		4 00
5-lb. tins, per case		5 30
10-lb. tins, per case		5 00
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case		4 60
5-lb. tins, 1 doz. in case, case		5 90
10-lb. tins, ½ doz. in case, case		5 60

PRICES TEND HIGHER

Montreal.

PRICES—Tendencies in the market for rice point to higher prices on Honduras, Texas and Carolina rices. Carolina rice is now quoted at 7 cents per pound, with fancy Honduras quoted at 5¼ cents.

Carolina extra fancy	0 07
Do., fancy)	0 06
Honduras, fancy	0 05¼
Rangoon CC, per cwt.	3 90
Do., B., per cwt.	4 15
Texas rice	0 05
Siam	0 06
Tapioca, per lb. (seed)	0 08 0 09½
Do. (pearl)	0 08 0 09½
Do. (flake	0 08 0 09)½
Honduras	0 07
Siam	0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

SUGAR IS UNCHANGED

SUGAR—The sugar market is holding firm at present prices. The price quoted Montreal basis is still $7.60 per cwt. The tendency of the raw sugar market may be towards higher levels and changes in the refined market may be toward stronger prices.

Granulated sugar, per cwt.	7 60
Do., barrels	7 60
Granulated, gunnies, 20-5	8 00
Do., gunnies, 10-10	8 10
Do., cases, 20-5-lb. cartons	8 20
Do., cases, 50-2-lb. cartons	8 35
Yellow, light per cwt.	7 20
Do., medium, per cwt.	7 20
Do., dark, per cwt.	7 00

LEMONS ARE EASIER

FRUITS—The feature of the fruit market this week is the decline reported in lemons. Lemons, 300—360s' are now quoted to the trade at $9. per case. The demand for the same is somewhat easier as compared with the period of the hot spell. On the other hand oranges are selling at higher prices. They are quoted as high as $7.50 per case. California peaches are $3.75 to $4. per box.

APPLES—

Boxes, 175s, 216s		4 50
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96		6 25
Do., Porto Rico		6 00
Lemons, 300-360s		9 00
Cal. Naval Oranges, 126-250s	6 00	6 75
Do., 150-176	7 00	7 50
Do., Blood Oranges, half boxes		3 75
Tangerines		4 25
Watermelons, each		0 90
Georgia Peaches, crate		3 00
California plums	3 75	4 00

VEGETABLES DECLINING

VEGETABLES—Declines are noted in a number of vegetables as supplies become more plentiful. New cabbages are quoted at one dollar per dozen. Cucumbers are from 50 to 75 cents a dozen Spanish onions are from $5.50 to $6.25 per case.

New cabbage, local		1 00
Celery, Florida, per crate	4 00	4 75
Do., California		11 00
Carrots, per bag	0 75	1 00
Montreal cucumbers, per doz.	0 50	0 75
Garlic, lb.		0 50
Horseradish lb.		0 60
Leeks, doz.		4 00
Lettuce		
Parsley		
Mint		0 60
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green ,doz.		0 50
New potatoes, Mont. (90-lb. bag)	2 50	3 00
Do., sweet, hamper		5 50
Spanish onions, per case	5 50	6 25
Turnips, per bag	0 75	1 00
Egyptian onions		5 00
Red Onions, per cwt.		3 25
Texas Onions, per crate		3 50
Yellow onions, per cwt.		2 50

ONTARIO MARKETS

TORONTO Aug. 3—There are few changes of note in the market for general commodities. With the travellers away on their vacation, business is inclined to be quiet. The feature is the naming of the opening prices on canned peas, which are lower than last year. The pack of canned fruit packed so far this season is only about 50 per cent. of last year but in spite of this opening prices on strawberries, raspberries and cherries are about one-third lower than last season. Teas, rices and nuts continue to rule in a strong position. The movement in spices is greatly improved, especially pickling varieties. Cereals are maintaining a firm situation with a tendency for higher prices.

CANNED FRUITS LOWER

Toronto.

CANNED GOODS — Opening prices are named by the canners on this season's pack of peas. Those who were fortunate in placing their orders previous to July 15 will probably receive their supply at around $1.60, but on account of the canners advancing their prices immediately after that date, others will probably pay around $1.75 for standards. The pack this season is about 30 per cent. of last year, and with practically very little last season's pack available, there is a strong possibility of standards reaching $1.90 before many weeks are past. Canned fruits, although only about a 50 per cent. pack, bid fair to be considerably lower in price. In fact strawberries and raspberries opened at $3.60 per dozen as against $4.50 and $5.00 last year. Cherries 2s opened at $3.15 per dozen.

Salmon—		
Sockeye 1s doz.	5 20	5 60
Do., ½s, doz.	2 65	3 00
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 90
Pinks, 1s doz.		1 45
Lobsters, ½-lb., doz.	3 45	3 75
Do., ¼-lb. tins	1 95	2 40
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	
Canned Vegetables —		
Tomatoes, 2½s, doz.		1 65
Peas, standard, doz.	1 65	1 90
Do., Early une		2 15
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 20
Asparagus tips, doz.		5 50
Do., butts, doz.		6 60
Canadian corn		1 50
Pumpkins, 2½s, doz.	1 45	1 50
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25

Rhubarb, preserved 2s, doz. ..	2 07½	2 10
Do., preserved, 2½s, doz. ...	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	5 00	5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.	....	3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do. Green Gage	3 25	3 40
Cherries, pitted H.S.	....	4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00

CEREALS IN STRONG POSITION

Toronto

CEREALS— Manufacturers are firmly maintaining their quotations, but wholesale quotations to the trade are somewhat irregular. For instance, the manufacturers' price generally to the retail trade for rolled oats is $3.30 but some wholesalers are offering at $3.15. The whole cereal market is in a strong position and many millers are talking of higher prices.

Barley, pearl, 98s		5 50
Buckwheat flour, 98s		6 00
Barley, pot, 98s		4 75
Barley Flour, 98s		6 25
Cornmeal, golden, 98s		2 75
Oatmeal, 98s		4 50
Corn flour, 98s		3 75
Rye flour	9 85	6 00
Rolled oats, 90s	3 15	3 30
Rolled wheat, 100 lb. bbls.	....	7 00
Cracked wheat, bag		5 00
Breakfast food, No. 1		6 00
Rice flour, 100 lbs.		10 00
Linseed meal, 98s		6 50
Flaxseed, 98s		7 00
Peas, split, 98s		5 75
Marrowfat green peas	0 07	0 08
Graham flour, 98s		4 75
Whole wheat flour		4 95
Wheat kernels, 8s		6 25
Farina, 98s		6 35

PACKAGE CEREALS UNCHANGED

Toronto.

PACKAGE GOODS — This market is ruling firm under a brisk demand for cooked cereals and starches. Quotations are unchanged.

PACKAGE GOODS

Rolled Oats, 20ss, round, case		5 00
Do., 20s, square case		5 00
Do., 18s, case		2 00
Do., Aluminum Prem.. 20s		6 10
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case.		6 00
Do., 20s, family, case		6 80
Cooker package peas, 36s, case.		2 85
Cornstarch, No. 1, lb. carton		0 10⅝
Do., No. 2, lb. cartons		0 10⅛
Do., No. 2, lb. cartons		0 09⅛
Laundry starch		0 08¼
Do., in 1-lb. cartons		0 08⅞
Do., in 6-lb. wood boxes		0 08⅞
Do., in 6-lb. tin canisters		0 12⅝
Celluloid starch, case		4 15
Potato flour, case 20 1-lb. pkgs.		2 50
Do., case 24 12-oz. pkgs.		2 30
Fine oatmeal, 20s		5 75
Cornmeal 24s		2 85
Farina, 24s		3 25
Barley, 24s		2 75
Wheat flakes, 24s		5 00
Wheat kernels 24s		4 50
Self-rising pancake flour 24s		3 00
Buckwheat flour, 24s		3 50
Two-minute Oat Food, 24s		1 80
Puffed wheat, case		4 40
Puffed rice, case		5 70
Health bran, case		3 50
F. S. Hominy gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 85

DRIED FRUITS QUIET

Toronto.

DRIED FRUITS—As far as the local condition is concerned there has nothing new developed during the week. The car of new crop apricots that was due this week has not yet arrived so nothing to the retail trade.

Candied Peels—		
Citron caps, 12 lb. boxes, lb.	....	0 50
Lemon caps, 12 lb. box, lb. ...	....	0 34
Orange caps, 12 lb. box, lb. ...	....	0 35
Mixed containing 4½ lb. lemon, 4½ lb. orange, 3 lb. citron caps, per lb.	....	0 40
Drained Peel, mixed, cut ready for use, in No. 1's cartons, 3 3 dozen per case, per dozen ..	....	4 60
Currants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	....	0 17
Do., Patras	....	0 17
Do., Vostizza	....	0 23½
Excelsior, pkgs, 3 doz. in case	....	5 50
Dromedary 3 doz. to case	....	7 00
Fard, per box ap. 12 lbs.	....	3 25
Hallowee dates, per lb.	....	0 11
Figs—		
Smyrna layers, 4 Crn., lb.	0 30	0 32
Do., layers, 6 crn., lb.	0 36	0 38
Natural pulled, in bags	....	0 10½
Prunes—		
30-40s, 25s	....	0 20
40-50s, 25s	....	0 16
50-60s, 25s	....	0 13
60-70, 25s	....	0 10
70-80s, 25s	....	0 09½
80-90s, 25s	....	0 09
Peaches—		
Standard, 25-lb. box peeled ..	0 26½	0 28
Choice, 25-lb. box, peeled . ..	0 27	0 30
Fancy 25-lb. boxes	0 19	0 30
Apricots—		
Fancy	....	0 46
Choice	....	0 42
Standard	....	0 34
Raisins"		
California, bleached, lb.	....	0 27½
Seedless, 15-oz. packets	0 27	0 29
Seeded 15-oz. packets	....	0 28½
Crn. muscatels, No. 1, 25s ..	....	0 26
Turkish Sultanas pkgs.	....	0 27
Thompsons, seedless	....	0 28½
Valencia	....	0 23
Evaporated apples	0 14	0 15

NUTS MAINTAIN STRONG TONE

Toronto.

NUTS—Stocks of French shelled walnuts, both in France and on spot are steadily becoming smaller. Manchurians are also firmer with a slight advance in primary markets. There is a strong movement in primary markets with local demand, steady and seasonable.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Grenobles, lb.	0 23	0 24
Walnuts, Bordeaux, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, lb.	....	0 30
Do., sweetened, lb.	....	0 35
Do., shred	....	0 25
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 17	0 20
Mixed nuts, bags 50 lbs.	....	0 32
Shelled —		
Almonds, lb.	0 42	0 47
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	0 73	0 75
Do., Manchurian	0 60	0 65
Do., broken	0 52	0 55
Peanuts, Spanish, lb.	....	0 75
Pecans. lb.	....	1 40

JAPAN TEAS LOOK FIRMER

Toronto.

TEAS—Advices from Japan are to the effect that the second crop is practically cleared. It is also understood that the shortage of the new crop will be particularly acute in basket fired, of which owing to the character of this season's leaf, comparatively little has been made. Local wholesalers are quoting lower prices on Hysons this week. These reductions run from five to fifteen cents per pound. Ceylons continue to hold a strong position with some advances in primary markets, these prices are now fully 3 d. over the low point. Indies are also showing firmer tendencies with quotations now about 1½ d. higher than the low point. The tea markets have every appearance of having reached too low a level as prices have been lower than the cost of production which has resulted in many of the gardens closing. This condition is reacting in a strong market and there is a strong possibility for prices to swing upward.

Ceylons and Indians—		
Pekoe Souchongs	0 25	0 35
Pekoes	0 30	0 58
Broken Pekoes	0 35	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans	0 65	0 80
Do., seconds	....	0 50
Hyson thirds	0 30	0 35
Do., pints	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade.

COFFEE STEADY TO FIRM

Toronto.

COFFEE—This market is firm with a steady demand at unchanged quotations.

Java, Private Estate	0 51	0 53
Bogotas, lb.	....	0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Mocha, lb.	0 52	0 55
Rio, lb.	0 22	0 24
Santos	....	0 35

RICES LOOK HIGHER

Toronto.

RICES—Since the embargo was placed on Rangoon rice and the lifting of the embargo by the Cuban government permitting rice to be imported into that country, the market has taken on a strong tone. Spot stocks are light and we understand that Southern markets are also fairly well cleaned up of good grades. There is no change locally, but the outlook has a decidedly upward trend.

Honduras, broken, per rlb. ...	0 07½	0 08
Blue Rose, lb.	0 06½	0 07½
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 07	0 07½
Tapioca, per lb.	0 07½	0 08

PICKLING SPICE IN DEMAND

Toronto.

SPICES—There is an active demand for the principal varieties, especially those for pickling purposes. The market, however, is ruling steady with no change in quotations.

Allspice	0 19	0 22
Cassia	....	0 26
Cinnamon		0 41
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	....	0 50
Pastry	....	0 28
Pickling spices	....	0 18
Mace	....	0 75
Peppers, black	....	0 19
Do., white		0 31
Paprika, lb.	0 60	0 70
Chillies, lb.	....	0 50
Nutmegs, selects, whole, 100s ...	....	0 35
Do., 80s	....	0 45
Do., ground	....	0 35
Mustard seed, whole	....	0 20
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Caraway seed, whole	....	0 30
Turmeric	....	0 30
Curry powder	....	0 35
Cream of Tartar—		
French, pure	....	0 40
American high-test, bulk	....	0 40

2-oz. packages, doz.	1 25
4-oz. packages, doz.	2 00
8-oz. packages, doz.	3 50

The above quotations are for the best quality. Cheaper grades can be purchased for less.

SYRUPS QUIET AND STEADY

Toronto.

SYRUPS—This market is quiet under a fair demand for small quantities for present requirements.

Corn Syrups—	
Barrels, about 700 lbs., yellow	0 06½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 60
Cases, 5-lb. tins, white, 1 doz. in case	5 90
Cases, 10-lb. tins, white, ½ doz. in case	5 60
Cases, 2-lb. tins, yellow, 2 doz. in case	4 00
Cases, 5-lb. tins, yellow, 1 doz. in case	5 30
Cases, 10-lb. tins, yellow, ½ doz. in case	5 00
Cane Syrups—	
Barrels and half barrels, lb..	
Half barrels, ¼c over bbls; ¼ bbls.,½c over.	
Cases, 2-lb. tins 2 doz. in case	6 00 6 50
Molasses—	
Fancy, Barbadoes, barrels, gal	1 65
Choice Barbadoes, barrels	1 85
New Orleans, bbls., gal.	0 56
Do., half bbls., gal.	0 46 0 48
Tins, 2-lb., table grade, case 2 doz., Barbadoes	7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	8 95
Tins, 10-lb., ½ dozen to case, Barbadoes	8 60
Tins, No. 2, baking grade, case 2 doz.	5 50
Tins, No. 5, baking grade, case of 1 doz.	4 60
Tins, No. 10, baking grade, case of 1½ doz.	4 25
West Indies, 1½s, 48s	4 60 6 95

SUGAR SITUATION PECULIAR

Toronto.

SUGAR—The situation in sugar is rather peculiar. In spite of the fact that all refiners claim that the present basis of $7.60 Montreal, is at replacement cost and shows a loss to the refiner, some of the refiners are selling at even below this quotation. The raw market during the past ten days has been firmer and one refiner points out that to buy raws at the present price, figures out to exactly the net price to the wholesale trade. There is a feeling that sugar is due for an advance, but the unsettled situation both in refined and in the raw market, makes it difficult to forecast the future with any degree of definiteness.

St. Lawrence, extra granulated, cwt.	7 94
Atlantic, extra granulated	7 94
Acadia Sugar Refinery, extra grnulated	7 94
Dom. Sugar Refinery, extra granulated	7 94
Canada Sugar Refinery granulated	7 94

Differentials: Granulated, advance over basis; 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c; gunnies 10-10s, 50s; cartons, 20-5s, 60c; cartons, 50-2s, 75c.

LEMONS ARE EASIER

FRUITS—Lemons are quoted at lower levels this week, dealers quoting, Messinas at from $10. to $11. per case. The demand for the same is not quite as brisk as during the hot spell. Oranges are unchanged in price. Canteloupes, sugar sweets, 16 quart baskets are quoted at from $1.25 to $1.50 each, and the salmon flesh at $1.50 and $1.75.

Oranges Valencies 100s	5 50
Do., 126s	5 75 7 00
Do. 150s and smaller	6 00
and smaller	5 75 7 00
Bananas, Port Limons	0 09
Lemons, Messina	10 00 11 00
Watermelons, each	0 75 1 75
Peaches, 6 baskets to crate	8 25
Do., Elbertas bus. bkt.	6 50 7 00
Canteloupes, Standard, 45s	6 00
Do., flat, 15s	3 00
Canteloups—	
16-qt. baskets	1 25 1 50
Do., salmons	1 50 1 75
Cal. plums, per box	3 00
Cal. Pears, per box	5 50 5 75
Gooseberries, 11s, per bkt.	1 00
Do., 6s, per bkt.	2 00
Cherries, Sour, 6s	0 65 0 75
Do., sour, 11s	1 25 1 50
Red currants, 6s	0 75 1 00
Do., 11s	1 50 2 00
Black currants 6s	1 25 1 50
Do., 11s	3 00
Huckleberries, 11 qts.	1 50 1 75
Lawton berries	0 20

VEGETABLES PLENTIFUL

Toronto.

VEGETABLES—Vegetables are now arriving very plentifully and prices show lower levels as a result. Cabbages are quoted at from 75 cents to $1. per dozen. New Canadian potatoes are quoted at from $3.50 to $3.75 per bag. Head lettuce is offered at from $1.50 to $2. per crate, Beets and carrots are 25 cents per dozen. Spanish onions are quoted at $6.50 per crate.

Toronto.

Cabbage, per doz.	0 75 1 00
Potatoes, old, per bag	0 70
Do., New Virginia, bbl.	7 00
Do., new local, per bag	3 75
Head lettuce, crate	1 50 2 00
Tomatoes, 11s	0 65 0 85
New beets, per dozen	0 25
New carrots, per doz.	0 25
Green peas, 11 qt. basket	0 75 0 80
Wax and green beans, 11 qt. bkt.	1 00
Cucumbers, 11s	1 00 1 25
Corn, per doz.	0 30
Onions Spanish, crate	6 50
Do., Cal., sack, 100 lbs.	5 00
Do., hampers	3 00
Celery, bunch	0 75

salmon flesh at $1.50 and $1.75.

WINNIPEG MARKETS

WINNIPEG, August 5—Wheat cutting is in progress in some sections of the country and the demand for grocery commodities is reported excellent. There is a general shortage of supplies and merchants in order to meet with the demand for the coming harvest are buying freely to replenish their present stocks. There is a firmer tone to practically all lines of groceries. Sugar advanced during the week 25 censt per hundredweight. Rolled oats are showing a firmer tone while canned vegetables, more especially tomatoes and peas are very firm and higher prices will prevail within the next few days. Tea and coffee remain firm. Jams are moving steadily at the new prices and manufacturers have advised an advance at a very early date. Local vegetables are arriving freely and are in good demand.

CANNED GOODS FIRMER

CANNED GOODS—There is a firmer tone on all lines of canned goods more especially canned vegetables. Tomatoes and peas are strong and higher prices will prevail within a few days. The demand is moderate and the supply is small. The pack of sockeye salmon is reported light and indications point to higher prices. Canned fruits are ruling steady.

ROLLED OATS FIRM

CEREALS—The cereal market is holding firm more especially on rolled oats which have tendency for higher prices. There is no change in the prices quoted on package cereals. The market is steady with a fair demand and buying is light during the summer season.

PACKAGE CEREALS

Rolled oats 20s. rd. cartons	4 75 5 00
Do., 36s. case, square, bkts.	3 50
Do., 18s, case	2 10
Corn Flakes, 36s. case	3 50 3 80
Cornmeal, 2 doz. case, case	3 40
Puffed Wheat, 3 doz. cs., case	4 45
Puffed Rice, 3 doz. cs., case	5 75
Grape Nuts 2 doz. cs. case	3 80
Package peas, 3 doz. cs., case	3 00
Cream of Wheat, 3 doz. cs., case	9 15

BULK CEREALS

Rolled Oats, 80s, per bag	2 75
Do., 40s per bag	1 45
Do., 20s, per bag	0 75
Do., 10-8s, per bale	3 50
Do., 15-6s, per bale	4 00
Oatmeal, 98s gran. or stand., bag	3 40 4 50
Wheat granules, 98s, bag	6 50
Do., 16-6s, per bale	7 05
Peas, whole, green, 100-lb. bag, per bushel	4 50
Do. split, yellow, 98s, bag	7 95
Do., split, yellow 49s, bag	4 00
Cornmeal, 98s, per sack	3 25
Do., 49s, per sack	1 65
Do., 24s, per bag	0 85
Do., 10s, per bale	3 65
Buckwheat grits, whole, 981lb. bags, per bag	8 75
Beans, 100-lb. bags bushel	3 70
Lima Beans, 100-lb. bags, lb.	0 10½
Barley, pot, 98s	3 85
Do., 49s	1 92
Do., 24s	1 00
Barley, pearl, 98s, per bag	4 95
Do., pearl, 49s, per bag	2 52
Do., pearl 24s	1 28

COFFEE MARKET QUIET

Winnipeg

COFFEE—There is very little interest shown in the coffee market and although the market is firm there is very little trading going on. In the local market the demand for coffee has shown an improvement and quotations are unchanged.

COFFEE—	
Winnipeg.	
Rio, lb.	0 19½ 0 20½
Mexican, lb.	0 45 0 49
Jamaica, lb.	0 28 0 30
Bogotas, lb.	0 45 0 48
Mocha (types)	0 49 0 51
Santos, Bourbon, lb.	28 0 30
Santos, lb.	0 26 0 29

DRIED FRUITS FIRMER

Winnipeg.

DRIED FRUITS—The dried fruit market is showing a firmer tone. Prunes are showing a moderate activity while apricots have a tendency for higher prices. Reports from Patras on currants

state that there is a very small 1920 crop carry over and that the new crop prospects are very fair. New prices are expected around the end of August. There is a shortage of seedless raisins on the local market.

DRIED FRUIT

Evaporated Apples per lb.	0 15½	0 16
Currants, 90-lb., per b.	0 18	0 10
Do., 8 oz. pkgs., 6 doz. case, lb.	....	0 16¾
Dates, Hallowee, bulk, lb.	....	0 14¼
Do., pkge., 3 doz. case lb.	....	0 15¾
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 12½
Do., black, cartons, carton	....	0 60
Loganberries, 4 doz. case, pkt.	....	0 30
Peaches, standard, per lb.	0 20	0 21
Do., choice, per lb.	0 23	0 24
Do., fancy, per lb.	0 24	0 25
Do., Cal., in cartons, per carton	....	1 10
Do., unpitted, per lb.	....	0 10
Pears, extra choice, per lb.	....	0 25
Do., Cal., cartons, per carton	....	1 25
Prunes—		
30-40s, 25s, per lb.	....	0 21
40-50s 25s, per lb.	....	0 16¼
50-60s, 25s, per lb.	....	0 14
60-70s, 25s, per lb.	....	0 12¼
70-80s, 25s, per lb.	....	0 11½
80-90s, 25s, per lb.	....	0 10½
90-100s, 25s, per lb.	....	0 08
In 5-lb. cartons, per carton	....	0 68
Raisins—		
Cal., pkg., seeded, 15 oz., fancy, 3 doz., to case per pkg.	....	0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 23
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 22½
Cal., bulk, seeded, 25-lb. boxes	....	0 29
Do., pkt., seedless, 11 ozs., 3 doz. to case, per lb.	....	0 22
Apricots choice, 25s, lb.	....	0 30
Do., 10s, lb.	....	0 31
Oo., standard, 25s, lb.	....	0 27
Do., fancy, 25s, lb.	....	0 35
Do., fancy, 10s, lb.	....	0 36

REFINED SUGAR HIGHER

Winnipeg.

SUGAR—The New York refined sugar market is showing a firmer tone and Canadian refined advanced 25 cents and is quoted at $8.75 per cwt. During the preserving season sugar has been in good demand and a scarcity of same is noted on the local market.

Extra gran., bags, 100 lbs.	8 75
Do., gunnies, 5-20 lbs.	9 15
Do., gunnies, 10-10 lbs.	9 25
Do., cartons, 20-5 lbs.	9 35
Do., cartons 50-2 lbs.	9 50
Yellow, No. 1 lt., bags, 100 lbs	8 35
Do., golden, bags, 100 lbs.	8 25
Powdered sugar, bbls.	9 30
Do., boxes, 50 lbs.	9 50
Do., boxes, 25 lbs.	9 70
Icing, barrels	9 50
Do., boxes 50 lbs.	9 70
Do., boxes, 25 lbs.	9 90
LUMP SUGAR—	
Soft Lumps, boxes, 100 lbs.	9 70
Do., boxes, 50 lbs.	9 80
Do., 25 lbs.	10 00
Do., cases, 20 cartons	10 65
Do., cases, 40 ½ cartons	11 50
Small lump, boxes, 100 lbs.	9 90
Do. boxes, 50 lbs.	10 00
Do., boxes, 25 lbs.	10 20
Do., cartons, 50-2 lbs.	11 30
Hard lump sugar, barrels	9 70
Do., boxes, 100 lbs.	9 70
Do., boxes, 50 lbs.	9 90
Do., boxes, 25 lbs.	9 95

SPICE MARKET STEADY

Winnipeg.

SPICES—The spice market is ruling steady. Cloves are showing a stronger tone and an advance is expected very shortly. Cassias are back to pre-war levels and a good demand is noted. In other lines trade is of moderate extent with prices unchanged.

CORN SYRUPS UNCHANGED

SYRUPS—The situation in cane syrups is still uninteresting the demand being light and the prices are unchanged. Corn syrups are selling fairly well but buyers are not booking ahead for the future. The molasses market is steady and buyers are buying in small quantities.

CANE SYRUP—	
No. 2s	6 55
No. 5s	7 50
No. 10s	7 00
No. 20s	6 80
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 65
Cases, 5-lb. tins, white, 1 doz. in case	5 75
Cases, 10-lb. tins, white, ½ doz. in case	5 50
Cases, 20-lb. tins, white, ¼ doz. in case	5 50
Cases, 2-lb. tins, yellow, 2 doz. in case	3 40
Cases, 5-lb. tins yellow, 1 doz. in case	4 55
Cases, 10-lb. tins, yellow, ½ doz. in case	4 30
Cases ,20-lb. tins, yellow, ¼ doz. in case	4 30
MAPLE SYRUP—	
Pure, 2½s, tins, cs. of 2 doz.	24 85
Pure, 5s, per case of 1 doz.	22 65
Pure, 10s, per case of ½ doz.	21 05
TABLE SYRUP—	
Maple flavor 2½s, tins, per case of 2 doz.	13 75
Do., 2s, tins, case of 1 doz.	12 00
Do., 1s, tins, case ½ doz.	11 50
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 30
3-lb. tins, 2 doz. case	11 60
5-lb. tins, 1 doz. case	9 50
10-lb. tins, 1 doz. case	9 20
Molasses quotations subject to 5 per cent. discount.	
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	5 25
2s, 4 doz. in case	5 00
2½s 4 doz. in case	4 80
5s, 4 doz. in case	4 50
10s, 4 doz. in case	4 20

STARCH MOVING FREELY

Winnipeg.

STARCH—There has been an active demand for lines of starch with no change in quotations.

STARCH—	
Cornstarch, No. 1 quality, per lb.	0 10⅝
Cornstarch 1-lb. pkgs., lb.	0 09½
Gloss, 1-lb. pkgs., per lb.	0 10⅞
Celluloid, 1-lb. pkgs., case	4 35

NUTS CONTINUE FIRM

Winnipeg.

NUTS—The market continues with a strong tone with quotations unchanged but the scarcity of Bordeaux walnut halves is gradually increasing. Shelled almonds are showing a firmer tendency under a light demand at this season of the year. Shelled peanuts, pecans and brazils remain unchanged.

NUTS, SHELLED—		
Almonds, per lb.	0 45	0 47
Spanish Peanuts, No. 1, lb.	....	0 12½
Pecans, per lb.	....	1 40
Walnuts, per lb.	....	0 75
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, lb.	....	0 25
Walnuts per lb.	....	0 25
Almonds, per lb.	....	0 25
Cocoanuts per sack	....	11 00
Cocoanuts, per doz.	....	1 50

NO CHANGE IN FLOUR

FLOUR—There is no change in the flour situation. Buying is confined to quantities for immediate requirements.. Prices are unchanged.

FLOUR—	
98-lb. sacks	5 32½
Two 49-lb. sacks	5 40
Four 24-lb. sacks	5 50

TURKEY RESUMES TARIFF ON FOOD IMPORTS

According to a despatch from the American High Commissioner in Constantinople, an imperial decree has caused foodstuffs, flour, and cereals to be removed from the list of commodities imported free of duty in Turkey. Effective July 1, 1921, wheat flour, regardless of quantity, will be subject to a specific duty of 95 piasters per 100 kilos, with a duty of 30 piasters per 100 kilos on wheat and other cereals. (The normal value of the piaster is $0.044; 100 kilos, 220.46 pounds.) The duties on other foodstuffs, which were removed at the beginning of the armistice, have been restored.

The Paquet store, Quebec City, open confectionery boxes for display purposes and claim this method gets them good business.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Alta., Aug. 2.—Sugar has advanced twice since last report twenty-five and fifteen cents, it is now $9.67. Lard is higher, threes being $11.40 to $11.70. Eggs are around $12 to $13 per case, but lower prices are expected in some quarters. Large Ontario cheese is quoted at 26½ and 27½ cents. Creamery butter has advanced two cents per pound. Canned tomatoes are firm, 2½'s being from $4.10 to $4.35 per case. B.C. tomatoes, four basket crates, are $2.75. Raspberries are $3.50. Lemons have advanced to $15 per case.

Lard, pure, 3	11 40	11 70
Beans B.C., per hundred	4 95	5 50
Rolled oats	....	9 15
Rice, Siam	5 50	6 00
Japan, No. 1	7 50	8 00
Tapioca	6 75	7 25
Sago	6 75	7 25
Sugar, pure cane, gran., cwt.	....	9 67
Cheese, No. 1, Ont., large	0 26½	0 27½
Alberta cheese, twins	0 22	0 23
Do., large	0 22½	0 23
Butter, creamery, lb.	....	0 37
Do., dairy, lb.	0 25	0 30
Lard, pure 3s	....	11 40
Eggs, new laid, local, case	0 12	0 13
Tomatoes, 2½s	4 10	4 35
Lemons, case	....	15 00
Corn, 2s, case	3 15	3 85
Peas, 2s, standard case	3 60	4 00
New early June peas, case	....	4 50
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	10 40	11 00
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
B. C. Tomattoes, 4-bas. crate, ea.	....	2 75
Apples, evaporated, lb.	0 14	0 15½
Do., 25s, lb.	0 14½	0 16½
Peaches, evaporated, lb.	0 22	0 22½
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 08	0 08½
Do., 70-80s	0 08½	0 11
Do., 60-70s	0 12	0 12¾
Potatoes, local, ton	25 00	30 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N.B., Aug. 2.—Prices again show an upward tendency this week. Business remains fair. Ordinary cornmeal has increased five cents. Siam rice is fifty cents per cwt. higher. New cheese is slightly easier at 26 to 27 cents. Pure lard is firmer at 20½ to 21 cents. Compound is 14½ to 15 cents. American pork has advanced $1. Lemons are lower at $12. Grape fruit is easier at $8 to $8.50. Butter is firmer, creamery being 40 to 43 cents, dairy 35 to 38 cents, tub 22 to 25 cents.

Cornmeal gran., bags	3 75	4 00
Do., ordinary	....	2 35
Rolled oats	....	8 80
Rice, Siam, per 100 lbs.	7 00	7 50
Tapioca, 100 lbs.	8 00	10 00
Molasses	....	0 60
Sugar—		
Standard granulated	....	8 30
No. 1, yellow	....	7 80
Cheese, new, twins	0 26	0 27
Eggs, fresh, doz.	0 40	0 42
Lard, pure, lb.	0 20½	0 21
Do., compound	0 14½	0 15
Tomatoes, 2½s, std., case	....	4 20
American clear pork	0 32	0 36
Beef, corned, 1s	....	3 45
Breakfast bacon	0 45	0 48
Butter creamery, per lb.	0 40	0 43
Do., dairy	0 35	0 38
Do., tub	0 22	0 25
Corn, 2s, standard, case	....	3 80
Peas, standard, case	....	3 90
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Lemons, case	....	12 00
Oranges, California	6 50	8 00
Bananas, lb.	0 08	0 10
Grapefruit, case	8 00	8 50
Potatoes old, bbl.	3 00	3 70
Do., new, bush.	2 00	2 25

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax, N.S., Aug. 2.—The grocery markets here are reported steady, with business good. Butter, both creamery and dairy, has advanced in price, the new quotations being 42 cents and 32 cents. New native potatoes are more plentiful at $2 per bushel. Spanish onions are now on the market at 6 cents per pound. On the whole, business has been good during the past week.

Flour, No. 1 patents, bbl.	....	11 00
Cornmeal, bags	....	2 50
Rolled oats, per bag	....	3 85
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.	....	10 00
Sugar, standard, gran.	....	7 80
Do., No. 1, yellow	....	7 30
Molasses, gal.	....	0 63
Cheese, Ont. twins	....	0 27
Eggs, fresh, doz.	....	0 36
Lard, compound	....	0 16
Do., pure, lb.	....	0 20
American clear pork, bbl.	....	32 50
Tomatoes, 2½s, stan., doz.	....	2 10
Breakfast bacon	....	0 40
Hams, aver. 9-12 lbs.	....	0 40
Do., aver. 12-18 lbs.	....	0 40
Do., aver. 18-25 lbs.	....	0 36
Roll bacon	....	0 25
Butter, creamery, lb.	....	0 42
Do., dairy	....	0 32
Raspberries, 2s Ont., doz.	....	4 00
Peaches, 2s, standard, doz.	....	3 00
Corn, 2s, standard, doz.	....	1 90
Peas, standard, doz.	....	1 95
Strawberries, 2s, Ont., doz.	....	4 00
Salmon, Red Spring, flats, cases	....	....
Do., pinks	....	7 00
Do., Cohoes	....	14 00
Do., Chums	....	6 00
Evaporated apples, per lb.	....	0 15
Dried peaches, per lb.	....	0 22
Potatoes, Nat., 90-lb. bag.	....	1 25
Onions, Jersey	....	4 00
Onionss, Spanish, lb.	....	0 06
Beans, white	....	3 35
Do., yellow eye	....	7 25
Bananas, lb.	0 09	0 10
Lemons, Ca..	....	15 00
Oranges, all sizes	7 50	8 50
Grapefruit, Florida, case	....	9 50
Potatoes, local ton	25 00	0 00
Do., Jamaica	7 00	7 50
Oats, per bushel	....	0 75

WINNIPEG PRODUCE MARKET

RICE MARKET FIRM

Winnipeg.

RICE—Latest advices from New Orleans were to the effect that the rice market showed a strong undertone that should eventually raise prices. Available stocks from the Orient which are arriving are only fair quality. Spot stocks are reported light.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08
Do., 50-lb. sacks, lb.	0 08½
Siam, 100-lb. bags	0 06
Do., 50-lb. bags	0 06¼
Sago, sack lots, 13 to 15 lbs., lbs., per lb.	0 08¾
Do., in less quantities, lb.	0 09¼
Tapioca, pearl, per lb.	0 08 0 08½

BARTLETT PEARS ON SALE

Winnipeg.

FRUITS—The first shipment of bartlett pears has arrived on the market and are selling at $6, per case. Crawford peaches at $3. per case, Washington peach plums at $2.50 per case and apricots at $2.75 per case are in good demand. The last shipment of olivette cherries is expected this week and is quoted at $4.25 for 4 baskets to the case. There is an active demand for all kinds of fresh fruit and prices show no change.

Oranges, all sizes, per case	7 00
Lemons, Cal., per case	15 00
Grape Fruit, per rcase	7 50
Bananas, per lb.	0 11

CORN 40 CENTS DOZEN

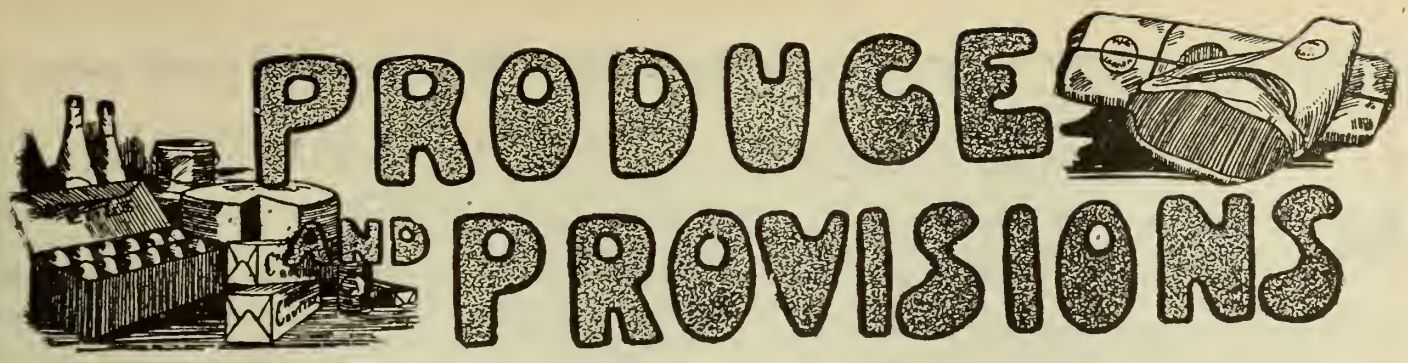
Winnipeg.

VEGETABLES—Heavy shipments of local vegetables are arriving daily. Local corn has arrived on the market and is quoted at 40 cents per dozen. New beets, radishes, carrots, are selling freely at 25 cents per dozen. Ontario tomatoes are offered at a lower figure and are quoted at $1.75 per basket. New potatoes have also arrived and are selling at $1.80 to ..2.00 per bushel. B. C. celery is meeing wih a ready demand at 11 cents per pound.

Rhubarb, per lb.	0 02½
Head Lettuce, per dozen	0 60
Leaf Lettuce, per dozen	0 20
Radishes, per dozen	0 25
Green Onions, per dozen	0 25
Cucumbers, per dozen	0 40
Tomatoes, basket	1 75
Onions, Oregon	4 00
New carrots, beets and parsnips, per lb.	0 05
Potatoes, per bushel	1 40
Do., 25 bush. lots, bushel	1 50

P. C. Fergusson of the staff of the W. G. Patrick Company, Winnipeg, is spending a week's vacation at Minaki.

A. J. Burridge of William Davies Company Limited of Toronto, was on a business trip to Winnipeg last week and called on the firm's Western representatives Donald H. Bain Company.



Who Pays for Wrapping Paper on Cooked Meats?

Packers Claim That They Cannot Help But Charge For The Gross Weight Of Wrapped Meats—One Grocer Finds A Solution But It Must Be General.

MONTREAL—(Special)—A number of Montreal grocers and butchers have taken up unofficially among themselves the matter of packing bacon, hams and other smoked meats in heavy wrapping paper and parchment and then quoting to the retailer the gross weight at the price per pound of the meat. One grocer stated to a CANADIAN GROCER representative that a good deal of the profit in the sale of this line was eaten up in the price paid for the paper and wrappings that come on the meat.

Discussed At R.M.A. Convention

This matter was brought up later by some of the grocers at the recent convention of the Quebec branch of Retail Merchants' Association when they held their sessions in the Place Viger Hotel, Montreal. It was alleged that the grocer is robbed of a considerable part of his profit on the sale of smoked and cooked meats seeing that he is charged at the quoted price per pound of the meat for the gross weight of the meat and the wrapping. The grocer takes off the paper and sells the net weight of meat at the current price.

Packers Make Statement

The matter was taken up with several of the local packers by CANADIAN GROCER representative. The sales manager of one of the firms said: "We have no other recourse. As soon as the meat is cooked or otherwise prepared for the market, we have to wrap it not only to protect the purchaser but ourselves from losses due to shrinkage and deterioration. Naturally we do not put any more paper in the wrapping than we can help. The piece is not weighed until it is ordered and then the gross weight is taken. I cannot see how it can be otherwise; there is no other arrangement that would be either satisfactory to the retailer or to the packer. On the other hand there is not more than a few ounces of wrapper on the meat and the charge on that paper should be covered by the price asked by the retailer.

"While it may seem quite unfair that anyone should have to pay forty or fifty cents a pound for wrapping paper in this case there is no other recourse. Still the extra cost, or the over-charge should by no means be laid at the grocers' door. This item should be taken into consideration when the retail price is being determined. Too often this item is forgotten. The grocer weighs the meat when it is received, checks off the delivery receipt, puts the meat in the cutting machine and sells a pound to a customer at a price which he figures from the invoice will give him a profit of a few cents a pound. He has forgotten that he has paid forty or fifty cents a pound for the wrapping paper that he has already thrown into the waste box in the back yard. Later he wonders where the leakage in his profits comes. He has figured a profit of so much on the hams and he hasn't got the money to show for it.

"Then too his competitor who may be even more thoughtless than he, has already set the price for cooked meats which for the sake of competition he must adopt. The result is that neither of them is making any money and taking into consideration the cost of doing business both are losing money.

One Remedy

"The one remedy, which seems to be the only one possible at the present time, is that the grocer should carefully calculate the net cost of the meat per pound before he sets his price and then the disastrous menace of price cutting should be avoided. Prices on cooked and smoked meats of standard quality are usually maintained at list quotations and therefore one grocer is not buying any cheaper than the other. A fair retail price should be set, taking all the little losses into consideration, and maintained by the grocers of the district if there is to be any profit in it for anyone."

Calculating Cost

One Montreal grocer has adopted the system whereby he figures his own cost of meats bought regardless of the invoice price per pound. For instance if the bill reads: "One eight pound ham at forty cents a pound $3.20"—he immediately unwraps the ham and puts it on the scale. Supposing it weighs 7¾ pounds, which is about the average weight of meat, he divides the total cost of 7¾ which gives him the actual cost per pound of the meat. From this cost he determines the price he must ask from his customers.

This system is sometimes hard to maintain when there are grocers in the district who do not take time to figure out these little losses. However if the business is to pay at all, these little things must be taken into consideration for cooked and smoked meats are not the only lines in the grocery trade that offer an excellent opportunity for leakages in profits.

SWEETER THAN SUGAR

A new plant containing many times the sweetening qualities of the sugar cane is reported to have been discovered twenty years ago. The plant belongs to a species now styled Stevia Rebaudiana, found by an Italian botanist, Dr. Bertoni, in Paraguay, where the leaves are used by Indians to sweeten tea, coffee and other beverages.

The leaves are remarkable for their extraordinary sweetness—said to be about 200 times greater than that of sugar—and they are easily prepared. All that seems needed is to collect the leaves, dry them in a hot sun or cool oven, and reduce them to a powder. This powder it is claimed, can be kept dry for an indefinite period without losing any of its sweetening properties.

The plant it is stated could apparently be cultivated with ease under glass.

If all the tales are true, a dozen full grown plants should furnish a household with sufficient sugar for a twelvemonth.

The plant of Dominion Canners, B.C., Limited, was visited recently by a disastrous fire and quickly spread to the Western Canners' plant, completely destroying both. Next day the fire again became active and burned the Sheppard Fruit Products, Limited, building. The loss is estimated at $150,000.

Produce, Provision & Fish Markets

QUEBEC MARKETS

MONTREAL Aug. 4—The provision market shows strength throughout. Butter is from one to two cents per pound higher in spite of the fact that receipts show an increase. A butter export inquiry has had a tendency to boost the cheese market. There is also a firmer undertone to the market for eggs. Meats are practically unchanged from a week ago.

BUTTER PRICES ADVANCE

Montreal.

BUTTER—The butter market strengthened up to an advance of from one to two cents a pound in spite of the fact that receipts show an increase. This is on account of a better local demand and a keener demand for export. The future of the market is very strong in view of the pasture conditions in Quebec province. It is stated that farmers are already buying feed for their cattle and this will result in a higher price for butter in the future. The prospects are for a strong market.

Creamery, prints	0 41	0 42
Do., solids	0 39	0 40

CHEESE PRICES ADVANCE

Montreal.

CHEESE—An improved inquiry for chesse from abroad has lent strength to the cheese market and prices have returned to the 25 cent mark of a week At the same time receipts of cheese on this market show a decline which would indicate a stronger future for cheese.

Large, per lb.	0 25
Twins, per lb.	0 25
Triplets, per lb.	0 25
Stilton, per lb.	0 35
Fancy old cheese, per lb.	0 33 0 34
Quebec	0 24 0 25

EGGS LOOK HIGHER

Montreal.

EGGS—There is more evidence of a firmer undertone to the egg market, although prices are unchanged. The export market shows more activity and this strengthens the market. Receipts this week are slightly smaller than a week ago and many look for a dropping off in the production.

EGGS—		
Fresh selects	0 41	0 42
Do., No. 1	0 3	0 37

SMOKED MEATS FIRM

Montreal.

SMOKED MEATS—A good demand for smoked meats continues. With prices holding firm.

BACON—		
Breakfastt ,best	0 37	0 40
Smoked breakfast	0 41	0 44
Cottage rolls		0 29
Picnic Hams		0 24
Wiltshire	0 33	0 37
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut		0 44
Do. 14-20		0 42
Do., 20-25		0 39
Do., 25-35		0 35
Over 35 lbs.		0 33

BARRELLED MEATS STEADY

Montreal.

BARRELLED MEATS—No change is reported in the market for barrelled meats this week. There is a quiet inquiry for the same.

Heavy mess pork (bbl)	31 00
Plate beef	23 00
Barrel Pork—	
Canadian Short cut (bbl) 30-40	

SLIGHT WEAKNESS IN HOGS

FRESH MEATS—Considerable increase in the volume of offerings of live hogs on the market has weakened prices but since during the week there was an advance in price quotations stand just about where they were a week ago. Selects are holding fairly well at from .13 to .14 per pound but heavies at .10 and .11 show a weakness. There is a fair demand for dressed hogs at .22 per pound. There is very little change in the quotations on beef. Front cuts are still weak in price with a small demand and other cuts are holding fairly well at a price that will balance up the cost of the beef on hoof.

FRESH MEATS—		
Hogs, live (selected off cars)	11 00	14 00
Abattoir killed, 65-90 lbs.	0 22	0 23
Fresh Pork—		
Legs of pork (foot on)	0 28½	0 29
Loins (trimmed)	0 29	0 30
Trimmed shoulders	0 20	0 22
Untrimmed	0 16	0 18
Pork sausage (pure)		0 25

Fresh Beef— (Cows)			(Steers)	
0 19	0 24	Hind quarters	0 21	0 26
0 18	0 11	Front quarters	0 09	0 13
0 27	0 30	... Loins ...	0 33	0 36

COOKED MEATS STEADY

Montreal

COOKED MEATS—There is no change in the quotations on cooked meats. Prices are firm with a good demand in all lines due to the continuing hot weather.

Jellied pork tongues	0 38
Jellied pressed beef, lb.	0 37
Ham and tongue, lb.	0 42
Veal	0 30
Hams, cooked	0 54 0 57
Clear fat backs (bbl) 40-50 pcs.	30 00
Pork pies (doz.)	0 80
Mince meat, lb.	0 17½ 0 19
Sausage, pure pork	0 25
Bologna lb.	0 14
Ox tongue, tins	0 59
Head cheese, 6-lb. tins, per lb.	0 16
Do., 25-lb. tin pails, lb.	0 15

LARD PRICES ADVANCE

Montreal

LARD—The lard market has strengthened up to an advance of from two to three cents a pound with small supplies on the market and a keen demand. Lard is now quoted at twenty cents a pound in 20 pound pails. This is an advance of 2½ cents over the price quoted one week ago.

LARD—		
Tierces 360 lbs.		0 19
Tubs, 0 lbs.		0 19½
Pails, 20 lbs.		0 20
Bricks	0 22	0 23

PACKAGED GOODS STEADY

Montreal.

PACKAGED GOODS—The demand for packaged goods is very good at the present time. Prices are unchanged as compared with a week ago. There s a very good trade in starches at present prices.

PACKAGE GOODS		
Breakfast food, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78*
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case	3 40 3 55	3 75
Cornmeal, yellow, 24s		2 85
Do., 36s		4 16
Oat Flakes 20s		4 80
Do., 18s		2 00
Do., aluminum, pkg.		6 10
Oatmeal, fine cut, 20 pkgs.		6 75
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		3 25
Hominy, pearl or gran., 2 doz.		3 00
Health Bran (20 pkgs.), case		3 50
Pancake Flour, case		3 60
Do., self-rising, doz.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s, case		6 50
Self-rising flour (3-lb. pkg), doz.		2 80
Do., (6-lb. pkg.), doz.		5 50
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 10½
Potato flour		0 12½
Starch (laundry)		0 08½
Flour, tapioca	0 15	0 16
Shredded Krumbles, 36s		4 35
Shredded Wheat		4 95
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		
Celluloid Starch, 45 pkgs., case		4 20
Package cornmeal		3 00
Malt Breakfast Food (36 pkgs.)		9 50
Quaker Two-Minute Oat Food		1 80
Puffed Rice Pancake Flour		2 90
Egg Noodles, case 24		2 25
Macaroni		2 25
Quaker Quakies		3 40

FISH PRICES UNCHANGED

Montreal

FISH—No changes are reported in fish quotations, with the demand for the same well maintained. Supplies coming forward are ample for all inquiry.

Gaspe Salmon		0 22
White fish		0 18
Haddock		0 06
Halibut		0 18
Trout		0 18
FROZEN FISH		
Halibut, large and chicken	0 20	0 23
Haddock		0 07
Mackerel	0 15	0 16
Do., Western, medium	0 21	0 22
Steak Cod	0 07½	0 08½
Market Cod	0 06½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B. C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd		0 11
Doree	0 12	0 17
Smelts	0 15	0 20

A "Sample" Tragedy

Hoping against hope, the commercial walked into a one-time friendly store with his bag of samples.

"Nothing doing, old man," said the shopman promptly. "Don't open your bag."

"But I——" said the hopeful one.

"Don't open the bag!" repeated the shopman.

"Then I'll look at my samples myself," retorted the bagman. "I haven't seen the darned things for a fortnight!"

"Why do you always drink your coffee out of your saucer?"

"Because if I drink it out of my cup the tea spoon gets in my eye."

TORONTO MARKETS

TORONTO Aug. 3—Butter prices are unchanged this week, but the market is very firm. Cheese is quoted at higher levels, and eggs too show an advance of from two to three cents per dozen. An upward tendency is also reported in lard. Cooked meats remain unchanged but smoked meats are firmer. Live hogs are quoted at higher levels this week, the tendency in the fresh meats being also upward.

BUTTER PRICES STEADY

Toronto.

BUTTER—Steady prices are quoted on butter this week, the prices on creamery being 40 to 42 cents.

Creamery prints	0 40	0 42

CHEESE IS HIGHER

Toronto.

CHEESE—The tendency of the cheese market is towards higher levels. Dealers are quoting prices higher this week, large new cheese being offered at 25 cents per pound, and large old cheese at 35 cents per pound.

CHEESE—		
Large, new		0 25
Do., old		0 35

EGGS ARE ADVANCING

Toronto.

EGGS—Higher prices are named on eggs this week. Supplies are not as freely offered, selects being offered at from 39 to 40 cents, number ones at from 39 to 40 cents and selects in cartons at from 45 to 46 cents.

EGGS—		
Selects	0 43	0 44
No. 1	0 39	0 40
Selects in cartons	0 45	0 46

LARD SHOWS ADVANCE

Toronto.

LARD—An advance of half a cent a pound is reported on pound prints of lard this week, with the pounds, tieree basis, being quoted at 17¼ cents. The market is showing much stronger tendencies.

LARD—	
1-lb. prints	0 19½
1-lb. tierces, 400 lbs.	0 17¼

COOKED MEATS UNCHANGED

Toronto.

COOKED MEATS—No changes are reported in the market for cooked meats this week. There is a very active inquiry for boiled hams at 60 cents per pound. Boiled shoulders are 42 cents per pound. Choice jellied ox tongue is quoted at 66 cents per pound.

Boiled hams, lb.		0 60
Do., square pressed	0 63	0 64
Boiled shoulders, lb.		0 42
Head cheese, 6s, lb.		0 12
Choice jellied ox tongue, lb.		0 66
Jellied pork tongue		0 37
Bologna	0 16	0 18
Macaroni and cheese loaf, lb.		0 23

Above prices subject to daily fluctuations of the market.

HOGS ARE HIGHER

Toronto.

FRESH MEATS—The feature of the market for meats this week is the higher figure being quoted for live hogs, which while not affecting the prices of fresh pork immediately, has a tendency to strengthen the market. Live hogs on the fed and water basis were quoted at 13.50 this week. Loins of pork are now strong at 38 cents. Beef quotations are steady.

Hogs—		
Dressed light, per cwt.		20 50
Do., heavy, per cwt.	18 00	20 00
Live off cars, per cwt.		13 75
Live, fed and watered, cwt.		13 50
Live, f.o.b., per cwt.		12 50
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 38
Loins of pork, lb.		0 30
Fresh hams, lb.		0 39
Tenderloins, lb.		0 50
Spare ribs, lb.		0 12
Picnics, lb.		0 18½
New York shoulders		0 19
Montreal shoulders, lb.		0 22
Boston butts, lb.		0 22½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 21	0 22
Front quarters, lb.	0 06	0 08
Ribs, lb.	0 18	0 26
chucks, lb.	0 06	0 06
Loins, whole, lb.	0 28	0 30
Hips, lb.	0 18	0 20

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 12	0 16
Spring lambs, lb.	0 18	0 22
Yearling lamb, lb.	0 12	0 15
Sheep, whole, lb.	0 10	0 12

Above prices subject to daily fluctuations of the market.

SMOKED MEATS STEADY

Toronto.

SMOKED MEATS—Steady prices are quoted on smoked meats this week. The tendency however is towards higher levels, on account of the stronger position of the market for live hogs. Ordinary breakfast bacon is quoted all the way from 27 to 41 cents, the special trim breakfast bacon being 45 cents. Small hams, 6 to 12 pounds are 41 and 42 cents per pound, the larger ones being from 34 to 37 cents.

Toronto.

Hams—		
Small, 6 to 12 lbs.	0 41	0 42
Medium, 12 to 20 lbs.	0 41	0 42
Large, 20 to 35 lbs. ea. lb.	0 35	0 37
Heavy, 35 lbs. and upwards		0 34
Backs—		
Boneless, per lb.	0 42	0 45
Rolled, per lb.		0 50
Peameal		0 40
Bacon—		
Breakfast, ordinary, per lb.	0 27	0 41
Do., special trim		0 45
Cottage rolls	0 32	0 34
Roll, per lb.	0 21	0 26
Wiltshire (smoked sides), lb.		0 32
Do., three-quarter cut		0 37
Do., middle		0 39
Dry Salt Meats—		
Long clear bacon, av. 50—70 lbs.		0 20
Do., av. 80-90 lbs.		0 18
Clear bellies, 15-30 lbs.		0 20
Fat backs 10-12 lbs.	0 14	0 16

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—		
Mess Pork		33 00
Short cut backs, 200 lbs.		40 00
Picked rolls, bbl., 200 lbs.—		
Lightweight		46 00
Heavy		40 00

Above prices subject to daily fluctuations of the market.

POULTRY IS STEADY

Toronto.

POULTRY—The market for poultry is more or less steady with no changes reported in prices as compared with a week ago. There is an active inquiry, and supplies appear ample.

Prices Paid by Dealers

	Live.	Dressed.
Turkeys	0 30	0 40
Chickens, spring	0 30	0 40
Roosters	0 14	0 18
Fowl over 5 lbs.	0 23	0 25
Fowl, 4 to 5 lbs.	0 20	0 20
Fowl, under 4 lbs.	0 18	0 18
Ducklings	0 24	0 35
Guinea hens, pair	1 25	1 50
Prices quoted to retail trade:	Dressed:	
Turkeys	0 55	0 60
Hens, heavy	0 30	0 32
Do., light	0 28	0 30
Chickens, springs	0 45	0 50
Ducklings		0 48

SHORTENING STEADY

Toronto.

SHORTENING—Steady in the pound prints is quoted to the trade at 16½ cents, and on the tieree basis at 13¼ cents.

SHORTENING—	
1-lb. prints	0 16½
Tierces, 40 lbs.	0 13¼

A FAIR INQUIRY FOR FISH

Toronto.

FISH—Dealers report a fair inquiry for fresh fish, with prices showing little change as compared with a week ago. The usual summer quietness rules in the market and prices are for the most part steady. Fresh trout is selling well at from 16 to 17 cents per pound.

BUTTER—

FRESH SEA AND LAKE FISH		
Cod Steak, lb.	0 09	0 10
Do., market, lb.		0 09
Halibut, chicken	0 16	0 17
Do., medium	0 22	0 23
Whitefish, Government		0 11½
Do., Georgian Bay		0 11½
Fresh Herring	0 10	0 11
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 16	0 17
Haddock	0 10	0 11
Spring Salmon	0 24	0 25
Mackeral	0 11	0 12
FROZEN FISH		
Halibut, medium	0 22	0 23
Do., Qualla	0 09	0 12
Flounders	0 09	0 12
Pike round	0 06	0 07
Do., headless and dressed		0 08
Salmon, Cohoe		
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11
SMOKED FISH		
Hadies, lb.	0 10	0 12
Fillets, lb.		0 17
Kippers, box	2 25	2 75
Bloaters		2 00
PICKLED FISH		
Salmon Snacks, lb.		0 24
Labrador Herrings, kegs, 100 lbs.		0 25
Do., bbls., 200 lbs.		11 75
Do. pails, 20 lbs.		2 00
Holland Herrings, Milchers		1 15
Do., Mixed		1 00

WINNIPEG MARKETS

INNIPEG, August 5th, 1921.—The provision market is showing a firmer tone with the result that butter, cheese and eggs are ruling steady. The demand for smoked and cooked meats has shown a big improvement and many lines have advanced. Due to the light receipt of hogs which are arriving the market has advanced. Lard and shortening have also advanced a cent per pound.

BUTTER MARKET FIRM

Winnipeg.

BUTTER—The butter market is ruling steady and is showing a firmer tendency due to productions throughout the prairie provinces being much smaller than was at first anticipated. Cream which is arriving in many cases has gone too sour to make the best grade creamery butter and will have to be used in the cheaper grades.

BUTTER—

Creamery, best table grade		0 40
Dairy, best table grade		
Margarine	0 21	0 25

CHEESE MARKET STEADY

Winnipeg.

CHEESE—The cheese market is ruling steady and as large quantities are being shipped overseas tendencies are that cheese will be higher later in the season.

CHEESE—

Stilton cheese, large, lb.	0 30
Ont., large, lb.	0 26
Ont., twins, lb.	0 26½
Ont., triplets, lb.	0 26¾

EGG PRICES HIGHER

Winnipeg.

EGGS--Although the receipts of eggs are not as large as they have been for the last few wees the local demand is good and prices have advanced. Fresh eggs in cartons are quoted at 46 cents per dozen. A further advance is expected.

COOKED MEATS HIGHER

Winnipeg.

COOKED MEATS—There is a good demand for all lines of cooked meats on account of the warm weather and a scarcity is noted for cooked hams which has resulted in prices again moving upward. Jellied ox tongues is also firm at higher prices. Other cooed meats show little change.

Hams—	
Best quality, skinned, 8-14 lbs.	0 60
Do., 13-16 lbs.	0 57
Roast ham, lb.	0 61
Roast shoulders, lb.	0 38½
Head Cheese, 6-lb. tins, lb.	0 16
Jellied Ox Tongues, lb.	0 66
Pork tongues, lb.	0 40
Luncheon cooked meats, lb.	0 21

PROVISIONS—Smoked hams are up

Winnipeg.

2 cents per pound bringing the price of small and medium sizes up to 45 cents per pound. This is the result of the active demand for all kinds of ham which has caused a shortage on this product. Smoked bacon however, is unchanged and the demand is light.

HAMS—		
8 to 16 lbs., per lb.	0 45	0 46
16 to 20 lbs., per lb.		0 43
Boneless, 8-16 lbs., per lb.		0 50
Skinned, 14-18 lbs., per lb.		0 49
Skinned, 18-22 lbs., per lb.		0 45
Bacon—		
Back, 6 to 10 lbs., lb.		0 54
Cottage Rolls, boneless		0 31
Bellies, 6 to 10 lbs, per lb.		0 40

LARD AND SHORTENING HIGHER

Winnipeg.

LARD—There has been an advance of a cent a pound on lard and shortening. Lard in tierces of 400 pounds is quoted at 1 cents per pound and shortening at the same basis is quoted at 15 cents.

Pure lards, No. 1 quality, per lb. (in tierces 400 lbs.)	0 18
Do., wooden pails, 20-lb. pails	4 00
Shortening (wooden pails, 20-lb. pails), per pail	3 40
Shortening, tierces of 400 lbs.	0 15

Winnipeg.

POULTRY PRICES STEADY

POULTRY—The market is quiet under a light demand with very few live poultry arriving. Quotations remain unchanged.

D. P. Chickens, 3½ lb. and under	0 49
Do., 3½ lbs. and over	0 49
D. P. fowl, 3½ lbs. and under	0 33
Do., 3½ lbs. and over	0 34

HOG MARKET FIRMER

FRESH MEATS—Due to light receipts the hog market showed a sharp advance and selected are being quoted at $14.25 per cwt. Good steers are selling from $6. to 6.50 with the remainder from $4. to ..5. Good supplies of veal calves are arriving and the maret is showing a firmer tone. Choice inds ranging from ..8. to $9. and good kinds from $7.50 with the cheaper grades offered at $4. to $5. The sheep and lamb market has developed a weaker tone and good lambs are selling from $11. to $11.25 with sheep from $5.50 to 6.50. Common and fair lambs are quoted at ..$5. to ..$8 with common sheep from $3. to $4.

Selected, live, cwt.		14 25
Heavier	11 25	13 25
Light		14 25
Sows	9 25	10 25
Fresh Pork—		
Legs of pork, up to 35 lbs., lb. 028		0 36
Spare ribs		0 15
Loins of pork, lb.	0 29	0 32
Fresh hams, lb.	0 30	0 38
Picnics, lb.		0 18
Shoulders	0 19	0 22
Fresh beef—from steers and heifers—		
Hind quarters, lb.	0 41	0 21
Front quarters, lb.	0 06½	0 08
Whole carcass, good grade, lb.	0 10½	0 13½
Mutton—		
Choice, lb.		0 24
Choice long hinds (leg and loin)		0 31
Choice long hinds (leg and loin)		0 31
Choice Stews		0 07½
Lambs—		
Choice, 30-45 lbs.		0 22
Veal'		
Good veal, 40 to 80 lbs., hind quarters		0 19

FISH QUOTATIONS STEADY

FISH—The demand for fish at this time of the year is only fair and quotations remain unchanged.

Black cod, lb.		
Brills, lb.		0 09
Herrings, Lake Superior, 100 lbs., sacks, new stock		3 50
Halibut, chicken, cases 300 lbs		0 15½
Do., broken cases		0 16½
Salmon—		
Cohoe full boxes, 300 lbs.		0 19
Do., in broken cases		0 20
Soles		0 09
Baby Whites or Tulibees		0 09
Do., broken cases		0 14½
SMOKED FISH		
Bloaters, Eastern National, case		3 50
Do., Western, 20-lb. boxes, box		2 10
Haddies, 30-lb. cases, lb.		0 14
Do., in 15-lb. cases, lb.		0 14
Kippers, East., Nat., 20 count, per count		3 75
Fillets, 15-lb. boxes, lb.		0 20
SALT FISH		
Steak Cod, 2s, Seelys, lb.		
Holland Herring, milkers, 9-lb. pails, per pail		1 35
Do., mixed, 9 lb. pails, per pail		1 25
Labrador herrings, 100-lb. bbls., per barrel		7 00

NEW PRICES ON JAMS

Winnipeg.

JAMS—Prices on the new packed jams are now in effect, and both Eastern and Western packers are quoting strawberry, blackcurrent and raspberry at 89 cents per ain of 4 pounds with apricot, cherry ad peach selling at 83 cents per tin. Old stocks are practically cleaned up and wholesalers are selling the new pack at above figures. However, manufacturers have advised that another advance will be in effect very shortly. Retailers are taing advantage of the low prices quoted and jams are reported selling freely.

JAMS	
Strawberry 4s per tin	0 89
Black Currant 4s per tin	0 89
Raspberry 4s per tin	0 89
Apricots 4s per tin	0 83
Cherry 4s per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors), 4s, tin.	0 57

TEAS FIRMER

Winnipeg.

TEA—Latest reports from the primary market state that all grades of both Ceylon and Indian teas are showing a firmer tone. Locally the tea business has been quite bris with no change in quotations noted. Spot stocks are getting considerably lighter.

INDIA AND CEYLON		
Pekoe Souchongs, 1st qual.	03 35	0 40
Do., second quality	0 32	0 35
Pekoe, first quality	0 40	0 40
Do., second quality	0 35	0 40
Broken Pekoe first quality	0 42	0 48
Broken Orange Pekoe st quality	0 50	0 60
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 30	0 32
Pekoe	32	40
Broken Pekoe	0 33	0 45
Broken Orange Pekoe	0 38	0 48

(See Also Page 46)

SODAS TO BE CHEAPER

The price of ice cream sodas is coming down. Following sixteen hearings in Chicago in the office of Russell J. Poole, High Cost of Living Commissioner for the city, numerous confectionery dealers and ice cream parlor proprietors announced they would trim their profits and sell sodas for 15 cents.

DAVIES HEADCHEESE

Now that the weather is becoming so much warmer, there is every opportunity for a dealer to increase his volume, by featuring a line of cold luncheon delicacies, which are admirably suitable for summer trade. Davies Headcheese is one of these jellied meats which command ready sale, because of its quality and consistency, being of good texture, with no small particles of bone or gristle.

There are many other lines of Cooked and Jellied Meats which can be featured to good advantage as cold luncheon specials, and which are bound to create demand. Make your customers know you carry them.

A few of these are:—

"Peerless" Bung Bologna,
Davies Jellied Hocks,
Davies Pressed Beef,
Davies Jellied Pork Tongue,
Davies Jellied Veal,
Davies Ox Tongue,
"Perfection" Cooked Square Hams,
"Perfection" Cooked Square Rolls,
"Perfection" Roast Hams,

We solicit your inquiries for any of the above, or will gladly supply you with a list of our complete lines, upon request.

Write us to-day. Special attention given to Mail Orders.

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

MONTREAL SYDNEY HAMILTON

"EASIFIRST"

HERE'S YOUR OPPORTUNITY

You want profits
Your customers want "Easifirst"

"The more they have
The more they want"

Gunns LIMITED

Order to-day **WEST TORONTO**
Phone Junction 3400

BACON

Although weather is warmer, demand for Breakfast Bacon continues good.

Prices are now about as low as they will be—market already shows a tendency. upwards.

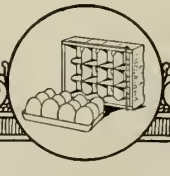
Let us have Your Order Now

F. W. Fearman Co.
HAMILTON

Every time your man delivers an order of eggs the STAR way—unbroken and in a clean, convenient tray—you are building Good Will which means success. Your service is not complete unless your egg department is building Good Will by using STAR EGG CARRIERS and TRAYS.

Ask today for "Ten Reasons Why" STAR SYSTEM Builds Good Will and saves money besides.

STAR EGG CARRIER & TRAY M'F'G COMPANY



1037 JAY STREET ROCHESTER NEW YORK

FRESH, FROZEN AND CURED
FISH

OF ALL KINDS AT MARKET PRICES

Why not Leave a Standing Order for Weekly Shipments ?

QUALITY AND PRICE GUARANTEED

D. HATTON CO. LTD.

MONTREAL

SAMUEL DOBREE & SONS

LONDON, ENGLAND
Established 17th Century

Growers and Producers of
SUGAR MOLASSES
COCOA

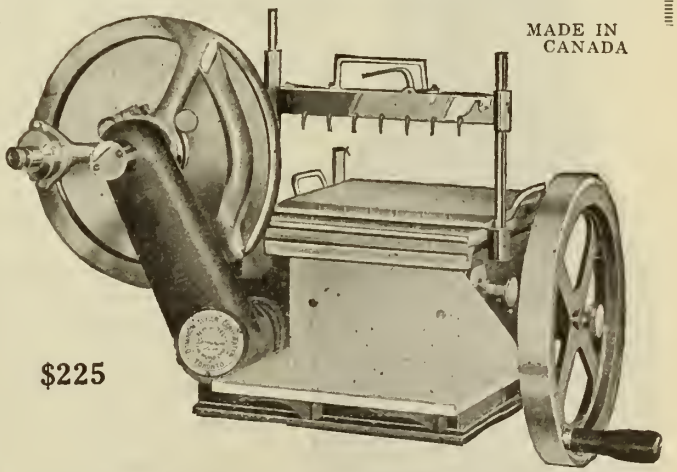
IMPORTERS AND EXPORTERS
Branches in all parts of the civilized world

Canadian Branch
UPPER WATER STREET
HALIFAX, N.S.

THE "BEST BUY" IN THE SLICER MARKET

DOMINION SLICER

MADE IN CANADA



$225

Dominion Slicers have fewer working parts, are more easily cleaned and operated and are more sanitary than other machines. They do anything that other slicers will do and are much less expensive.

Dominion Slicers are made from the finest materials by skilled Canadians. They are the most efficient and most reasonably priced slicer made, and are guaranteed for one year.

WRITE FOR ILLUSTRATED BOOKLET

Dominion Slicer Corporation
110 Church St., Toronto

Speed up your bulk goods sales with

FIBRE-GLASS DISPLAY COVERS

Your customers will buy more when things are temptingly and sanitarily displayed under these ideal display covers. They will also prevent loss through evaporation and deterioration. Write for particulars and price list.

Sole Distributors for Ontario:

EBY-BLAIN LIMITED,

WHOLESALE GROCERS Scott and Front Sts., TORONTO

Manufactured by FIBER-GLASS GOODS COVER CO., Inc. Chicago, Illinois.

OVER a quarter of a century's experience in tea blending has enabled us to develop some unusually fine blends of bulk teas. Careful and exacting attention to tea cup tests uniformly maintains them.

FLOWERDALE

Our Largest Seller

You'll like selling FLOWERDALE because it is a sure repeater. Write us for prices and samples.

R. B. HAYHOE and CO.

IMPORTERS

7 Front St. E. Toronto

KEEP COOL SERVE COLD
MARSH'S GRAPE JUICE
THE UNFERMENTED JUICE OF CHOICE CONCORD GRAPES
THE MARSH GRAPE JUICE CO
NIAGARA FALLS ONT

When You Are In Need of Grape Juice Remember that

MARSH'S

GRAPE JUICE

Is priced to enable you to sell at popular prices, and that the result of stocking Marsh's is larger sales and more profit.

ORDER MARSH'S

The Quality Is right too

The Marsh Grape Juice Company

Niagara Falls, Ont.

Agents for Ontario, Quebec and Maritime Provinces:

The MacLaren Wright, Ltd.

Toronto and Montreal

Agents for British Columbia:

F. G. Evans Co., Ltd.

Toronto and Montreal

MANUFACTURERS AGENTS

LACOA FINISH—Is not a greasy, oily polish. It is a real non-fingering finish for any polished, varnished or paint surfaces, including fumed oak.

LACOA FINISH—will go four times further than any of the well-known so-called polishes. We will guarantee this.

"LACOA" is the purest and lowest-priced finish on the market to-day and we want responsible representatives throughout Canada to test this product.

Send in for a sample and when you have satisfied yourself that "LACOA" is the only thing on the market of its kind—we can talk business.

Write to-day—Lacoa is a big money maker.

Lacoa Finish Coy.

HAMILTON - ONTARIO.

August-Stewed Wild Raspberries

ONE POUND
MADE IN CANADA
ST. LAWRENCE
PURE
CORN STARCH
is manufactured under conditions where expert practical knowledge is combined with absoltue cleanliness, and is composed of the finest parts of
Selected Indian Corn
which has not undergone any fermenting process
ST. LAWRENCE STARCH CO. LTD
PORT CREDIT, ONT. CANADA.

During Care-free vacation days, girlies and boys and their daddies want something nice for lunch. The mothers look to you for help

with

Corn Starch Pudding

Stewed Wild Raspberries and delicious cool corn starch pudding. Shake up the boxes of berries and stack St. Lawrence Corn Starch all around, with the sign. Make double sales and two profits.

ST. LAWRENCE STARCH CO.

LIMITED

PORT CREDIT, ONTARIO

Mustard, Spices and Seasonings

Your customers can depend upon. In the complete line there's a spice or seasoning for every need.

Display S. & P. Products

prominently on shelves and counter. In their red, yellow and black containers, particular housewives easily recognize them.

There's a Good Profit

for you, if you will stock and push S & P products.
Be sure and order from your jobber by name.

Your Co-operating Servant,
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

REINDEER FLOUR

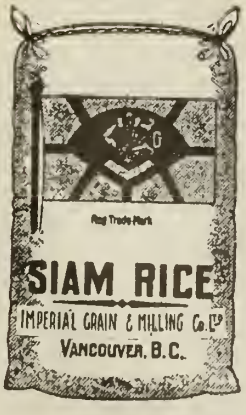
—an unusually high-grade flour prepared from the finest No. 1 Canadian hard wheat. *Reindeer Flour* is milled under the most sanitary conditions by an unique process that enhances its food value. You can highly recommend it and know that it will never fail to please.

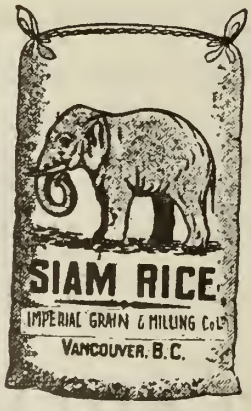
Peterboro Cereal Company, Peterboro, Ont.

General Sales Office: Peterboro Ont.
Branch Mill: Campbellford, Ont.

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

Eggs

Grocers who use the N. B. Pulp

Egg Carrier

Save

Money, Time and Eggs

Order from your wholesale grocer or from

Walter Woods, Limited

Hamilton Winnipeg

STILL THE BEST . . .

Cow Brand Baking Soda today

still leads in popularity with thrifty Canadian housewives, just as it did in their grandmothers' time. Its great strength, economy and uniform purity have built up a national reputation that makes sales talk unnecessary. If you want to give your customers the best, say "Cow Brand" to your wholesaler.

Church & Dwight, Ltd.

Montreal

ERUSTO

THE NEW DISCOVERY FOR REMOVING RUST AND IODINE STAINS

From all kinds of silks, cottons, woollens, colored goods, etc., without injury to the most delicate fabric.

ERUSTO is a long felt want in every household. Here is your chance to make many an extra dollar by supplying your trade with this wonderful discovery. Guaranteed to do work instantly and satisfactorily.

We require representatives in every province—"write us."

National Specialty Company

95 Canning Street, Montreal

There are many uses in every household for

KEATING'S POWDER

The Universal Insecticide

"Keating's" properly used KILLS every insect pest. You can confidently recommend it to your customers for the extermination of

Flies	**Ants**	**Bugs**
Fleas	**Wasps**	**Cockroaches**
Mosquitoes	**Beetles**	**Moths**

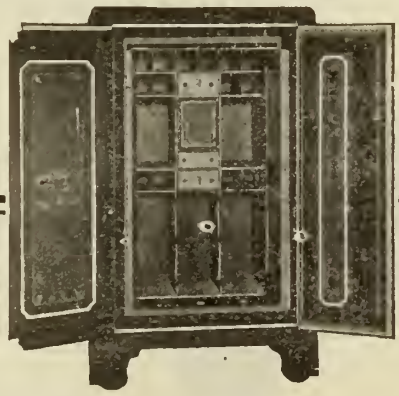
Keating's is harmless to human or animal life. Keep a good stock on hand—especially during hot weather.

Made by THOMAS KEATING, London England. Established 1788

Sole Agents for Canada:

Harold F. Ritchie & Co., Limited

10 McCaul Street, Toronto.



Sixty-five Years' Eperience

When you buy a Taylor Safe you get the benefit of our 65 years' experience in Safe building.

A Taylor Safe represents the most advanced scientific methods of fire construction.

It provides a repository—for your documents and other valuables—that resists the hottest fire and greatest fall.

Taylor Safes are made in 40 different sizes

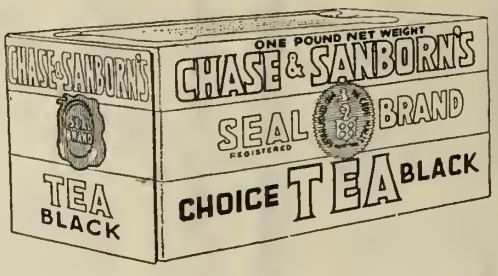
Write for quotations on Taylor Safes and Steel Cabinets.

J. & J. TAYLOR LIMITED

TORONTO SAFE WORKS

TORONTO - ONTARIO

Branches: MONTREAL WINNIPEG VANCOUVER



A Summer Drink For a Summer Day

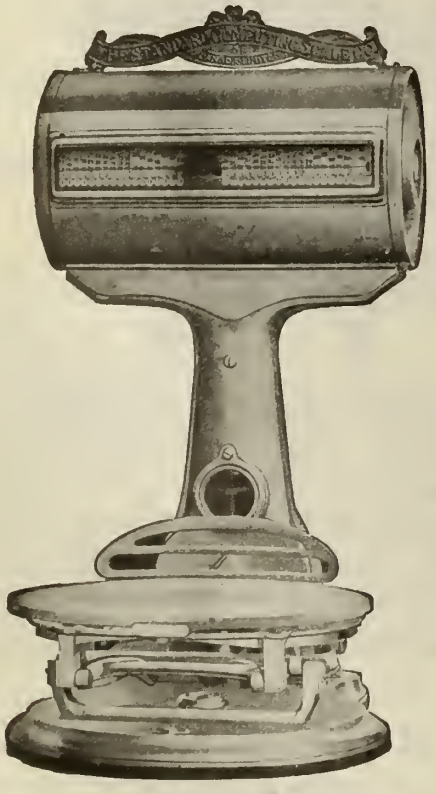
The Iced Tea Season presents every merchant with an opportunity to increase his tea business. Everywhere there is a growing appreciation of the wholesome stimulus of Iced Tea.

It Sustains and Refreshes

"SEAL BRAND"

Is Nice Tea for Iced Tea.

CHASE & SANBORN - MONTREAL



No. 111

The World's Best Computing Scale.

More than 100,000 in use

Absolutely Accurate and Durable

Notice the Very Artistic Design

Let us Demonstrate One of Them

We Invite the Most Careful Comparison

Salesmen will find our Scales easy to sell and always satisfactory.
It will pay you to handle our line.

The Standard Computing Scale Co.

OF CANADA, Limited

301 Davis Block, Windsor, Ontario.

Barr Registers Limited

Manufacturers of
THE BARR ACCOUNT REGISTER

Trenton, Ont.

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at $10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?
II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased?
III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock?
IV. After 15 months to continue to give you this service for nothing as long as you remain in business?

That is what the Barr Register will do. *Write us and let us demonstrate.*

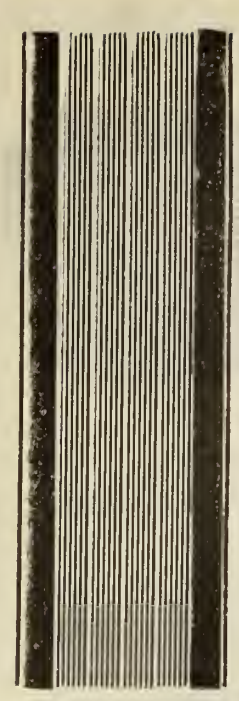
GEORGE LANE, Western Representative **227-231 McDermot Avenue, Winnipeg, Man.**

Malcolm Milk Products

THE great convenience of these wholesome *MALCOLM MILK PRODUCTS* especially for campers, picknickers, etc., makes them ideal lines to feature in your windows during the vacation season. Get up a good Malcolm display today. The quality of these "all Canadian" milk products ranks them with the most popular summer sellers. Order your requirements from your wholesaler.

The Malcolm Condensing Co., Limited

ST. GEORGE, ONTARIO



You Want Satisfied Customers—

SELL THEM

Sunset Soap Dyes

THE REAL DYE

Sunset sales make *friends* for Sunset dealers—and the register rings up the steady profits of "repeats." *Satisfied buyers* boost Sunset because it does all the advertising claims for it. Honest quality, truthful national advertising, linked up with attractive Sunset store display move Sunset quickly at good margin—PUSH IT for permanent good will.

SHOW the Sunset COLOR CARD. If your card is soiled or lost, write us for a new one. If you have any trouble getting Sunset, write

Sales Representatives:
HAROLD F. RITCHIE & Co., LTD.
Toronto. Canada
North American Dye Corporation Ltd., Manufacturers,
Toronto, Canada

New Window Cut-Out FREE
Size 28" x 40". Many beautiful colors. If you have one, use it for profit; if not, write the manufacturers of Sunset. Sent free.

22 FAST COLOR
Keep Your Stock Complete

Counter Display Case
Your jobber can supply Sunset packed 1 gross assorted in this attractive display case, with Color Card. Ask him.

MASTER MASON
PLUG SMOKING
"It's good Tobacco"
The Big Plug 20¢
MASTER MASON
YOU pack real enjoyment into your pipe when you fill up with Master Mason. Because the fine flavor that is packed into the Master Mason plug, HOLDS to the last pipeful. There is no better, handier or more economical way to buy high-grade tobacco, than in the big plug of Master Mason.

Selling Tobacco for You

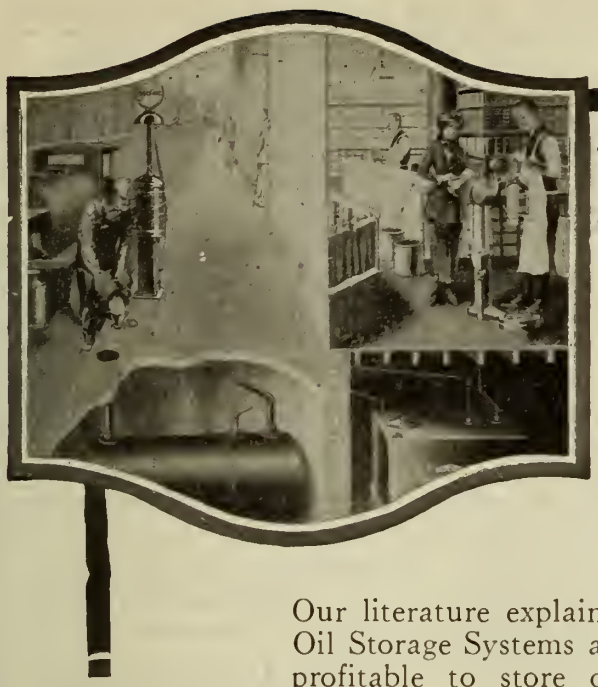
Here's one of the many ads that are helping to sell more MASTER MASON Tobacco—only of course the actual ads appearing in the papers are over four times as big as this one. These ads are increasing the demand for MASTER MASON—and building up bigger profits for the men who sell it. The profit margin on Master Mason is always larger than on any other tobacco. Now, Master Mason is more profitable than ever. Don't miss any of this extra generous profit—stock up now with MASTER MASON.

ROCK CITY TOBACCO CO.

QUEBEC -:- CANADA

MASTER MASON

PLUG SMOKING



Make Your Street Pay

Can you see the possibilities for profitable business in the automobiles passing your store?

Put in a BOWSER Gasoline Pump

BY INVITATION MEMBER OF

Our literature explains how and why Bowser Gasoline and Oil Storage Systems are popular with automobile drivers and profitable to store owners. It will be sent to anyone interested.

S. F. BOWSER Company, Limited

66 to 68 Fraser Ave.

Representatives Everywhere

Toronto, Ontario, Can.

Sales Offices in all Centres

Maintaining A Reputation

Every Eddy Product you stock carries with it the responsibility of maintaining a reputation for superiority sustained continually since 1851.

Better Quality and Better Value are assured by the name Eddy. Eddy Advertising keeps the public "sold" on the merits of Eddy's Matches, Indurated Fibreware, Paper Specialties, etc.

Let your customers know you handle Eddy products.

Made in Canada, by Canadians, for Canadians

THE E. B. Eddy Co. Limited HULL CANADA

Century
A firm favorite with Canadian housewives because of its proven purity, its snowy whiteness and its economy. Well advertised. More and more people are asking for "Century."
CENTURY TABLE SALT
DOMINION SALT CO
SARNIA ONTARIO
SIFTO SALT
Here's the nicest thing in table salt—SIFTO, "it flows." Comes in a handsome dust-proof carton, and "as welcome as the flowers in May" to the table where clogged salt shakers are a bugbear. Your customers want it.
SIFTO
TABLE SALT
DOMINION SALT CO LIMITED
SARNIA ONT

If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent you.

DOMINION SALT CO., Limited, SARNIA, Canada

Manufacturers and Shippers.

IMPORTED PEARS

California Mountain Bartletts are noted for their Delicious Flavor, long keeping qualities and splendid appearance. This variety is now arriving on the market.

Oranges Lemons
Bananas Peaches Plums
Cantaloupes

etc, also all the local Fruits and Vegetables.

White & Co., Limited
TORONTO

INDEX TO ADVERTISERS

A

Albert Soaps Ltd. 12
Angerine & McLauchlin . 30
Arsenis & Co. 12
Associated Grocers of Ontario 32, 33

B

Bain & Co., Donald H... 8
Barr Registers Ltd. 59
S. F. Bowser & Co. Ltd.. 61

C

California Fruit Growers Exchange 7
Canada Barrels & Keg Ltd. 63
Canada Spice & Specialty Mills Ltd. 28
Channel Limited, Inside Front Cover
Chaput Fils & Cie 13
Chase & Sanborn 58
Church & Dwight Co. .. 57
Codville Co. 10
Clark Ltd., W. 2
Clark D. W. 11
Connors Bros. Limited .....25 and Front Cover

D

Davies & Co., Wm. Ltd.. 51
Dobree & Sons 53
Dominion Slicer Corp.... 53
Dominion Salt Co., Ltd... 62
Duncan & Sons, C..... 8

E

Eby-Blain Ltd. 54
Emond Jos. 64
Eddy, E. B. Co. Ltd..... 61
Escott Co., Ltd., W. H... 10
Estabrooks Co., Ltd.,T.H. 17
Eureka Refrigerator Co. Ltd. 1
Evangeline Cyder Co. ... 30

F

F. W. Fearman Co. 52
Frost Moorman & Co..... 11

G

J. W. Gorham & Co..... 30
Gosse-Millerd Packing Co. 18
Gunns Limited 52

H

Hamblin-Brereton 11
G. J. Hamilton & Sons .. 27
Harrisons & Crosfield ... 15
D. Hatton & Co. 53
R. B. Hayhoe Co. 54
Hanson Co., Ltd., J.H... 64
Hull Oil Mfg. Co..... 64

I

Imperial Grain & Milling Co. 56
Ingersoll Ice Cream Co... 17

K

Keatings Ltd. 57
Kkovah Co., Ltd. 3

L

Lacoa Finish Co. 54
Laing & Waters 11
Langley Harris & Co. Ltd. 11
W. G. A. Lambe 11
Laporte-Martin 31
Lea & Perrins Ltd. 16

M

McLauchlan, J. K. 11
McLay, Brockerage Co.. 8
Macdonald Reg., W. C.... 6
Mackenzie, W. L..... 8
Mickle Geo. T. 11
C. A. Mann & Co. 11
Malcolm Condensing Co.. 59
Magor, Son & Co. 18
Marsh Grape Juice Co... 54
Maple Tree Producers Association, Ltd. 12
Moore, R. M. & Co. 63

N

National Specialty Co. .. 57
North American Dye. Corporation 60

O

Oakey & Sons, Ltd., John. 64
O'Donnell & Co., John J.. 11

P

P. Pastene & Co. 26
Patrick & Co., W. G. 11
Pennock & Co., H. P..... 9
Peterboro Cereal Co. 56
Pyke Bros. 28
Proctor & Gamble Distributing Co. 5
Purnell & Panter, Ltd... 10

R

Red Rose Tea 17
Robertson-Murphy Co. .. 4
Rock City Tobacco Co... 60
Ross Can Co. 63

S.

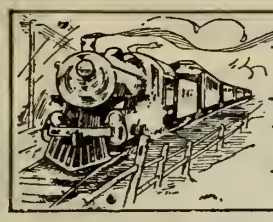
St. John Exhibition Association 28
Salada Tea Co. Ltd. 15
Scott Bathgate Co., Ltd.. 10
So-Clean Ltd 64
Soper, E. N. & W. E. ... 11
St. Arnaud Fils Cie 12
Standard Computing Scale Co. 58
St. Lawrence Starch Co.. 55
Starr Egg Carrier Co. .. 52
Stickney & Poor Spice C. 56

T

J. & J. Taylor Safe Co. .. 3
Thum Co. (Tanglefoot) O. & W. 63
Tippet & Co. Ltd. 12
Toronto Pottery Co. Ltd... 63
Toronto Salt Works 63
Trent Mfg. Co. 63

W

Wallace Fisheries Ltd.... 9
Watson & Truesdale 9
White & Co. 62
White, Cottell's 63
Wilson, J. R. & Co. 11
Woods & Co., Walter ... 56
Williams Storage Co..... 9
Wiley, Frank H. 8



BUYERS' MARKET GUIDE
Latest Editorial Market News

Stoneware Jars
Flower Pots
Tea Pots
Glassware

Please ask for copy of latest catalogue

The TORONTO POTTERY CO, Limited
Toronto

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today

"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

BARRELS
From 5 to 50 Gallons. For Liquid Containers
PROMPT SHIPMENTS
CANADA BARRELS & KEGS, Limited
WATERLOO, ONT.

Your Wants

are many here below. Use the Want Ad. page and get rid of a few of them.

MALAGA RAISIN CROP REPORTED LOW

Advices from Spain state that the new crop of Malaga raisins is much reduced by mildew and black rot on the low lying tracts through prolonged heavy rains. The remainder of the crop that does mature should be of good quality. Prices will be named after the crop is assured.

---

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS

All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.

ROSS CAN CO. LIMITED,
Bowmanville, Ont.

BARRELS

For all purposes. The best pack age for exporting. I can make them to suit your goods.

JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

TANGLEFOOT
PRODUCTS
STICKY FLY PAPER, STICKY FLY RIBBON, TREE TANGLEFOOT, ROACH AND ANT POWDER.
THE O & W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

MAKE BUSINESS BETTER
By Boosting Your Business

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

PARTNER WANTED FOR GROCERY STORE with $2,500.00 to invest. A good opportunity for live man. Replies confidential. Box 62, Canadian Grocer, 153 University Ave., Toronto, Ont.

YOUNG MAN, 28, THOROUGHLY EXPERienced and efficient; a hustler and one who knows what to do and how to do it, wants position in grocery or general store. Highly recommended. Apply Box 72, Canadian Grocer, University Ave., Toronto.

MAPLE SUGAR

I solicit your orders for pure Maple Sugar. 35 years experience as wholesale dealer. Open for agencies of all kinds.

Agent for Messrs. E. B. Eddy Co., Ltd., Hull; Gunns Ltd., Toronto; St. Lawrence Starch Co., and several others

Hardware Expert. Correspondence solicited if interested

Warehouse capacity, 10,000 feet floor space. Best spot in town on Main Street.

JOS. EMOND

24 Rue St. Joseph, Quebec, P.Q.

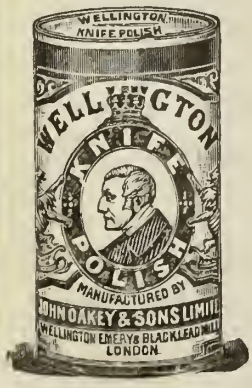
Be Sure You Ask Your Jobber for

Dominion Spring Clothes Pins

Manufactured by

The J. H. Hanson Co., Ltd.

MONTREAL



OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East, Winnipeg

Sankey and Mason, 839 Beatty Street Vancouver

B. & S. H. THOMPSON & CO.

LIMITED

Head MONTREAL Office

Agents for Canada for the HOMCO Products, including Hard and Soft Soaps, Soap Chips, Salad Oils, Compound Lard, Castor Oils, Sanctuary Oil, etc.

ENQUIRIES INVITED

Packed in England

We Are Prepared—

THE announcement that Tetley's has come back to Canada to stay has resulted in a steadily increasing number of orders each day. But the frequent shipments of Tetley's which we are receiving enable us to fill all orders promptly. We shall be glad to take care of you, too.

Naturally there is bound to be a big demand for teas that are as good as Tetley's Golden Tips and India and Ceylon Sunflower teas. They have a clear deep color and refreshing fragrance that is the result of the careful selection of leaves. And a knowledge of their blending has been gained from over 100 years experience. Here you find superior cup quality.

Your orders will receive prompt attention.

TETLEY'S TEA

Makes good tea a certainty.

KNOWLER & MACAULAY, Ltd.
VANCOUVER
Selling Agents for
British Columbia

MASON & HICKEY
Head Office, WINNIPEG, MANITOBA
Selling Agents for
Manitoba, Saskatchewan and Alberta

Get a case of Coca-Cola Today

Just order a case to start with. Hang up a Coca-Cola sign (supplied you free) in your store and watch that case empty itself. Then decide for yourself. This quick, easy-selling proposition is making good money for other dealers. Why not for you? It's worth connecting with permanently.

Yes—it's easy to sell Coca-Cola in bottles. The profit is good.

THE COCA-COLA CO.
WINNIPEG
MONTREAL TORONTO

12T

Will you have it when they call?

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV. PUBLICATION OFFICE: TORONTO, ONT., AUGUST 12, 1921 No. 32

A Source of Profitable Sales

If you only knew the splendid big extra profits that **Perfection Coolers** are daily reaping for hundreds of Canadian Grocers and General Merchants you would write us at once for particulars on these speedy money makers.

Few of your customers can resist a **Perfection Cooler** filled with delicious thirst quenching, iced **Golden Orangeade** or **Limo Lemon**--two of the fastest selling and most popular of fruit drinks. Perfection Coolers are well made, economical on ice and easy to fill. They soon pay for their installation many times over. Get your share of the big warm weather trade. Order your **Perfection Cooler Now.**

Perfection Cooler Company
LIMITED
27 Alice Street - Toronto

WIDESPREAD BELIEF
in the Dependable
Quality of O-Cedar Products

results in effortless selling of both Mop and Polish—always at full sale prices. Thus the dealer is assured both satisfactory volume of sales and satisfactory profit per sale.

The storekeeper who is mindful of such advantages in the goods he sells, quite naturally keeps O-Cedar products well in the foreground.

CHANNELL LIMITED, TORONTO

O-Cedar Polish

In bottles
30c and **60c**

In tins
$1.50 **$2.50** and **$3.50**

O-Cedar Polish Mop

LARGE SIZE **$2.00**
SMALL SIZE **$1.25**

Hamper Days are Here
—feature these necessary
Borden Milk Products
The great convenience and deliciousness of Borden's St. Charles Milk (with the cream left in), Borden's Eagle Brand Condensed Milk, Borden's Reindeer Coffee and Reindeer Cocoa make them exceptionally popular summer lines. Hundreds of people in your locality will go on outing trips and these handy Borden lines will occupy a prominent place in their lunch hampers. A "Picnic hamper window display" with plenty of Borden Milk Products included will bring this profitable extra trade to your store. Try it.
The Borden Co. Limited
Montreal and Vancouver
BORDEN'S
REINDEER
Borden's
ST. CHARLES
UNSWEETENED
BORDEN COMPANY LIMITED
EAGLE BRAND
THE BORDEN COMPANY LIMITED
GAIL BORDEN
BRAND
Borden's
ST. CHARLES

By Appointment *to H.M. the King*

Crosse & Blackwell

have the highest reputation for quality. There is always a ready market for goods that are of the best, and it is recognized the world over that

Crosse & Blackwell

maintain a unique reputation for consistently supplying the best.

Price lists are obtainable from

Stewart Menzies & Company

32 Front Street West
TORONTO

Dominion Building, Vancouver, B.C.
209 McDermot Avenue, Winnipeg

CLARK'S SPAGHETTI
WITH
TOMATO SAUCE AND CHEESE

Prime
Canadian
Cheese

Highest
Grade
Spaghetti

Selected red ripe fresh Tomatoes

Is one of the most popular sellers you can handle for the simple reason that it stands *first in quality*, is absolutely unrivalled for deliciousness and is above all economical.

Don't miss sales --- order now

W. Clark, Limited, Montreal

The Biscuits that always open out FRESH, CRISP and DELICIOUS

"Meadow Cream" SODAS

You can always depend on Crothers' Meadow Cream Sodas. They are packed in attractive air-proof cartons and tins, (from 6 oz. pkgs. up) that retain every particle of their fine flavor and oven crispness until they reach your customers' table. You'll never have to make excuses if you specify "Meadow Cream" to your wholesalers.

Write for quotations on our complete lines of fancy sweet biscuits and chocolate bars You'll find them popular sellers.

The W. J. Crothers Co., Limited

KINGSTON, ONTARIO

Drimilk *Is Your Guarantee*

This name is your assurance of freshness---Pure sweet milk.
Do your customers like things fresh?
Drimilk made to-day and delivered to-morrow.
This means something.

THE DRIMILK CO., LIMITED
Cortland, Ont.

Donald H. Bain Co.,
Winnipeg
Western Distributors

Eastern Offices : 10 Ste. SophieLane, Montreal.

Shirriff's

A Line Worth Pushing

True Orange MARMALADE

This delicious preserve has become a favorite in thousands of Canadian homes. It is a marmalade you can safely recommend to those customers who appreciate quality combined with value.

Manufacturers

IMPERIAL EXTRACT COMPANY
TORONTO

Jelly Powders and EXTRACTS

Two members of the Shirriff "quality" group that it will pay you well to push. **SHIRRIFF'S Jelly Powders offer exceptional opportunities during the summer months.**

Sole Selling Agents:

HAROLD F. RITCHIE & CO., LTD.
Toronto and Montreal

Hot Thirsty Weather Creates an increased demand for O'Keefe's

INVIGORATING BREWS AND CARBONATED BEVERAGES

There are big profits for the wide-awake dealers, who see the possibilities of hot weather sales, and who invite custom by displaying O'Keefe's. The quality, purity, piquant flavor and refreshing tang of our beverages, make them the favorites with young and old.

Order now for immediate delivery.

O'Keefe's Imperial Brews—Ale,—Lager—Stout.
O'Keefe's Ginger Ale, Sarsaparilla, Cola, Lemon Sour, Special Pale Dry Ginger Ale, Lemonade, Cream Soda.

O'KEEFE'S — TORONTO

QUAKER BRAND

Quaker Brand canned fruits and vegetables are the choicest products of the fertile valleye of British Columbia.

Canneries are located at etrategic points throughout the Province in the centres of each district where certain fruits or vegetables reach their highest perfection.

In stocking Quaker Brand you offer your customer the best canned goods Canada can produce.

Dominion Canners B. C. Ltd.
Head Office: Vancouver, B.C.

Storage and Distribution
Winnipeg
Insurance 30c

We operate the largest fleet of motor trucks in

Western Canada

Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

The City Dray Company
LIMITED

246 Princess Street,

Track P. 18 **Winnipeg**

THE ITALIANS

are connoisseurs of Macaroni. They know the good quality article when they see it—and especially when they cook it.

Do you know that it is practically impossible to sell the Italians of Western Canada anything except macaroni made by the Columbia people?

It's a fact.

Your Canadian customers will get the same way, once they have tried it.

The Columbia Macaroni Co., Ltd.
Lethbridge, Alberta

SAMUEL DOBREE & SONS
LONDON, ENGLAND
Established 17th Century

Growers and Producers of

SUGAR MOLASSES COCOA

IMPORTERS AND EXPORTERS

Branches in all parts of the civilized world

Canadian Branch

UPPER WATER STREET

HALIFAX, N.S.

Pure, Strong and Satisfying Spices

that is just what you get when you order

STICKNEY & POOR'S SPICES

Black Pepper
Red Pepper
White Pepper
Ginger
Mace

Cassia
Cinnamon
Mixed Spices
Cloves
Nutmeg

The Stickney & Poor
Standard of Excellence has stood the test of time and competition for more than a century

But be sure and order
S&P Spices by name
Your Co-operating servant
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

EUREKA
REFRIGERATORS

are so built that a constant, positive circulation of cold, dry air is maintained. This feature fully covered by patents.

Your customers will appreciate the care you give to keep your perishables sweet and wholesome.
Don't repeat last summer's waste.
Get a Eureka.

Write for our new catalogue.

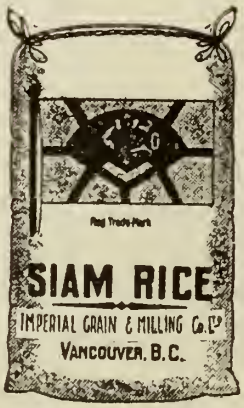
Eureka Refrigerator Co., Limited
Head Office: Owen Sound
Branches: Toronto, Montreal, Hamilton

A Virile, Robust Fighting Fish

The Pinks packed under "Kiltie" BRAND are caught in the cool depths around the Queen Charlotte Islands

Caught in Deep Salt Water

Imperial Grain and Milling Co., Limited
VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Relisbility brings Results
We want your business. Write us.

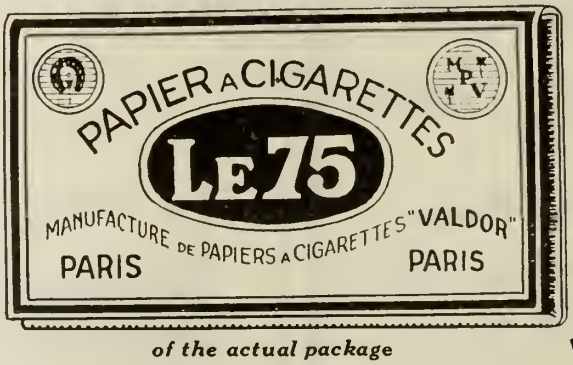
Say You Saw It In Canadian Grocer, It Will Help To Identify You.

LE 75 French Cigarette Papers

Finest Quality--Order to-day from your jobber

This cut is a facsimile

A White Gummed Paper That Will Satisfy Your Trade



of the actual package

100 Leaves to Book
Automatic Doubles
50 Books to Box

CANADIAN DISTRIBUTORS:

DONALD H. BAIN CO.

Wholesale Commission Merchants, Brokers and Importers

Head Office, WINNIPEG, MAN.

Branches: SASKATOON REGINA CALGARY EDMONTON VANCOUVER MONTREAL LONDON, ENG.

When writing to advertisers kindly mention this paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Standard Goods Win Abiding Trade

Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE
WINNIPEG, MAN.

Branches with Resident Sales Managers at
Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
Fort William, Ont.

RELIANCE

Water-Glass
Castor Oil
Glycerine
Sewing Machine Oil
Carbolic Acid (10%)
Ink, Mucilage

Order from your jobber or write us

RELIANCE INK CO., LTD., WINNIPEG

Our advertising reaches ½ million readers weekly. Some of them trade with you. Co-operate.
The Codville Co. Ltd.

8

Let Us Quote You on Our
HIGH GRADE BROOMS

Long life and great strength are built into every one of our brooms

STANLEY	BEAVER	CANUCK
5 string, fancy corn, all selected stock, polished handle. The broom worth while.	5 string, good quality house broom, popular weight. Stands up to every test.	4 string, from cheaper stock, well made, and worth the price. Above the average in quality.

Special attention to mail orders

We also make a number of other lines, including Toy Brooms and Whisks.

Waterloo Broom & Brush Company, Limited
Telephone 286 Waterloo, Ontario

The
CROWN
Trade-Mark

on a bag of white beans is a guarantee of their uniform size and choice quality

Only the very finest hand-picked Canadian White Beans go into bags marked

CROWN BRAND

For your own protection insist upon having this line of known quality.

BRAND

G. T. MICKLE - Ridgetown, Ont.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

M e Brokers Manufacturers ents
WE COVER
LOGGIE, SONS & Co.
CANADA
32 Front St. West
TORONTO CANADA

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

HAMBLIN-BRERETON CO., Ltd.
Grocery and Confectionery Agents and Importers
Toronto and Kitchener, Ont.
Winnipeg and Calgary.

LAING AND WATERS
Manufacturers Agents & Grocery Brokers
28 Wellington St. East
TORONTO
Desire correspondence with manufacturers unrepresented in this district.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

If you have anything to sell to the Trade, you should advertise it in this paper.

Triangle Sanitary
CANADIAN NASHUA PAPER CO. LTD. SCIENCE PRODUCTION QUALITY TRADE MARK PETERBOROUGH ONT.
Waxed Paper

A Quality line, which Quality Wholesale Grocers will want to handle. Our Prices are competitive and Service unexcelled.
Enquiries Solicited
CANADIAN NASHUA PAPER CO.
LIMITED
Peterborough - Ont.

OAKEY'S
"WELLINGTON" KNIFE POLISH
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.
John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.
Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

When writing Advertisers kindly mention this paper

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 Place Royale, Montreal
Established 1876
Telephone Main 1581

MAPLE SUGAR

I solicit your orders for pure Maple Sugar. 35 years experience as wholesale dealer. Open for agencies of all kinds

Agent for Messrs. E. B. Eddy Co., Ltd., Hull; Gunn Ltd., Toronto; St. Lawrence Starch Co., and several others

Hardware Expert. Correspondence solicited if interested

Warehouse capacity, 10,000 feet floor space. Best spot in town on Main Street.

JOS. EMOND
24 Rue St. Joseph, Quebec, P.Q.

Be Sure You Ask Your Jobber for
Dominion Spring Clothes Pins

Manufactured by
The J. H. Hanson Co., Ltd.
MONTREAL

B. & S. H. THOMPSON & CO.
LIMITED
Head MONTREAL Office

Agents for Canada for the HOMCO Products, including Hard and Soft Soaps, Soap Chips, Salad Oils, Compound Lard, Castor Oils, Sanctuary Oil, etc.

ENQUIRIES INVITED

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in
Canadian Grocer

It reaches the Buyers It's a Business-Getter

Rates and Information on Request

A Big Seller with the Grocery Trade

SANATAS TONIC

A body builder and a wonderful blood purifier.
SANATAS TONIC will be in great demand by Hospitals and Invalids.

Every bottle guaranteed by Expert Chemists.
Buy Sanatas Tonic—the profits are big.
Packed 1 dozen bottles to the case, 2 sizes, 16 or 32 oz.
Watch for our travellers or order direct.

SANATOR LIMITED

20 Jacques Cartier Square
Montreal

Western Agents	Quebec Agents	Ontario Agents
Richardson Green Ltd.	Hudson & Orsali	McGillivray Bros.
170 Market St., Winnipeg	St. Paul St., Montreal	123 Bay St., Toronto

Agents required for Maritime Provinces and P. E. Island

PURITY FLOUR

Window Displays

All the material for a successful window trim by first mail, after we receive your request.

Attractive windows mean better business.

Drop us a line

Western Canada Flour Mills Co., Limited

Toronto - - Winnipeg

PURITY OATS

7 Direct Lines Out of Stratford

Make It the Quickest Shipping Centre

We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits" — ***saving double freight and double cartage.***

Phones—Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.

James Lloyd & Son Box No. 266 **Stratford, Ont.**

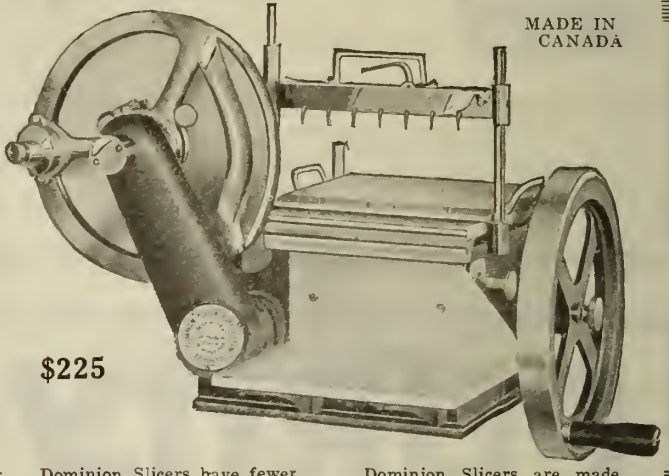
Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.
Newmarket, Ontario

THE "BEST BUY" IN THE SLICER MARKET

DOMINION SLICER

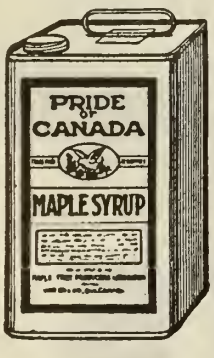


Dominion Slicers have fewer working parts, are more easily cleaned and operated and are more sanitary than other machines. They do anything that other slicers will do and are much less expensive.

Dominion Slicers are made from the finest materials by skilled Canadians. They are the most efficient and most reasonably priced slicer made, and are guaranteed for one year.

WRITE FOR ILLUSTRATED BOOKLET

Dominion Slicer Corporation
110 Church St., Toronto



PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Summer and Fall Trade

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can. J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

VINEGAR FIRMS

Will you kindly give me names and addresses of all the vinegar firms in Canada?

Joseph Grant,
Ottawa, Ont.

Answer:—List has been mailed.

TRAILERS FOR AUTOMOBILES

Please give me names of firms manufacturing trailers for automobiles in Canada. Also is it against the law to sell gasoline on Sunday?

N. L. Smith,
Harvey, Albert County, N. B.

Answer:—The Commercial Bodies, Guelph, Ont. Acason Galusha & Rudd, Walkerville, Ont. Wm. Gray & Son, Chatham, Ont. Guy Matthew Co., Oshawa, Ont. Hutchinson & Son, Toronto, Ont. The Toronto Auto Top & Body Co., 157 Simcoe St., Toronto. Dowell Daniel, Montreal, Que. Ledeaux Carriage Company, Montreal. Robert Elder Carriage Works, Soho St., Toronto.

No, it is not against the law to sell Gasoline on Sunday.

U. S. A. HAY BUYERS

Could you givee me names of some reliable hay buyers in the United States?

V. Philip,
Sarsfield, Ont.

Answer:—For reliable hay buyers in the United States, we submit to you names of the following firms: Geo. N. Reinhardt & Co., New York. John A. Murray 14 Church St. New York. J. Walter Sanborn & Co. Inc. 504 Chamber of Commerce, Boston. E. D. Dusenburry 10 New York Hay Exchange, N. Y.

TANGLEFOOT.

We would appreciate the address of a Broker or Firm handling Tanglefoot Sticky Fly Paper.

Guite Freres Limited,
New Richmond Station,
Qucbec, Quebec.

Answer:—We do not know of any broker or firm handling Tanglefoot Sticky Fly Paper You would have to apply to the manufacturers direct for this. The O. & W. Thum Company, Detroit, Mich..

WHERE TO GET A STIMSON SCALE REPAIRE DAND REFITTED

Is there any place in Toronto where we could get a Stimson No. 46 Scale repaired and refitted with some new parts?

The Spanish Mills Co., Limited
General Merchants,
Cutler, Ontario.

Answer:—International Business Machines Company Limited, 300 Campbell Avenue, Toronto, Ontario.

ALMOND FLOUR.

Where could we procure almond flour?

England & Son,
Milveton, Ontario.

Answer:—W. G. Patrick, 51 Wellington Street West, Toronto, Ontario.

ICE CREAM CONES, SANITARY DISHES AND SPOONS.

We would appreciate your sending us names and addresses of Manufacturers dealing to the Wholesale Trade in Ice Cream Cones, Sanitary Dishes and Spoons.

A. E. Kaiser
Vermilion, Alta.

Answer:—Real Cake Cone Company, 81 Jarvis St. Toronto. St. Lawrence Baking Co. 23 St. Francis Xavier, Montreal. Union Cone & Wafer Co. Cor Christie & Yarmouth Rd. Toronto. The Canadian Cone Co. 12 Alice St. Toronto. Consolidated Wafer Co. Front St. E. Toronto. Maple Crispette Co. Montreal, Quebec. Ingersoll Ice Cream Cone Co. Ingersoll, Ont. W. H. Escott Co. Winnipeg Man. The Wm. A. Rogers Co. Toronto, Ont. (They also hanlle the Vortex dishes for ice cream). The J. M. Hart Company, Old Colony Building, Chicago, Ill. The Geo. R. Gregg, 50 York Street, Toronto, Ont. The Lion Mfg. Company, Yonge Street, Toronto, Ontario.

WANTS TO BUY FERRETS.

Can you tell me where I can buy ferrets, a small animal like a weasel?

D. A. LEVERS,
Parrsboro, N.S.

Answer:—We would refer you to Mr. Harry Hawker, Western Hill, St. Catharines, Ontario.

I want to find out through your "Canadian Grocer" where I could get in contact with reliable firms who would buy Spruce Shingles, lumber and laths.

W. J. Marchand
Louisdale, Richmond Co., N.S.

Answer:—Parrsboro Lumber Co., Parrsboro, N. S. Davison Lumber Co., Ltd, Bridgewater, N. S. Alfred Dickie Lumber, Co. Stewiacke, N. S. Rhodes, Curry Co., Lessees, Amherst, N. S. Rood & McGregor, New Glasgow, N. S .

CENT GUM SLOT

Please let me know from whom I can get a Gum Box that works by the dropping of a cent.

Dennis Myatt
Grand Desert, Halifax N. S.

Answer:—The Harry Horne Company, 1257 Queen Street West, Toronto, Ontario.

REAL ESTATE BROKER

Would you kindly give me the address of a Real Estate Broker in Niagara Falls to whom I could communicate with reference to the purchase of a business there.

J. A. Hart
Kentville, N. S.

Answer:—We would refer you to Mr. W. C. Gonder. Mr. Gonder is president of the Real Estate Board there.

Please give me names of Wholesale Manufacturers of wine, Wholesale Druggists and Wholesale Liquor Dealers in Toronto.

John A. Morrison,
Tasbot Vale,
Victoria, Co., C. B., N. S.

Answer:—National Drug Company, Richmond St. W, Toronto. Drug Trading, Ontario Street, Toronto. Lyman Bros, Front St. E, Toronto. E. G. West, George St, Toronto.

Wholesalers and Manufacturers of Wine: Niagara Wine Company, Niagara Falls, Ontario. Marsh Grape Juice Co.,. Niagara Falls, Ont. Corono Wine & Syrup Co., Limited, Quebec. T. A. Little, Sterling Road, Toronto.

There are no wholesale liquor dealers in Toronto.

CANADIAN GROCER,
143-153 University Avenue,,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....1921

Please give me information on the following:—Name .....

Address .....

.....

.....

Resultful Business Paper Advertising

One noon recently we were looking over a confectioner's display with the idea of selecting a post-prandial tidbit, when we happened to notice that a certain old favorite package had returned. The prodigal had been off to war for five or six years, and we had forgotten all about it. In the meantime the company that made this package had been putting the same candy in a carton of a different shape and size and at a higher price.

"How long has this old fellow been back?" we inquired of the manager.

"We just got it in," he said.

"How did you know it was on the market again?" he was asked.

"I saw it in a salesman's sample kit recently," the dealer responded, "and stocked it because I believe it is better value than the company's war package."

"Didn't the manufacturer tell you he was ready once more to deliver his famous old package?" we asked. "Didn't he announce the fact in his business paper advertising or at least send you a letter or a circular about it?"

"He did not," said the confectioner. "Too often when manufacturers have new propositions to offer the trade, they act as though they wish to keep the news under cover. Frequently they advertise the new product or the new package to the consumer, and forget to say anything to the retailer about it. Half the time we do not get the new offer at all until the salesman comes around. By the time he gets here, our large competitors, such as the chain and department stores, have had the thing for weeks. This puts us small distributors at an unfair disadvantage and often is the cause of the retail antagonism which exists toward certain products."

Even a cursory examination of the question will show that this man's criticism is well founded. It is indisputable that many manufacturers are entirely too reticent in their trade advertising. They fill their dealer copy with generalities, and then grumble because it does not bring them direct returns. If they would put "news" into this advertising, they would be surprised with what eagerness the enterprising section of the trade would respond to it.

Of course we are aware that a manufacturer is not always able to make a uniform proposition to all his prospects. He therefore refrains from making any sort of proposition public and entrusts to his salesmen the task of carrying all new offers to the trade. This method, however, operates too slowly and frequently results in an injustice to the retailers at the foot of the salesman's route card.

While we may have to concede that in a few lines it may be inadvisable to advertise wholesale prices publicly, we must insist that manufacturers have many other "newsy" propositions up their sleeves that can and should be advertised in the business press. Certainly anything new in the way of a package or a product, or a method of selling or of displaying, should be advertised in this manner. The progressive retailer is always looking for information of this sort. He wants to get anything that is offered, either in the way of a product or of a scheme to sell it, before his competitor gets it. He will quickly respond to any trade advertisement that offers something definite.

Fortunately, a number of manufacturers do not have to be told this. Already their business paper advertising bristles with brass-tacks. Ideas that will help the sale of the product have been successfully advertised to the dealer by such concerns as E.C. Atkins and Co. and the Winchester Repeating Arms Co., to mention just two out of many. Why isn't window display material that is available and window ideas more generally advertised to the dealer? The Millers Falls Co., the Beech-Nut Packing Company, the Derryvale Linen Company and the Perkins Campbell Company are a few of the companies that have found this topic a live one for retailer copy.

The California Fruit Growers' Exchange advertises how a Battle Creek dealer in a twenty-foot store retails six carloads of oranges a year. The Hoover Suction Sweeper Co. takes trade paper space to say that even in a town of only 8,000 population as many as three Hoover dealers have been known to do well. The Bristol Woollen Mills makes its unusual sampling plan the subject of effective trade copy. Hart Schaffner and Marx buy business paper space to tell how Wallach Bros., their New York dealers, found it advisable to advertise to the Japanese in their own language. The Holcomb and Hoke Manufacturing Company advertises to the merchant to show him how he can make money out of the waste spaces in his store. Many other examples of this type of advertising could be cited. These advertisers have discovered that the way to get retailers to respond to their advertisements is to make them some definite proposition or to give them some sales idea that can be put to work without any further ado. The sky is the limit when it comes to the opportunity for this kind of advertising.

(Reprint from Printers' Ink, issue of June 9, 1921.

Do you send your personal message through the trade or technical newspaper that is read? MacLean Trade and Technical Newspapers are read from coast to coast by the thousands of Canadians who find the answers to their problems within these modern aids to up-to-date business.

THE MACLEAN PUBLISHING COMPANY LIMITED

Publishers of the following specialized trade and technical newspapers:

Trade Newspapers	Technical Newspapers	Magazines
Druggists' Weekly	Power House	Farmer's
Hardware and Metal	Printer and Publisher	MacLean's
Canadian Grocer	Canadian Foundryman	
Dry Goods Review	Marine Engineering	**Financial**
Men's Wear Review	Canadian Machinery	The Financial Post
Sanitary Engineer	Motor Tractor and Implement Journal	
Bookseller and Stationer		

ROYAL ACADIA SUGAR

In 2 and 5 lb. cartons, 10, 20 and 100 lb. bags; half barrels and barrels

ROYAL ACADIA SUGAR

In 2 and 5 lb. cartons; 10, 20 and 100 lb. bags; half barrels and barrels

ROYAL ACADIA

—the name of a sugar that is **always** 100 per cent. pure and 100 per cent. sweet—a sugar that is known from coast to coast and appreciated for its purity and great strength.

Grocers can highly recommend **Royal Acadia** and feel absolutely assured that its superior qualities will never fail to please because its purity never changes from one year's end to the other. It is "Every grain pure cane"—always.

The Acadia Sugar Refining Co., Limited

HALIFAX - - MONTREAL

Is It a Good Man You Want?

Wishing and wanting won't get him for you. Advertising probably will. You ask what paper to use? Well, you can waste a lot of good money using wrong papers. The best one to use is CANADIAN GROCER.

This newspaper is probably read by the man you will engage. At any rate, if you want a man trained, the chances are that he sees and reads CANADIAN GROCER. If your advertisement tastes good to him, the chances are he'll answer it. Then it's up to you to land him.

But look for him where he's likely to be—behind some counter or desk in a retail or wholesale grocery house.

You never can tell what's in the mind of men to make them willing to change. Perhaps it's money; perhaps a cranky boss; perhaps climate; perhaps a girl. But it will be something or other.

Sometimes the first insertion of an advertisement finds the man. Sometimes you will have to keep on advertising.

Our part is not to guarantee you answers, or to promise any. We have no control over such things. But we can put your advertisement—and do—into about 6,500 grocery stores, wholesale and retail, all over Canada. This is our part. And surely 6,500 is enough.

Rate is 3 cents a word first insertion and 2 cents per word each subsequent insertion. Numbers count as words. Use a Box Number if you prefer. Five cents per insertion extra for Box Number. Make advertisements brief as a telegram.

Payable Strictly in Advance

Address to:

CANADIAN GROCER Want Ads.

153 University Ave. **Toronto, Ontario**

When you suggest "Colman's" or "Keen's" you say something

— because you "tip" your customers to the most reliable mustards. Also your suggestion will have brought its own reward in satisfied customers.

Canadian Agents:

Magor, Son & Co., Limited

Montreal Toronto

Wants Rid of Other Teas to Sell ONLY Salada

Copy of letter received by us recently.

SALADA Tea Co.
Toronto, Canada.

Dear Sirs;

I have always been a great seller of SALADA Tea. Now the result is I have a lot of other kinds of package tea on hand, and I was wondering if you would exchange with me. If so let me know by return mail. I will let you settle the price. Give me whatever you can for it.

I have some ....., ..., ..., ..., and also some ....., with spoon and knives and forks in it. I will let you have it all and sell only SALADA. I will clean out on all package tea but SADADA.

Yours truly,

(Signed) .....

THIS is but one of the many such letters we are receiving all the time.

We cannot, of course, do as this letter suggests, but the requests shows the popular appreciation of SALADA and the reason for our steadily increasing sales.

When ordering please remember, we prepay freight on sixty pounds or more.

THE SALADA TEA CO., of CANADA, LIMITED

CANADIAN GROCER

VOL. XXXV. TORONTO, AUGUST 12, 1921 No. 32

Sugar Now Shows A Sharp Advance

All but One Canadian Refinery Increases Price This Week $1.15 Per Hundred, Making Quotation Basis Montreal $8.75 — Raw Market is Higher and Europe is Absorbing Some Sugar Now— Stocks are Still Heavy.

CANADIAN refineries with the exception of Canada Refinery have advanced the price of sugar $1.15 per cwt. this week, the price basis Montreal being $8.75. Canada refinery is not offering any sugar for sale, the old quotation being only a nominal figure. The market for refined sugar in the United States is also stronger, American refined sugar being quoted at $6.15. Federal quoted nominally $6.00 and Arbuckle refinery has withdrawn its price. The raw market shows steady advancement, the price of raws being the equivalent of $4.86, duty paid.

Another cause to which the higher price of sugar on spot is attributed is the increased demand in Europe on account of the drought over there. Buying has been greatly stimulated from overseas, although more recent reports indicate some relief in the intense drought that has been prevailing. Rain continues in Cuba, and four centrifugals are operating.

Now at $4.86 Basis

Referring to the present situation in raws, Willet & Gray in the sugar trade journal say:—

"The Sugar Finance Committee advanced the price of Cuban sugars to 3¼c c. & f., last week, which figures 4.86c when Duty and Insurance are added. This move was well approved of by the trade in general and was only affected after the Committee had given everyone interested about all the sugars they desired at the 3c c. & f. basis. The total sales at 3c c. & f. figured 251,514 tons and included large sales to the United Kingdom at a Sterling equivalent of this quotation.

With the advance to 3¼ c c. & f. for Cubas, Porto-Rico and Phillippine holders advanced their views correspondingly, and sales were made of Porto Rico sugars at the duty paid equivalent of this quotation, 4.86c. The interesting feature of the week was the purchase by one refinery of 15,000 tons of prompt Cubas from the Committee at 3¼c c. & f. These refiners for some time past have not been believers in the market and considered the asking price of the Committee too high and hence had refrained from buying.

The market is somewhat quieter this week and Porto Rico and Phillippine holders are not quite so confident and there is some indication that their holding price of 4.86c may be shaded somewhat

Serious Drought in France

The markets on this side of the world are very much interested in the reports regarding the European Beet crops, where the weather has been too dry for the best development for the beet crop now growing. The drought is particularly serious in France and our latest cable stated that the dry spell was still bad although the weather is dry in Germany and other nearby beet producing countries, the crop could regain a large part of its loss development provided the weather is favorable from now on. August is a critical month in the development of beet crop in Europe, and if the weather during this month is not favorable, but continues too dry, it will undoubtedly have a serious effect on the outturn of the crops.

In France the markets naturally are influenced by these conditions and new crop. Crystals have made a further advance.

The United Kingdom reports an active and higher market with raws up to 19s 4d and Granulated quoted at 60s.

Exports Nearer Normal

The renewed activity on the selling of Cuban sugars has naturally been reflected in the crop movement although as yet only to a limited extent. The exports have approached nearer to normal and amounted to 42,450 tons total, distributed as follows: U. S. Atlantic Ports 29,-334 tons, New Orleans, 5,285 tons, Galveston 2,144 tons, Savannah 3,328 tons, Europe 2,359 tons. Receipts at the shipping ports comprised 18,273 tons and as this amount is less than the exports, the stock shows another slight falling off, standing at the end of last week at 1,-410,886 tons. The old crop stock of 18,-066 tons continues on hand.

Stocks in Ports

Stocks in all U. S. Refining Ports and in all Cuban Shipping Ports are reported as follows:

United States 3 Atlantic Ports (New York, Boston and Philadelphia)	104,558	99,598
New Orleans, July 30	21,680	14,053
Savannah and Galveston, July 30	6,241	28,350
San Francisco, July 30	12,425	22,455
Total in United States	144,904	164,456
Cuba, all Ports, Ju. 30	1,428,952	383,686
Total in U. S. & Cuba together	1,573,856	548,324

Increase from last year, 1,025,532 tons.

E. B. Nettlefield & Co. have moved from 50 Front Street E. to 35 Colborne Street, Toronto.

Fifth Avenue Grocer Attracts Crowd By Unique Display

Canadian Grocer's Representative in New York Draws Attention to a Display in a High-Class Store in That City and Believes That Canadian Stores Might Follow the Example

NEW YORK—Park & Tilford, one of the high class retail grocery stores have attracted a good deal of attention by a window display in their Fifth Avenue window. While passing today I made a note of the contents of same. They are as follows:

In the center of tthe window were a barrel of flour and a 100lb. sack of Granulated sugar; on the right hand side of this displayed on glass shelves were the following articles:—Half size tin cans of Salmon; 3 lb. package Rice; Full size tins Salmon; Package Gravy Mixture; Small tin of Tuna Fish; 11 bars Soap; Medium size jar Apple Jelly; Small size jar Raspberry Jam; Quart bottle Olive Oil; 1lb. Cheese Wafers; one half pint jar Clover Honey; Large can Peas; 3 lbs. Bacon, wrapped; 2 qt. jar Maple Syrup; 1 pt. jar Chow-chow; 2 half pt. bottles Tomato Catsup; 1 lb. Soda Biscuits; Package Washing Powder; 1 pt. Queen Olives; 1 tin Mustard; Medium size jar Orange Marmalade; 1 tin Pepper; 1 half pint jar Quince Jelly; 1 half pint jar Blackberry Jelly; 2 lbs. Graham Crackers.

On the other side of the window were: Large size tin of Yellow Cling Peaches; 2 one quart tin Tomatoes; 2 pt. jars Queen Olives; 2 cans Peas; 1 can Pears; 3 tins Sardines; 1 large tin Hawaiian Pineapple; 1 tin Table Salt; 2 packages 1 lb. Coffee; 3 small tins Clam Chowder; One half pt. Horseradish; 1 glass Sliced Bacon; 2 jars Peanut Butter; 1 small jar Pinepple Jelly; Large tin Asparagus; 2 lbs. Tea; 1 lb. Mixed Chocolates; 1 package Seedless Raisins; Large tin Apricots; 2 qts. Apple Cider; 1 large package Seeded Raisins and 1 lb. Soda Biscuits.

A large sign in this window announces the fact that the entire contents can be purchased for $40.85. No other comment is made. There is a crowd assembled continually before it, and from comstopped, the main idea in most people's ments made by a number of those who minds was whether it would be cheaper to buy the contents as they were or to buy each item individually. In other words everybody was looking for a bargain. While I was making notes on the contents of this window, there were at least 50 people crowded around. This has certainly been a good advertisement on the part of Park & Tilford.

Park & Tilford are considered one of the highest class retail grocery stores in New York where they maintain several large stores as well as one in Brooklyn, and stores in some of the other large cities in the Eastern States. This company also have a store in Paris, France.

This idea might be followed out by some of our own Canadian retail stores in the large cities.

The Proper Care of Cereals Will Save Many Dollars

"HE who comes into equity must come with clean hands" would be a pretty good maxim for every grocer, both wholesale anl retail, to inscribe upon his calendar now and for all time to come, writes J. H. McLaurin, president, Southern Wholesale Grocers' Association. "In perfect frankness I must call your attention to some of the charges against grocers that reach my office, and I shall mention only a few of the outstanding ones," he continues.

Improper Care

"Improper care of perishable goods in our stock where quality and price have been guaranteed by the manufacturer: For instance, it is stated by some manufacturers of cereals and like perishable products that in knowing that the jobber has nothing to lose, there are some grocers who make no effort to move the products in the order that shipments are received and that in many instances they are called upon to "take up" goods from a grocer that have laid on his floor for months, while newer shipments have been distributed.

Was in Warehouse too Long

"A letter before me advises that a manufacturer has just sent to a wholesaler a check for nearly $400 covering cereals which represented three different shipments of goods having been in the jobber's hands for more than a year had been found stored back in a dark corner of the warehouse and forgotten.

"We receive frequent letters of this nature, and we must agree that in transactions of this kind we are unable to show clean hands. If these goods had been carried in stock at this jobber's own risk, would they have been more carefully stored and more promptly shipped out? We think so."

In view of the fact that the loss sustained on account of spoiled cereals amounts to millions of dollars annually, much of this loss can be avoided if Jobbers and retailers will:—

1st—Turn out old stock first

2nd—Sprinkle lime on floor and in cracks

3rd—Have floors clean—give them a weekly scrubbing.

4th—Fumigate the cereal room at stated intervals.

MAY START PINEAPPLE GROWING AND CANNING IN ISLE OF CEYLON

An American pineapple expert is now investigating the possibility of founding a pineapple growing and canning industry in Ceylon, say advices from that island.

In Ceylon the pineapple grows well, practically anywhere up to 2,000 feet. Plenty of excellent pineapple land is purchaseable at a fair price in the Kegalle, Gale and Ratnapura districts. Labor is cheap. At Kegalle pineapples of the sweet, hardy Mauritius variety have been grown, largely for local consumption for a long time. To a lesser extent the Kew variety is also grown. A record fruit weighed 28 pounds. It is quite easy to raise fruit weighing 8 to 10 pounds. The sweet rock variety, which weighs between one and two pounds, is common all over the country.

It is believed that there are excellent prospects for a pineapple canning factory. The British Government is anxious to help new industries and there is a steady improvement in the steamship services between Ceylon and the United States and Europe.

Big German Beet Sugar Crop

Latest figures of German beet sugar production for the period from September, 1920 to April of this year show 1,074,719 tons, in terms of raw sugar, as compared with 691,457 tons for the same period last year. The quantity of beets worked was 6,658,500 tons, as compared with 4,796,248.

Imports and exports of sugar have been extremely rare, allowed by the Government only under rigid restrictions. The establishment of a state sugar monopoly is under consideration, Berlin reports.

LESS THAN LAST YEAR

Potato production for the United States as forecast July 1 is 376,997,000 bus., compared with the December estimate of last year's crop at 430,458,000. Forecasts for leading States include Maine, 23,794,000 bus.; New York, 33,566,000; Minnesota, 31,853,000; Wisconsin, 30,929,000; Michigan, 28,502,000; Pennsylvania, 24,806,000; Colorado, 11, South Dakota, 6,772,000; Nebraska, 7,985,000; S. Dakota, 6,772,000; Nebraska, 7,031,000; New Jersey, 7,698,000 Virgin-

A busy morning at the Geo. Rowntree & Sons store, Dundas St., West, Toronto. This firm handles large quantities of fruit, following each variety as it comes along. During ten days, last season, they disposed of six cars composed of peaches, pears and plums. Advertising by hand bills and big displays are accredited to the heavy volume of turnover.

Make Fruits Always Show a Profit

Too Many Grocers Take Losses on Fruits, That, if Closer Attention Were Paid Them, Might be Avoided—A Good Profit in Fruits if Handled Properly—Get Orders Ahead

(Written Specially for Canadian Grocer)

IF every grocer in every town in Canada knew how many crates of fruit his customers wanted before he placed his order, selling such a perishable commodity would be plain selling, but unfortunately the grocery business has not been so arranged.

There is'nt a grocer this side of the Atlantic or the Pacific, who has not time after time counted up his losses in fruit. And every time he figured so much in lost profits, he has no doubt said to himself, "I wish there was no such thing as fruit."

But there is a good profit in fruit if it is handled properly. Fruit demands care and attention, and it has to be properly attended to every day.

One Man's Job

In nearly every big grocery store there is one clerk whose special duty it is to look after the fruit. This plan has proven itself in many stores. It has been followed out with much success by more than one retailer. E. R. McTaggart, head of McTaggart and Son, Vancouver, B. C., gives personal attention to all the ordering and handling of fruit in the store.

One Saturday afternoon about five o'clock, during the strawberry season, the Mc Taggart store ran short of berries and as this store is prominently located on a downtown corner the cash trade was heavy, the berries moved quickly. In fact they moved so fast that they were all gone about 5.10.

The clerks apoligied to all those asking for strawberries and said that there had been a 'brisk demand.' Mr. McTaggart when questioned as to why he did'nt buy more berries for the day's trade said that he had based his order on the average Saturday's sales and that as the demand was somewhat heavier than usual, naturally the store ran short.

"But it is far better to run short on such a perishable commodity as berries, than to have three or four crates left over late Saturday night. People know that fruit is seasonable and that when once it comes into its own season it goes quickly, therefore no one was offended by telling them that the berries were all gone."

John Irwin, of Calgary, Alta., and Stone's of Winnipeg are retailers who give special attention to fruit, both in their windows and in their store. To look after the fruit in these stores is one man's particular job.

Take Orders In Advance

But where the biggest profit is to be made in fruit is by getting your customers to order in advance. To follow out this idea is not a difficult matter by any means. The wholesale fruit men are kept posted on the movement of different fruits, while the grocers themselves know fairly well when the different varieties of preserving fruits are leaving the orchards. From such sources as these, every clerk in the store should be told about the movement of fruit, when it will be here, at about what price it will be sold, what the crop is like, whether apricots will be scarce or whether they will be plentiful. All these things should be drilled into the men.

When this is done and the clerks are enthusiastic about fruit, talk fruit to your trade. When Mrs. Jones and Mrs. Smith and all the other customers in your circle phone or give their orders tell them that apricots will be here about such and such a time, and suggest that they order theirs right now, lest they be disappointed.

This is being done every fruit season, by hundreds of grocers throughout the country. And, when all these orders are in a week or more before the fruit even starts to leave the orchards, you have a pretty fair idea of about how many crates you will need, and what is more, you are performing a service for your customers that they will appreciate. But what is of even greater importance you are gauging your sales and ordering accordingly. You are ordering fruit in broad daylight, not in the dark as so many dealers have done and are doing.

The idea of ordering fruit well in advance of its arrival, if carried into effect by the majority of retail grocers of Canada, would put the business on a much more substantial basis than it is today.

More Lemons Sold In Winter

Someone said a few years ago that lemons could not be sold in winter time and that lemons—"Why, shucks, whoever thought of selling lemons in winter, ex-

(Continued on Page 22)

This Business is 50 per cent Credit

George Stables Fifty Years Ago Started a Grocery Business in Newcastle, N. B., that Is Now Being Operated by his Son—Credits Accounts Are All Good—What Good Equipment Means in a Grocery

(By Staff Correspondent Canadian Grocer)

SOME fifty years ago a boy of sixteen, an immigrant from Scotland, with no money or friends and all his possessions in a carpet bag, came to Newcastle, N. B. Although he was poor in worldly goods, he was rich in determination to make good. After working for three years for a local merchant he decided to go into business for himself. He had everything but capital but this did not baffle him as during the time he had worked for others he had built a reputation for honesty and reliability. Consequently it was not a hard matter to get a note endorsed. Upon presenting the note to the bank, the first thing asked by the manager was whether he was paying anything for the accommodation, and if so to return the note as he could get it then for nothing. His start was therefore made easier.

Now in Charge of Son

This man was George Stables who up to three years ago carried on a grocery business in Newcastle. Mr. Stables is to day in good health but has given up the business and is spending his time on a small farm he owns.

The business has passed into the hands of Mr. James Stables, the eldest son, who got all his training under his father. The store to-day still enjoys the distinction of being the best business of its kind in the town, and last year had a turnover exceeding $126,000.

Must Have Good Equipment

As the present owner remarked to a representative of Canadian Grocer, "When I took this business over I did have any capital and it was necessary for me to issue notes, but I made it a point to always meet them, and when possible to be just a little ahead of time."

This is the system under which Mr. Stables conducts his business and is in a large way responsible for his healthy financial condition.

Mr. Stables believes in spending his money on trying to improve his business and surroundings. He has some gigantic plans which he intends putting in operation in the future. "A man should always plan and build for the future," he added. "When a man stops planning he begins to slide back." He also claims to have the cleanest store and warehouses and invites his customers to inspect the same.

Mr. Stables' business is fifty per cent. credit which he claims is all good. A close check is kept on credit trade and if an account is not paid in time, a personal letter is sent. There have been very few losses from this end of the business. That there is not enough co-operation among merchants is a point which Mr. Stables regrets. If the merchants were all members of a retail association, when a customer defaults payment the matter could be referred to the association and all the members could be notified. A lot of the present losses would then be avoided.

An account register is used for keeping of records in this store and when goods are charged the bill is made in triplicate, one copy going to the customer one, for the register and one to the office. By the use of the register a customer can be told in a few seconds the exact standing of the account, and in commenting on its help, Mr. Stables said, "If I had to do without it I would cut all credit."

Must Have Good Equipment

This man is on the job at five every morning although he doesn't consider it necessary but he prefers to get up earlier so he can work undisturbed for a couple of hours. In this time he makes up all his books for the preceding day and everything is kept up to date. Nothing is received or paid out without being entered in the book, and at a moment's notice one can find how much business has been done for the month, year, last year, or any other information wanted.

"Any grocer who wishes to do business along modern lines can't succesfully do so unless he has the modern equipment," remarked Mr. Stables, and this thought is borne out by the fact that in his own business he has such equipment as computing scales, cheese cutter, cash register, bins and drawers for stock and sliding glass doors on his shelves and show cases. At present he is waiting for a meat slicer which has been ordered. With the latter he hopes to increase many times his present sale of cooked meats.

Bread Should Be Wrapped

Mr. Stables is an enthusiast on wrapped bread and claims it shouldn't be sold in any other form. On a Saturday he sells about 350 loaves.

MAKE FRUITS ALWAYS SHOW A PROFIT

(Continued from Page 21)

cept for hot lemonades or when one has a cold."

But look at these facts: The California Fruit Growers' Exchange, by judicious advertising and the active co-operation of the retailers, increased the sale of lemons during the cold months 18.8 per cent. over the ten year average, while for a similar four year period summer lemon sales showed an increase of but 6.3 per cent.

Read that and let it sink in. Lemon sales increased three times more during cold months than they did in the summer months.

There are the facts. If such a thing can be done with lemons why can't it be done with Canadian preserving fruits? It can. There are no "ifs" and "ands" and "buts" about the matter. It can be done by studying the fruit trade a little more than usual, by telling your customers, and by becoming enthusiastic yourself.

There's money in the handling of fruit. Do it right and you'll be well repaid.

MILLION COCOANUTS STORE IN PANAMA

It is estimated that a million cocoanuts are stored at various warehouses in Panama City and Colon, awaiting shipment to the United States or Europe. On the present market they cannot be sold. They are of the highest quality, and are used principally in the manufacture of candy or of shredded cocoa.

A year ago these nuts would have sold quickly at from five to seven dollars a hundred, but now there is no demand for them at two dollars a hundred. Some of the nuts collected within the last six months have been dried in the sun and are available for sale as copra, but most of them are still in the shell awaiting any offer. The rainy season has come, making further drying in the open air impossible. One of the richer haciendas is purchasing artificial driers with the end in view of making copra and storing it until a better price can be had.

The people in Panama most affected by the slump in the cocoanut market are the San Blas Indians, a tribe whose country has never been exploited by the white man. They do not know there has been a world war, or anything about the universal depression; they only know that the traders no longer come to their coasts to carry away nuts and leave food and clothing. All this trade is done by barter, and when cocoanuts are in demand fifty small schooners ply between the San Blas coast and Colon.

THAT NEW CLERK

Customer—Have you canned tomatoes?

New Clerk—It's a little early and I'm afraid we haven't done any canning yet this year. However, I'll ask Mr. Smith and find out.

Records of Extract Sales Not Required

Law in this Respect Still Stands but is Not Being Enforced—In View of Changes in Ontario Temperance Act—The Government Regulation in Regard to the Sale of Honey.

EDITOR, "Canadian Grocer"—
Will you please advise me as to the following:—

Is the government enforcing the Act that requires grocers to keep a detailed record of each and every bottle of extracts sold, or have they practically allowed the Act to become a dead letter? I have enquired of many grocers and I find not one who is keeping the record.

I note in the paper recently that a grocer was before the magistrate for not having revenue stamps on his bottles of extract of lemon. Is there a law requiring this?

I am informed that a fine of $100 may be imposed on us if we sell a section of honey without the stamp of the apiarist thereon. Is there a law requiring this?

Not Enforcing Law.

Editor's Note:—The government is not enforcing the law in respect to keeping a detailed record of every bottle of extract sold. The Act still stands, but on account of the various changes in the Ontario Temperance Act, it was found not necessary to enforce this law. It was first enacted to correct the evil of persons buying extracts for the purpose of making intoxicating beverages. After the Temperance Act came into force, people were buying extracts in quantities never before thought of, and the practice was becoming a dangerous one to the health of the people. Consequently the Act requiring the keeping of a record of all sales of extracts was enacted. With changes in the Temperance Act, it was not necessary to insist on these records. Whether complete prohibition as now in effect will have any effect on the sales of extracts remains to be seen.

No Stamps Now

In regard to the second question, There is no law requiring the affixing of revenue stamps to a bottle of extract of lemon. In the new taxation laws brought down in the budget this spring, the law requiring the affixing of stamps on proprietary medicines, etc., was rescinded.

Regarding the name of the apiarist on a section of honey, it is not necessary to have the name of the apiarist on the same when making a sale. It might be well to cite here the law in respect to honey, as enacted in 1920. It is as follows:

The Law in Regard to Honey

Feeding bees with sugar, except for the purpose of being consumed by them as food, or with glucose or any sweet substance other than such as bees gather from natural sources, with the intent that the same shall be used by the bees in the making of honey, or excepting as aforesaid, the exposing of any such substance, with such intent, shall be deemed a wilful adulteration of honey within the meaning of this Act.

The word "honey" shall not be used either alone or in combination with any other word or words on the label or other mark, illustration or device on any package containing any article of food which is or which resembles honey, and which is not pure honey made by bees, and no package ocntaining any article of food which is not pure honey, shall be labelled or marked in such a manner as is likely to make people believe it is pure honey; and any article of food labelled or marked in violation of this section shall be deemed to be adulterated, within the meaning of the Food and Drugs Act, 1920.

The Penalty.

Everyone who is guilty of wilful adulteration of honey under section two or who violates any provision of section three of this Act is guilty of an offence and liable upon summary conviction to the penalties provided by section 16, of the Food and Drugs Act, 1920.

JUDGMENT FAVORS EXPRESS COMPANIES RE CARRYING FRUIT

Ottawa—In a judgment just issued the Board of Railway Commissioners refuses the application of the Ontario Fruit-Growers' Association, the Niagara Fruit-Growers' Association and the Niagara Peninsula Growers, Limited, for an order directing the express companies to restore the arrangement for unlimited loading of carload fruit and vegetables from stations in Ontario to points in the Maritime Provinces and western Canada. This privilege gave shippers the right to have fruit unloaded from carload lots, at different points in addition to the final destination.

Chief Commissioner F. B. Carvell in his judgment declares that he is not able to convince himelf that it is the duty of the board to order transportation companies to lose money in carrying goods in order that there may be no interference with an old established business. Hon. Mr. Carvell says he realizes that the judgment will probably result in consumers paying more for their fruit, but that, although he regrets it personally, he is compelled to refuse the application.

B. C. FISHING CO. PASSES ITS QUARTERLY DIVIDENDS

Montreal, Aug. 8.—The directors of the British Columbia Fishing & Packing Co., Ltd., have passed the quarterly dividend on the stock. The dividend heretofore has been 1½ per cent. per quarter, or at the rate of 6 per cent. per annum. The action is presumably based upon the poor result of the salmon pack in British Columbia this year.

The dividend has been maintained on the stock since the company was organized in 1914, as a holding company for the British Columbia Packers' Association. In that year 13.4 per cent. was paid, 3½ per cent. in 1915, 4 per cent. in 1916, 4 per cent. in 1917, 5 per cent. in 1918, 5½ per cent in 1919, and 6 per cent in 1920.

Mrs. E. B. Eddy, widow of the late President of the E. B. Eddy Limited, Hull, Que, died at her home, "Dunara," on the Aylmer Road. She was born at Chatham, N.B., 56 years ago. In 1894 she married E. B. Eddy. She is survived by one sister in California and a brother, J. T. Sheriff, a director of tlfe E. B. Eddy Company.

BUSINESS MEN IN ENGLAND OPTIMISTIC

Mr. St. Alphonse, managing director of W. J. Bush Company, Limited, Montreal, recently returned from a two months' trip to the Old Country. Leaving here on May 27th and returning last month gave Mr. St. Alphonse and his wife a pleasant and enjoyable time visiting friends in the Old Country. In speaking of conditions existing in England at the present and during the summer, Mr. St. Alphonse said that while the strike and the drought seemed to be felt in the country, generally speaking it was not very noticeable in the larger centers. Business people were optimistic in regard to the future prosperity of their country and were going about their business as usual and expected to be back to their old form inside of two or three years' time.

TOWN BUSINESS STOPPED BY BEES

Business was paralyzed, scores of persons ran to cover and traffic ceased for more than an hour for a distance of three blocks in the business dictrict of Bozeman, Mont., when thousands of bees, that apparently had lost their queen, swooped down on that section and filled the air.

Tourists driving into Bozeman over the Yellowstone train stopped their cars and parked them. Finally a city street foreman with a shovel and hammer succeeded in attracting the bees into a city park, a short distance away, by a constant clanging.

McJannet, Ltd., Creemore, Ont., has disposed of their Creemore branch to Fisher, Norton Co., Ltd.

Long-Profit Specialties Should Occupy Prominent Position in Proper Store Layout

Western Merchants Stresses Important Points in Store Arrangement—Staple Merchandise in Less Prominent Place—The Value of Equipment — Discussion on Advertising.

ADDRESSING a gathering of retail merchants in Western Canada recently, T. L. Arnett of Souris, Manitoba, spoke of the value of equipment and fixtures in a store. His remarks are very timely and should be found interesting to all retailers.

When you want heat you build a fire. If you want to make money in your business, create the fire of service to your community and the warmth of profits will be your reward. Profit follows service as day follows night. The man who accepts his business as a sacred trust, and discharges his responsibilities justly will receive honor and riches in abundance.

Proper store arrangement or layout is essential to efficient public service. The customer should be enabled to purchase requirements with the least effort and in the shortest length of time. People know the necessities of life they require, so less prominent position in the store can be allotted to such goods. Prominent positions and display should be given to merchandise for recreation, adornment, or luxury. These are the things which lift us above the common level. All who can afford them should buy them.

If a customer comes into your store it should not be necessary for him to have to ask you whether or not you stock the line of merchandise which he wishes to buy. If a customer leaves your store with money in his pockets and walks into another store and completes his purchases or sends to the mail-order house for the balance of his requirements, you have failed to create the fire of service and you have missed the portion of profits as your reward.

The arrangement of the merchandise in the store is called the layout of the store. It determines the placing of your shelving, counters, show cases and other equipment. There are certain definite laws, certain underlying principles which must be observed in the layout of a store. Men, guns and munitions do not make a victorious army, neither does a building and equipment and merchandise make a successful store. In laying out a store we must consider the principles to be observed in order that the store layout may contribute its share to the attainment and maintenance of your service and profit. The principles underlying the layout of a store are inherent in the nature of the merchandise, the customer and the working force. I will state these principles without much comment, and will leave them for your discussion.

1: Place long profit specialties in prominent display.

2: Place goods near the entrance, the specialties most prominent.

3: Place staple lines department in less prominent positions, in such a way that in order to reach them men will that in order to reach them the women will pass through the long profit specialties department.

These principles are governed by the very nature of merchandising; they will apply equally to the smallest village store or the largest department store on the continent.

Purpose of Equipment

Along with the discussion of the layout of a store, the nature of the equipment must be discussed. Appearance as well as use must be taken into consideration. The merchandise should be featured and fixtures should be unobtrusive. If the dirt of your store and fixtures, or the uncalled-for elegance of your fixtures attracts the attention of your customers, their mind is centred in the wrong place. It should be upon the merchandise.

The purpose of store equipment is three-fold:

1: Care of stock: The first care in designing fixtures should be to have a place for every item of the stock. This assists in giving a definite knowledge of the stock and tends to keep the stock well assorted.

2: The second purpose of fixtures is to reduce labor costs, by a proper arrangement of stock and display. The quantity of labor required per thousand dollars of turnover can be reduced.

3: The third purpose of store equipment is to increase sales. Proper store equipment will increase your sales by helping you render a bigger service to your community. If you can feed your community with the right kind of food, dress them in the right kind of clothes, furnish their homes in good taste, you will soon forget your competition. You will have none.

Proper store equipment will help you to do these things. It will add to the prestige of your store, it will enable you to keep your goods in perfect condition. Proper equipment will so display your stock that you will have satisfied customers and your bank account will show you that you have made $2 grow where there was only $1 before.

The Retail Merchant is an important link in the economic chain of distribution. Capital and labor would not avail much were it not for the retailer who distributes the manufactured goods to the ultimate consumer. Goods piled in the factory warehouse are useless. The consuming public alone gives them value. The people of town and country would soon sink to primeval conditions of barter unless the products were easily available. The retail merchant is responsible for bringing the results of labor and capital to the ultimate consumer, to the advantage of both the manufacturer and consumer. With the retail merchant lies the responsibility of caring for the wants of his community. If his work is well done, food, raiment, shelter and the luxuries of life are freely distributed, making for community content and happiness.

So Shall Your Profits Be

Merchandising is a study more interesting and profitable than any other subject to the man who is prepared to concentrate on it. We cannot reach perfection in it, but we can strive for an ideal. The successful man is the one who has tried, not cried; who has worked, not shirked; who has shouldered responsibility, not evaded it; who has gotten under the burden, not merely stood off looking on, giving advice and philosophizing on the situation.

This is going to be a good year for thinkers and workers, and remember the law: according as you serve your community so shall your profits be!

Advertising

The editor of the Saskatoon Star, Mr. McTavish, was scheduled to speak on "Advertising," but his time was devoted more to a general discussion on the subject, rather than to remarks by Mr. McTavish. "Besides the purpose of making sales," said the speaker, " there is a great purpose that should never be overlooked—that of building good will. The character and service of a store should always be promoted. Never cry 'Wolf! Wolf!' Never say 'cut price' and sell at regular. Never mislead. Advertising will bring people into the store, but if you mislead them you do yourself inestimable harm; you waste your money."

The opinion was expressed that of all the media for advertising, the country weekly was one of the most profitable. One merchant said that in his town there was a good weekly of 800 circulation in which he used a full page. In the neighboring town was another

good weekly in which the local merchants did not advertise. This man stated that he also used a half page in this weekly and obtained very good results from it.

Mr. McTavish spoke of the advantages to be gained in linking up with the national advertisers. The linking up with the big concerns gave prestige to the local merchant.

Typography

The subject of typography came up for discussion, and it was pointed out that the choice of type was a most important factor in the layout of an advertisement. The suggestion was thrown out that the advertiser should consult with the printer as to the best types for use. A few general rules were mentioned in the course of the discussion. It was pointed out that the eye naturally travels from the centre to the right side of the page, and thus the statement at the right-hand side of the page would, everything else being equal, get the most attention. Heavy titles and captions can either make use of this tendency or can overcome it. A heavy type line at the bottom of the page is in danger of rushing the reader's attention through the preceding copy. Speaking of advertising, Mr. McTavish recommended the setting aside of an appropriation and sticking to it. He mentioned the so-called advertisements that should be more properly called donations; he advised that price should always be put in advertisements.

Some one asked if the farmer would not continue to trade where he had always traded despite the advertising, but it was claimed by the speaker that a direct appeal to the farmer, among others, would eventually create an interest that would ultimately win at least a share of the farmer's trade.

One merchant who is located in a district where there is a large foreign element, opened a discussion on how to reach the foreigner who is ignorant of the English language.

Many interesting solutions were suggested, , but the best seemed to be the statement of one merchant who said that in the foreign schools of the west Eaton's catalogue was a text book. It was so easy to point at the picture of a saucepan, for instance, and get the child to connect it with the correct English word. The idea was that the local merchants should prepare a special sheet with pictures and text-book phrases describing a few of the lines handled by the merchants. A small advertisement at the back of the sheet should keep and help to make sales.

Mr. Reis remarked that the standing advertisement was worthless except that it advertised that the merchant using it was a "near-dead one."

T. L. Arnett closed the discussion with the plea that in advertising the merchant should be ultra-conservative. "Better under-state the case than to be found guilty of exaggeration," was his advice.

What Is A Grocer?

This question was recently debated in a London, England, Police Court, relative to prosecutions under the Grocers' and Provision Dealers' Closing Order. The magistrate decided that the term "grocer" might now be held to denote the keeper of a general store although originally intended to apply to a man who sold "by the gross." Further investigation brings one to the spelling of the word in the Middle Ages—"Grosser" meaning any wholesale dealer who sold goods in large or "gross" quantities. "Grosser" coming to us through the French from the Latin "Grossus," meaning "Great.". The "Grocer" of to-day was then known as a "spicer".—The Gipsyville Journal.

W. J. Bradley of Sainsbury Bros., Toronto, spent a few days at the firm's branch office at Winnipeg.

J. H Sharpe, manager of the McCormick Mfg. Co. at Calgary, Alta., has been transferred to the position of manager at the Winnipeg office.

Where Good Equipment and Attractive Fixtures Assist in Increasing Sales

The arrangement of this store with handsome display cases well to the front, is such that long profit specialties as shown here, at once catch the eye of the customer.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by
THE MACLEAN PUBLISHING COMPANY, LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER

Vol. XXXV. TORONTO, AUGUST 12, 1921. No. 32

WHY CUSTOMERS WERE LOST

IN A RECENT investigation carried on for the purpose of determining why a certain list of households had stopped trading at certain stores some interesting data and information was obtained. This investigation was carried through a list of 197 households and it was shown that over 40 per cent of the lost customers were made so because of faults directly traceable to the attitude of the salespeople. These causes included indifference on the part of the clerk or salesperson, insolence and over-insistence.

A summary of the reasons for which these 197 householders changed stores should have the careful attention of every retail merchant. It is a chart that will bear frequent perusal and repeated reference.

Indifference	47
Attempted substitution	24
Errors	18
Tricky methods	18
Slow deliveries	17
Over-insistence	16
Insolence	16
Unnecessary delays in service	13
Tactless policies	11
Poorly arranged store	9
Ignorance of goods	5
Refusal to exchange goods	3

Every one of these causes is avoidable and can be corrected. Most of them are absolutely inexcusable. Two items, those referring to errors and to slow deliveries are natural human failures which cannot, as long as human beings are employed, be entirely eliminated, though they can be reduced to a minimum through eternal vigilance. All of the others, however, have no excuse for existence as sales barriers.

This list of "reasons for lost customers" also emphasizes the importance of having polite, competent sales people, and an insistence that "clerks" act the part of "sales people" rather than merely "store equipment."

HEAVY DUTIES FOR CANADA

DUTIES amounting to $27,229,237.97 would be levied on Canadian farm produce exported to the United States under the provisions of the proposed new United States tariff, according to a statement by the Department of Agriculture. The figures were based on the volume of exports to the United States of 12 different articles of Canadian farm produce during the year 1920.

Last year Canada exported to the United States 42,324,894 bushels of wheat. The duty on that quantity at the proposed rate of 35 cents a bushel would amount to $14,713,712.90. The exports of wheat flour totalled 1,187,750 barrels, which at 20 per cent, ad valorem would yield 2,404,618. Potatoes to the amount of 4,204,684 bushels were exported to the United States. The duty on these at 25 cents a bushel would total $1, 501, 171.

Cattle for breeding purposes exported during 1920 amounted to 294,009 head, the duty on which, at 30 per cent. ad valorem, would total $6,369,765.30.

Meat, fresh or frozen, to the extent of 430,142 hundredweight, was sent across the border, the duty on which, at 2 cents per pound, would reach $860,284.

Canada's exports of wool in 1920, totalling 7,128,065 pounds would have paid a duty of 15 to 45 cents per pound, but, taking thelower figure, the total duty would have been $1,069,209.75.

JAMS AND CANNED GOODS FIRM

AN INTERESTING feature of the grocery business at the present time is the more stabilized condition of the jam and canned fruit trade. Jams have firmed up considerably during the last few weeks since the putting on the market of stocks that could not be held by manufacturers. Some firms at considerably below cost in order to satisfy t he demands of the banks and now it would appear that the majority of these stocks have been got rid of. Prices are now quite firm and particularly so since the advance in the sugar market the other day.

A canvas made by Canadian Grocer of jam manufacturers not only in Canada but in Great Britain and the United States, shows that the packers have not put up anywhere near the quantity of jam they did last year. Careful consideration has been made on stocks held over from last year and in some instances packers scarsely packed any of certain kinds at all.

In so far as wholesale prices on general lines are concerned the month of July shows the smallest decline in any month since the peak was passed. Prof. H. Michell of Toronto University estimates this decline as only 1.7% from the June figures. He also estimates a total decline of 44% from the peak registered in May 1920. This seems to indicate that in a good many instances at least the bottom has been reached. It is up to the merchant to study the individual markets exceedingly close so that he may adjust his business accordingly.

EDITORIAL BRIEFS

The cash discount may look small, but when you figure out two per cent of your year's purchases, it doesn't look so small.

It takes even more than hundred per cent salesmanship to offset inefficient buying. See how near to a hundred per cent efficient you can bring your buying. ?

The merchant who buys often always has a more up-to-date stock than the fellow who buys only at certain "seasons."

There is nothing to be said in favor of having an overstock of goods unless in an advancing market, but on the other hand, if you do not have the goods you cannot sell them.

Clean windows, polish show cases, increase the effectiveness of display. Likewise a clean shaven face and spotless linen add to the personality of store salesmen.

Speed Sales Through Advertising

August Is a Good Month to Study Expenses and Turnover—Use Newspaper Space, Good Displays, Keeping the Windows Well Dressed to Boost Business in the Dull Season

(By Henry Johnson, Jr.)

A RECENT survey of retail business reveals some quite startling conditions. It shows that expenses have crept up in almost all lines, but particularly so in the grocery business. The dull month of August will be a mighty good time to digest these facts and plan remedies. Also, study now may obviate losses later on. The man who knows what losses he may be in for if he doesn't watch out is apt to watch and so avoid the losses—and prevention is better than cure.

In 1915, Harvard showed that grocers operated on a mean figure of 12 per cent. if they handled groceries alone—14 per cent if groceries and meats were handled. In 1919, the figure crept up to 14.6 per cent. and that was .6 per cent higher than the 14 per cent. flat of 1918. I have never regarded Harvard as quite accurate in its averages, because my investigations all point to an average of around 16 2 3 per cent—say one sixth of the money received by the grocer. But whether Harvard is representative of the entire country or not is secondary. The main fact is that it has pointed the way whereby any grocer can get right down to earth and learn how his business stacks up and apply remedies.

But now come the latest figures, said to be a resume of Harvard, System, Ritchey and a lot of newspaper folks, plus Babson; and the figures are arresting, not to say startling. We find the grocery average stated at 18.91 per cent- It is made up this way:

Rent	3.07
Salaries	8.46
Heat & Light	.39
Delivery	2.53
Advertising	1.83
Supplies	.37
Ins & Taxes	.58
General	.45
Depreciation & Shrinkage	.76
Bad Debts	.47
	18.91%

Note no charge for interest.

Compare with 1919

Let us compare these with the Harvard average of 1919, thus:

Rent	1.10
Salaries	6.90
Advertising	.20
Heat & Light	.23
Delivery	2.40
Supplies	10
Insurance & Taxes	.35
General Expense	.50
Depreciation & Shrinkage	.34
Bad Debts	.30
	for 1919

I do not give all Harvard's figures because the classifications are not similar; but what I have given will indicate how considerably certain items have enhanced. Together, the enhancement of 4.3 per cent is something to think about.

What is the cause? The same as operated in a reverse direction in 1917-1919. Then the increased volume and steadily appreciating values more than offset advancing costs of operation, so that expense ratios declined. For the last year or more, values have been shrinking and volume has dropped off greatly, while operating costs have not declined in similar proportion.

A rental of $75 per month, $900 per year, works out to 1.8 per cent on a business of $50,000. If, now, that business is slowed down to the ratio of $30,000, the figure of the rent remaining constant runs that item up to 3 per cent on sales. If the decrease is to $40,000, the rent then becomes 2¼ per cent on sales. Of course, you may say— and be honest in your conviction—"Oh, but my business could not fall off forty per cent, not even twenty per cent, without my knowing enough to curtail expenses in some proportion." True—as applied to an entire year. but the trouble with times like these there is that the decrease in sales runs along for two or three months before we know it. And two or three months of unprofitable or losing business eats into our showing for the entire year most woefully.

Certain Expenses Cannot Be Cut

But rent cannot be cut except in response to very radical changes in conditions, such as come about slowly. If depression continues over a term of years, rents will be affected; but if leases are in vogue, changes are slow to mature. Just as men who held long leases during the past four years have thereby saved a nice percentage on their rents, so landlords who made leases a year or two since for terms of five years or more are now eating their clover. So rent is an expense that cannot usually be cut. We must look elsewhere for something to curtail.

Salaries is the first item, also the most important, to be considered and handled. I put it that way because perhaps you do not want to cut them, as we shall see. Harvard shows that in 1915, salaries constituted 7 per cent on sales on the average, with 5 per cent attained by the group called "more efficient stores." In 1919, Harvard shows salaries averaging 6.9 per cent with the "more efficient" group omitted. This bears out—or seems to bear out— my conclusion that expenses were reduced all along the line during the era of high values and easy sales.

Now contrast those figures with the tabulation of today's expenses—8.46 per cent for salaries—and you can see where slow business may make you get off if you let things slide. Two courses are always open to you whereby expenses may be reduced. You can cut the expenses where possible, or speed up turnover to increased volume so that present costs will bear a lower ratio to sales.

If you are one who thinks he "can't do anything about it," the one course open to you is to cut wages by dropping every clerk or other helper you can possibly get on without. Make your selection carefully among your help, to keep those who have proven most valuable to you, and drop the rest regardless. But if either you are one who feels that" what others can do, I can do," or now feel within you the conviction that you can do from now onward what others have done and are doing, another course is open to you with possibilities far more promising that the simple curtailment of wages expense.

Speeding Sales through Advertising and Other Means

Grocery store advertising has had a remarkable development during the past six years. In 1915, according to Harvard, the high ratio was 1.8 per cent, the low figure, .01 per cent, the mean average, .1 per cent. Let that be emphasized: one and eight tenths per cent, one one hundreth per cent, with an average of one tenth per cent. In 1919, this had improved to 3 per cent for the high, .01 for proved to 3 per cent for thehigh, .01 for the low and .2 for the mean; or putting the two figures differently, the low was still one one hundreth but the mean had risen to one fifth per cent. Today, according to the latest computations, the average among grocers is 1.83, or nearly two per cent on sales. This seems to show that grocers have grown to appreciate the value of advertising.

Let us look at this from another important angle—the department store. That store labors under an average expense of from seven to ten per cent more than the grocer sustains. Yet you never hear of the failure of a department store, while failures among grocers are everyday news. One important reason why department stores thus succeed is that advertising is used more liberally in slow times than when things run along briskly "by themselves".

Suppose, then, that you work on both plans. Cut out everyone about the shop whose work is not of the best. Simul-

Continued on page 37

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

MARITIMES

A. C. Carson has just completed a new store on Highfield St. Moncton, N. B., and is operating a cash grocery business.

Mrs. M. P. Canthers, High St. Moncton, N. B., has recently entered the grocery field adding this department to her present ladies' wear business.

The grocery business formerly operated by W. M. MacNut on High St. Moncton, N. B., has recently been taken over by M. I. Blackman.

A meat market and grocery store in Newcastle, N. B., has recently been opened by Joseph Mitchell. The store is being operated by his sons.

F. S. Maher former manager of the grocery department of W. S. Loggie and Co., has recently taken over the grocery business formerly operated by B. M. Moran and Son in Chatham N. B.

Edmund Bourgeous, grocer, Henry St. Moncton, N. B., had his store and contents recently destroyed by fire.

ONTARIO

The St. Clair Provision Shoppe has commenced business at 996 St. Clair Ave., Toronto, H. Schierholtz is the proprietor.

The Loblaw Stores have opened up a new branch at 1175 St. Clair Avenue, E. G. Saigle is in charge.

J. H. Price has opened up a store at 706 Kingston Road.

W. B. Earle, Cornwall, Ont., representing the Hornton-Cato Mfg. Company, Windsor, Ont., is in the Western Canada on a business trip. Mr. Earle reports good business conditions in the west, no doubt due to the promising crop that is being harvested. Several manufacturers are reporting similarly, all of which is a good indication that the west expects at least an average fall and winter trade.

The staff of the Harris Abattoir Co., Limited, held their annual picnic at High Park, Toronto, last Thursday afternoon. There was a very large attendance of the employees and their friends, all of whom had a very enjoyable outing.

The first reading of a bylaw to give New Toronto the privilege of licensing practically all forms of business, took place at the meeting of the council of New Toronto this week. The bylaw licensing businesses astonished the councillors by its scope.

A. F. Appleford, of Minneapolis, who has been in Woodstock in connection with the location of the Oxford Milk Products Co. there, was taken violently ill a few days ago, and little hope is held out for his recovery.

The north end grocery, Oakville, Ont., owned by Mr. Fisk, has been sold to Arthur Turk.

BUSINESS CHANGES

Hopper and Oder have commenced in the grocery business at Hamilton, Ont.

Mrs. Isaac G. Hough has bought out the grocery business of H. B. Kennedy, Toronto.

Gilbert Bros., conducting a general store at Bishop's Crossing, Que., have dissolved partnership.

The Italian War Veteran Co-Operative Ltd., wholesale grocers, have disposed of their stock.

Wilfred Rinquette, grocer, at Montreal, has disposed of his stock.

WESTERN

W. A. McKay of the Gold Standard Mfg. Company of Winnipeg, who has been confined to his house for several weeks with sickness, is out again and attending to his duties.

W. C. Walker, manager of the Fruit Dispatch Company, Winnipeg, is spending a two weeks' vacation at Chicago with relatives.

MONCTON N. B. RETAIL MERCHANTS ENJOY PICNIC

The retail merchants of Moncton, N. B. held their first annual picnic on July 27/21. A special train of seventeen cars carried the party to Point Du Chese, twenty miles away where there is a magnificent bathing beach. While the cars were filled to capacity there were also several hundred automobiles which made the trip. .

All merchants closed for the day and everyone dug in and helped to make it a success. This is the largest crowd which has ever attended this famous resort. The citizens band accompanied the joy seekers and did much to enliven things.

RICHIBUCTO N. B. IS SWEPT BY FIRE

The principal street of business in the town of Richibucto, N. B., was swept by fire in the early hours of the morning Aug. 2nd.

About twenty buildings were burned including the stores warehouses and freezers of A. & R. Loggie & Co. and those of O'Leary & Montgomery. These were the largest merchants there. Both the Kent and Le Blane hotels were also destroyed. The cause is unknown.

General Manager Is Appointed for Thos. J. Lipton

R. P. Langford, formerly manager of the export department of the Bowes Co. Ltd., Toronto, has been appointed general manager for Thos. J. Lipton. Mr. Langford has been travelling throughout Europe for the past two years. He brings with him a thorough knowledge of the Canadian market, having many years experience in Western Canada as a retail merchant, and having covered the western country as a traveller from Port Arthur to Dawson City. He is also well acquainted in Ontario and the East.

O. C. Moffat recently with the Goodyear Tire and Rubber Co. Inc. of Akron, Ohio, and formerly credit manager of John Sloan and Co., Toronto, has been appointed sales manager for Thos. J. Lipton, Mr. Moffat is now on a trip to Victoria, B.C.

Sir Thomas has closed his Montreal office, and has made arrangements with Hudon, Hebert. and Cie Ltd., who have established a special tea department to handle Lipton's lines. Hudon, Hebert & Cie will represent Thos. J. Lipton in the Province of Quebec.

A. McDONALD & CO., LTD. HAVE ENJOYABLE PICNIC

VANCOUVER (Special).—The staff of A. McDonald & Co. Ltd., wholesale grocers, spent an enjoyable day at Bowen Island Park recently.

The steamer "Cheam" was chartered and an early start was made on an extensive program of sports. Not only were the ordinary ground games played but a great number of aquatic stunts were pulled on the bathing beach. The baseball game between Mac Donald's, and an Imperial Oil team was called off on account of the "White Star" slugger losing the ball in the "Sound"

Among the visitors noticed at the picnic were Percy Chapman, General manager of the A. Macdonald grocery houses and resident in Winnipeg. H. H. Cooper, Edmonton manager was also with the party. The Moose Jaw manager, John Crawford was also enjoying the jaunt.

Export Clubs Will Be Formed in Every City and Town in Canada

Canadian National Exports Club, Formed Early This Year, Will Have Local Organizations in Every Town and City in Canada—The Object of the Clubs

UNDER the direction of the Canadian National Export Club, which was formed in April of this year, export clubs are being organized in every town and city in Canada.

The movement was started by the Canadian Manufacturers' Association. The first local club to be formed was that in Toronto and is known as the Export Club of Toronto. The officers of the Toronto Club are:—president—B. B. Holliday, Canada Cycle & Motor Co., first vice-president—L. L. McMurray, Gutta Percha and Rubber Co., second vice-president—Basil Wedd, Massey-Harris Co., Secretary, P. M. McKerrich. Active membership in these clubs is confined to the export managers or other reponsible representatives of exporting firms.

One of the most interesting features on the constructive side of your committee's work, and one which it believes will be very fruitful in results, has been the formation of the Canadian National Export Club under the aegis of the Association.

Objects of the Club

The objects of the Club as stated in the Constitution are:

Sec. 2. The objects of this Club shall be by the interchange of ideas and by the study and discussion of questions of mutual interest:

(a) To promote friendly relations between members;
(b) To ascertain sound principles on which the further development of Canadian export trade may be based, and distribute outlines of these principles to members;
(c) To spread reliable information dealings with subjects relating to export trade;
(d) To co-operate with the Department of Trade and Commerce, the Canadian Manufacturers Association and other organizations having similar objects on questions of national importance to the export trade;
(e) To assist in the formation of local export clubs in Canada;
(f) To act as a general clearing house for useful ideas developed in local clubs;
(g) To call general meetings of Canadian export men whenever it is feasible, desirable and necessary.

Exchange of Information

There is without question a great fund of general and specific information about export trade stored up in the minds of the men conducting the export business of Canadian companies. A great deal of this information could be very readily exchanged among the various members without in any way injuring the interests of the individual companies concernde. That this is true is shown by the fact that very large exporters, who are so well informed that they will be giving very much and more than they will receive, and very deeply interested in associatin gthemselves with the Export Club. In addition to this interchange of points of information about documents, banking facilities, trading customs in various countries, etc., there are many other subjects of a general character that can be very freely discussed with much benefit to the members, and to the development of Canadian export trade, such as:

Ascertaining the principles of good export policy:

(1) For a company producing other manufacturers' raw materials;
(2) For semi-finished goods:
(3) For completely manufactured products ready for sale to the ultimate consumers.

Better means of obtaining credit information on export customers.

The bearing of foreign exchange on Canadian export trade.

The comparative merits of manufacturers' agents and big export houses as foreign representatives.

Working out of suitable forms of export agency contracts.

Discussion on the functions of forwarding agents.

Good methods of handling cancellations, suspensions and refusals.

Factor governing and extension or curtailment of credits.

National in Character

Many other questions of vital interest will doubtless readily come up and unquestionably everyone, no matter how able or experienced, would gain much from a capable summary on any of these questions by one of two speakers followed by an open discussion and informal question and answer.

The representatives of any firms now members of the association are ispo facto members of the Club without additional fee on signifying their interest in export trade. Provision is made for other active members of the Club by having the men engaged in the export departments of members of the C.M.A. take out additional membership in the C.M.A.

The organization is thus constituted to include all members of the C.M.A., and is therefore national in character and scope. Provision has also been made for the formation of local export clubs at all points in Canada where there are enough manufacturers interested in export trade to warrant the successful operation of a club.

Owing to geographical difficulties it would not be possible for members of the C. M. A. and of the Export Club to meet frequently in any one place. This condition renders it necessary to have local clubs in operation at various points throughout the country. Membership in the Canadian National Export Club will carry with it membership in a local club, and it will be the duty of the local clubs to furnish a record of the proceedings of their meetings to the Secretary of the Canadian National Export Club, who, on the advice of the Executive Committee, will circulate any good ideas worked out by a local club among all the other local clubs. The Executive Committee will thus act as a clearing house for the local clubs and will form the proper channel of communication with the parent body, the Canadian Manufacturers Association. All the oficers of the Clubare, of course members of the C. M. A., and the secretary-treasurer is one of the officials.

Must Now Issue Invoices With All Articles Sold

Winnipeg, Aug.—Every retailer and wholesaler in Winnipeg has been requested by city ordinance, beginning Monday, Aug. 1, to issue invoices for all articles sold by weight, measureor count to purchasers, Robt. Ridd, manager of the city market and weigh-scales department told Canadian Grocer to-day.

The new regulations are designed to give the department authority to check commodities sold in local stores to ascertain if purchasers get full value for their money.

Dealers already have been warned that the invoice system is to be established, and in order to give them time to prepare the invoices or selling slips, the department is suspending prosecution operations until next month, Mr. Reid said.

The invoice system includes virtually every article sold over retail counters. Many dealers already issue invoices.

LAYING REAL EGGS

Two more Edmonton, Alta., hens made bold bids for the big-egg championship recently. Both of the ambitious fowls were of the White Wyandotte breed. The first belonged to Hugh Duncan, a city druggist, and presented its master with the makings of a good-sized omelette, which weighed 4½ ounces and measured 8½ by 6¼ inches. A. Redelberger of 9842 88th Avenue is the proud owner of the second prodigy,whose claim for fame weighed 4 ounces exactly. The egg in this case was perfectly formed and measured 8 by 6½ inches.

B. C. Apple Estimate Shows Increase

Latest Reports Predict a Yield of Slightly More Than 4,000 Cars, An Increase of Practically 2,300 Cars Over Last Year, and 1,200 Cars Over Previous High Water Mark—It Is British Columbia's Big Crop Year

VERNON, B.C. August (special)—Latest estimates of the British Columbia apple crop predict a yield of slightly more than 4000 cars. This is an increase of practically 2,300 cars over last year and about 1200 cars over the previous high water mark of 1919. These figures only include the crop for the principal districts and where the fruit is shipped in carlots.

Big Crop Year

There is no doubt about this being British Columbia's big crop year. The trees never carried such a heavy bloom as they did this Spring. At that time some shippers estimated that the crop would exceed five thousand cars but the exceptionally heavy June drop cut down that estimate very materially. Horticultural experts have not yet assigned a reason for the extremely heavy drop. Some growers say that the bees failed to do their work while others claim that Jack Frost must have nipped some of the trees. The frost theory is not borne out however for districts which were immune from any cold nights when the thermometer dropped more than usual, experienced a heavy drop as well.

Wealthies are Heavy

Wealthies will be a heavy crop while McIntosh and Jonathans, two of the province's big shippers, will not run in some districts as heavy as was thought a few weeks ago. Delicious, were so hard hit during the drop that they will be comparatively light and the pack of this variety will be away down in comparison with last year.

Estimates by Districts

The first estimate of the crop for the Okanagan Valley which is the big apple shipping district of the Province, issued by the district horticulturist's office at Vernon has just been made public. Some shippers criticise the report as being too high, but those who have been cut in the orchards and have carefully looked over the different varieties back up the government men in their estimate which is being generally considered about right.

This estimate takes each district separately and the figures follow:—

	cars
Salmon Arm and Sorrento	193
C. P. R. Main Line points	92½
Armstrong and Enderby	27
Vernon and Oyama	1100
Okanagan Centre	172
Kelowna	1285
Peachland	50
Summerland and Naramata	675
Penticton	350
Keremeos	75

Kelowna is rapidly forging ahead as an apple shipping centre due to the new orchards which are just coming into bearing.

Other Districts

At Creston in the Kootney the apple crop is reported to be from 80,000 to 100,000 boxes.This valley is putting up a good pack and has won a goodname for itself on the prairie markets. The apple crop in the Kootenay is estimated at 65 per cent. of a normal crop. The Grand Forks district will mount up but late estimates have not yet been made.

Crop Conditions Good

Generally speaking the fruit is sizing and coloring particularly well throughout, in every apple section of the province. The writer was out in some of the Coldstream orchards near Vernon the other day, and the exceptional size and color of the Duchess was astonishing even to fruit shippers who had gone over to the orchards a week or so before. Growing conditions have been ideal this Spring hence the exceptional size and color.

Marketing

No difficulty, will it is thought, be experienced in marketing this year's crop of apples. Generally speaking, as every apple shipper in the country knows, the North American apple crop is short. Ontario, British Columbia's chief competitor is short on apples so that works to the advantage of the Pacific Coast Shippers.

Australia has barred B. C. apples on account of fire blight, but still the old country and other markets will take what the commonwealth has taken and a few additional cars besides. Then there is the possibility that Australia may open her gates before the season is very far advanced. Overseas markets which have every year taken a proportion of the crop will be taking their share, while the prairie provinces British Columbia's principal market will be harvesting good crops and naturally will be in the market for apples.

Now Shipping Ice Cream from Canada to China.

VANCOUVER:—Thousands of gallons of ice cream are being shipped every month from this port to China, the frozen dainty being forwarded in specially constructed containers holding about 500 gallons.

This development of the ice-cream trade was revealed in the course of an investigation to discover whether the prohibition era, and the subsequent coming of moderation, had in any way affected the sales of ice-cream and soft drinks. As far as could be learned the effect, if any, has been negligible. A quarter of a million gallons of ice-cream are consumed here annually; this, allowing for visitors and tourists, works out at around one gallon per capita. To make the figures more easily intelligible to the small boy, a quarter of a million gallons are equal to 20,000,000 cones, or eighty cones per inhabitant.

Although the Chinese are now showing great partiality for ice-cream, the Japanese do not regard it with much favor, and positively will not consider soft drinks. But beer is getting a strong hold in Kobe, Tokio, Yokohama and other important Japanese centres, according to G. Reifel, a Vancouver brewer who has been spending several months in the Orient.

Sake, for centuries the national drink of the Nipponese, is being more and more forsaken by the Japs, who are encouraged by the government to drink beer in place of the native liquor, which contains 15 per cent. alcohol, and which, according to some authorities, has had not a little to do with the Japanese being of small stature. Heavy internal revenue taxes are imposed on sake, but not on beer. Although no licenses are required to sell beer, bars are not permitted. The liquid refreshment can be bought in fruit stores, candy stores, cigar stores, restaurants, tea shops, or any place where men are likely to feel the need of a thirst quencher.

Most of the beer is manufactured on the island, the annual output being estimated at 3,000,000 barrels. Methods of manufacture correspond to the American system, and the amber liquid is of very much the same quality.

IT DOES MAKE A DIFFERENCE

A negro employed at one of the movie studios in Los Angeles was drafted by a director to do a novel comedy stunt with a lion.

"You get into this bed," ordered the director, "and we'll bring the lion in and put him to bed with you. It will be a scream."

"Put the lion in bed with me!" yelled the negro. No, sah! Not a-tall! I quits right here and now."

"But," protested the director, "this lion won't hurt you. This lion was brought up on milk."

"So was I brought up on milk," wailed the negro, "but I eats meat now."

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centers.

QUEBEC MARKETS

MONTREAL, Aug. 10.—As forecast in recent reports sugar has taken an advance of $1.15 per 100 lbs., making the price now $8.75 per cwt. There seems to be quite a strong feeling to the sugar market at the present time. Other products show very little change except butter, the best creamery butter has advanced 1 cent per pound. Dried fruits are holding firm around last week's prices with demand very light All kinds of spices are selling well and holding firm. Canned goods seem to be holding steady. Upon the whole the Montreal market seems to have taken a little jump upwards. This may be attributed to a better outlook for the export business.

CANNED GOODS ARE UNCHANGED

Montreal

CANNED GOODS—No change is reported in the market for canned goods this week. There is only a moderate inquiry for canned lines, on account of the plentiful supply of fresh fruits and vegetables. There is a good demand for canned salmon at strong but unchanged prices.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips		4 40
Asparagus, imported (2½s)		6 00
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.		1 50
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 40
Do., 2½s	1 65	1 70
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, standard	1 80	1 90
Do., early June		2 00
Do., extra fine, 2s		3 00
Do. Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Choice, 2-lb.		1 87½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS

Apricots, 2½-lb. tins		4 50
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants black, 2s, doz.	4 00	4 05
Do., gals. doz.		16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.		3 10
Do., 2½-lb.		5 00
Do., 2-lb.		4 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, heavy syrup—		
2-lb.		3 90
2½-lb.		4 50
1-lb.		2 90
Pears 1s		3 20
Do., 2-lb.		4 10
Greengage Plums, heavy syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb.		2 25
Do., light syrup		2 00
Pineapples (grated and sliced), 2½-lbs.		4 50
Do., 2-lbs.		3 60
Do., 1-lb.		2 00
Strawberries	4 00	4 10
New Pack Strawberries—		
Standard No. 2, per doz.		4 60
Choice grade		4 70
Fancy Preserved		5 50
Rhubarb, preserved		2 80
Do., gallon		5 75
Canadian Pineapple (sliced)		4 80
New Blueberries, 2 lbs.		2 25
Do., 1 gal.		12 00

CEREALS ARE FIRM

Montreal.

CEREALS—The market for cereals is very strong, with quotations to the trade showing no change however as compared with last week. There is a good inquiry, and the position of the market for rolled oats is very much stronger. Rolled oats in bags of 90 lbs. is quoted at $3.60 per bag.

Oatmeal, gran. fine standard		4 00
Rolled Oats, 90 lbs.		3 60
Pearl Hominy		3 25
Cornmeal, Gold Dust Brand		3 25
Graham Flour, 98 lbs.		7.65
New Buckwheat Flour		6 75
Pot Barley		5 25
Pearl Barley		5 25
Beans, Ont.		3.50
Do., Can.		3 30
Lima Beans		0 10
Green peas, dried	0 03	0 05¾
Flaxseed		0 06
Ground Oil Cake, per bag		3 00
Split Peas, per bag		5 00

DRIED FRUITS ARE SLOW

Montreal.

er slow inquiry for dried fruits at the present time, and the market presents little in the way of changes. Prices are holding steady. Raisins are moving fairly well with prices firm, In most lines of dried fruits the inquiry is light.

DRIED FRUITS QUIET

Toronto.

Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)	0 13	0 15
Peaches (fancy)		0 28
Do., choice, lb.		0 25
Pears (choice)		0 22
Do. fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon, new pack	0 46	0 47
New Pack—		
Orange	0 48	0 49
Citron		0 76
Choice, bulk, 25-lb. boxes, lb.		0 22
Peels (cut mixed), doz.		3 25
Raisins (seeded)—		
Valencias		0 23
Muscatels, 2 Crown		0 22½
Do., 3 Crown		0 23
Do., 4 Crown		0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy Seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 oz.		0 27½
California Seedless, in bulk	0 18½	0 19
Cluster, 20 1 lb. pack.		6 75
Currants loose	0 12	0 15
Do., Greek	0 13	0 15
Dates, Excelsior (36-10s), pkg.		4 85
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 00
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do. 2¼'s, lb.		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), 22-lb. boxes, each		0 11
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 25
30-40s		0 19
40-50s		0 17
50-60s		0 13½
60-70s		0 12
70-80s		0 10½
80-90s		0 09½
90-100s		0 09

TEAS TEND HIGHER

TEAS—Imqorters of teas report markets at primary points as looking higher, and while prices on spot are unchanged, opinion seems to be that the trend of the tea market is in the upward direction. Supplies on hand appear to be ample for all inquiry, but new buying, it would seem, must be at higher levels.

Ceylon and Indians—		
Pekoes	0 22	0 26
Broken Pekoes	0 32	0 40
Broken Orange Pekoes	0 48	0 55
Javas—		
Broken Orange Pekoes	0 48	0 55
Broken Pekoes	0 35	0 40
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
JAPAN TEAS (new crop)		0 77

Above retail prices range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 35	0 40
Orange Pekoes	0 37	0 45
Broken Orange Pekoes	0 37	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

BETTER DEMAND FOR SPICES

Montreal.

Spices—Dealers report a much better inquiry for all kinds of spices. The preserving and pickling season now at hand has created the usual brisk movement that is characteristic of this time. The pepper market looks higher, both black and white being quoted at fairly strong figures. Allspice is quoted at from 18 to 20c. per lb., with pure cassia offered at from 27 to 30c.

Allspice	0 18	0 20
Cassia (pure)	0 27	0 30
Cocoanut, pails, 20 lbs., unsweetened, lb.		0 46

Do., sweetened, lb.	....	0 35
Chicory (Canadian), lb.	....	0 14
Cinnamon—		
Rolls	....	0 35
Pure, ground	....	0 35
Cloves (ground)	0 40	0 45
Cream of tartar (French pure)	0 65	0 70
Do. American high test	0 75	0 80
Ginger (Jamaica)	....	0 30
Ginger (Cochin)	....	0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs whole—		
Do., 64, lb.	....	0 40
Do. 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 45
Pepper, black	....	0 25
Do., white	....	0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do. package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

NUT QUOTATIONS FIRM

Montreal

NUTS—There is nothing to indicate that prices of nuts will show any further declines of a marked character. The tendency of the market is in an upward direction, and present prices are very firm, in spite of the fact that demand for the same is not on a large scale.

Almonds, Tarragona, per lb.	0 22	0 24
Do., shelled	....	0 54
Valencia shelled almonds	....	0 44
Chestnuts (Italian)	....	0 18
Cocoanut (shredded, bulk)	0 33	0 36
Filberts (Sicily), per lb.	0 17	0 18
Brazil nuts (new)	....	0 20
Do., Barcelona	....	0 15½
Peanuts, Jumbo	....	0 15½
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java, No. 1	....	0 11½
Do., salted red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 35
Pecans, new Jumbo, per lb.	....	0 50
Do., large, No. 2, polished	0 29	0 30
Pecanss, shelled	1 00	1 50
Walnuts Grenoble, in shell	....	0 29
Marbot Walnuts	0 26	0 28
Do. new Naples	....	0 26
Do., shelled, Manchurian	....	0 68
Do. Bordeaux	0 63	0 68
Do., Chilean, bags, per lb.	....	0 40
Do., Spanish, shelled	....	0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

SYRUPS ARE UNCHANGED

Montreal

SYRUPS—The market for syrups is very quiet, there being not very much movement in them at the present time. Prices are unchanged as compared with a week ago.

Montreal.

	Price for Island	of Montreal
Barbadoes Molasses—		
Puncheons	....	0 77½
Barrels	....	0 79½
Half barrels	....	0 79½
Puncheons, outside city	....	0 72½
Fancy Molasses (in tins)—		
16-oz. tins, 2 doz. case, per doz.	....	2 40
2-lb. tins, 2 doz. in case, case	4 40	7 25
3-lb. tins, 2 doz. in case, case	5 75	10 75
5-lb. tins, 1 doz. in case case	....	8 95
10-lb. tins, ½ doz. in case, case	....	8 60
Corn Syrup		
Barrels, about 700 lbs.	....	0 06½
Half barrels, about 350 lbs.	....	0 06¾
Quarter barrels, about 175 lbs.	....	0 07¼
2 gals., 25-lb. pails, each	....	2 25
3 gal., 38½-lb. pails, each	....	3 25
5 gal., 65-lb. pails, each	....	5 20
2-lb. tins per case	....	4 00
5-lb. tins, per case	....	5 30
10-lb. tins, per case	....	5 00
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case.	....	4 60
5-lb. tins, 1 doz. in case, case	....	5 90
10-lb. tins, ½ doz. in case, case	....	5 60

RICES LOOK STRONGER

RICES——All reports from buying centres indicate a stronger market for rices. Importers state that new buying is at higher levels, which of course must reflect on spot quotations. Carolina extra fancy rice is quoted at 7c. per lb. with the fancy quoted at 6 cents. Honduras fancy is offered at 5½c.

Montreal.

Carolina extra fancy	0 07
Do., fancy)	0 06
Honduras, fancy	0 05¼
Rangoon CC, per cwt.	3 90
Do., B., per cwt.	4 15
Texas rice	0 05
Siam	0 06
Tapioca, per lb. (seed)	0 08 0 09½
Do. (pearl)	0 08 0 09½
Do. (flake	0 08 0 09)½
Honduras	0 07
Siam	0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

SUGAR PRICES ADVANCE

Montreal.

SUGAR—The stronger feeling which has been developing for the past few weeks in the Canadian market for refined sugar crystalized at 9 o'clock Saturday morning in a general advance in prices by the Canadian Refiners, with one exception, of $1.15 per 100 lbs. This advance brings the basis price back to $8.75 per 100 lbs.

Granulated sugar, per cwt.	8 75
Do., barrels	8 75
Granulated, gunnies, 20-5	9 15
Do., cases, 20-5-lb. cartons	9 35
Do., gunnies, 10-10	9 25
Do., cases, 50-2-lb. cartons	9 50
Yellow, light, per cwt.	8 35
Do., medium, per cwt.	8 35
Do., dark, per cwt.	8 15

FRUITS HAVE BIG INQUIRY

Montreal

FRUITS—The demand for all fresh fruits now available continues very active. Supplies are arriving in plentiful quantities and prices are at fairly easy levels. Lemons are now quoted at $9 and ome sales have been reported at even a lower figure. Oranges are from $6 to $6.75 per case.

APPLES—		
Boxes, 175s, 216s	....	4 50
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	6 25
Do., Porto Rico	....	6 00
Lemons, 300-360s	....	9 00
Cal. Naval Oranges, 126-250s	6 00	6 75
Do., 150-176	7 00	7 50
Do., Blood Oranges, half boxes	....	3 75
Tangerines	....	4 23
Watermelons, each	....	0 90
Georgia Peaches, crate	....	3 00
California plums	3 75	4 00

VEGETABLES PLENTIFUL

Montreal

VEGETABLES—Vegetables o n the Montreal market are now ruling at fairly easy levels, and there is a very good inquiry for all lines available. New potatoes are quoted at from $2.50 to $3 per bag, and corn which is in great demand is offered around 20 cents per dozen.

New cabbage, local	....	1 00
Celery, Florida, per crate	4 00	4 75
Do., California	....	11 00
Carrots, per bag	0 75	1 00
Montreal cucumbers, per doz.	0 50	0 75
Garlic, lb.	....	0 50
Horseradish lb.	....	0 60
Leeks, doz.	....	4 00
Lettuce	....	....
Parsley	....	....
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green doz.	....	0 50
New potatoes, Mont. (90-lb. bag)	2 50	3 00
Do., sweet, hamper	....	5 50
Corn, per doz.	....	0 20
Spanish onions, per case	5 50	6 25
Turnips, per bag	0 75	1 00
Egyptian onions	....	5 00
Red Onions, per cwt.	....	3 25
Texas Onions, per crate	....	3 50
Yellow onions, per cwt.	....	2 50

ONTARIO MARKETS

TORONTO, August 10—The feature of the grocery markets is of course the announcement of the advance in the price of sugar by all Canadian refineries with the exception of one, and that refinery is merely nominally quoting the old price. New canned lobsters are quoted higher. Rolled oats also show an advance, bags of 90 pounds being quoted at $3.50. The tendency in the rice market is towards higher levels, and there is more activity reported in the spice market, with pepper particularly showing an inclination to advance Oranges show slight advances while lemons are easier. Domestic fruits and vegetables are arriving freely and selling well. Prices are at fairly easy levels.

CANNED LOBSTERS HIGHER

Toronto.

CANNED GOODS—Wholesales are quoting new pack of lobsters this week, half lb. boxes at $3.90 per dozen. At this figure canned lobster shows an advance as compared with previous quotations. Standard peas, new pack, are quoted at $1.75 per dozen. Tomatoes 2½s are $1.65 per dozen, and corn is $1.50 per dozen. Canned fruits are unchanged. One wholesaler is quoting a new shipment of gallon apples at $5.50 per dozen.

Salmon—		
Sockeye 1s doz.	5 20	5 60
Do., ½s, doz.	2 65	3 00
Cohoe 1s, doz.	....	2 90
Do., ½s, doz.	....	1 90
Pinks, 1s doz.	....	1 45
Lobsterss, ½-lb., doz.	3 90	3 75
Do., ¼-lb. tins	1 95	2 40
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	....
Canned Vegetables —		
Tomatoes, 2½s, doz.	....	1 65
Peas, standard, doz.	1 65	1 75
Do., Early une	....	2 15
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.	....	2 20
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	....	1 50
Pumpkins, 2½s, doz.	1 45	1 50
Spinach, 2s. doz.	....	1 60
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00

Apples, gal. doz.		5 00
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.		3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do. Green Gage	3 25	3 40
Cherries, pitted H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00

ROLLED OATS HIGHER

Toronto.

CEREALS—The feature of the market for cereals this week is the higher price quoted for rolled oats in 90-lb. bags, these bags being quoted at $3.50. Five bag lots are quoted on the basis of $3.40 each. Other cereal quotations are unchanged, and there is reported a very good demand for the staple lines.

Barley, pearl, 98s		5 50
Buckwheat flour, 98s		6 00
Barley, pot, 98s		4 75
Barley Flour, 98s		6 25
Cornmeal, golden, 98s		2 75
Oatmeal, 98s		4 50
Corn flour, 98s		3 75
Rye flour	9 85	6 00
Rolled oats, 90s		3 50
Rolled wheat, 100 lb. bbls.		7 00
Cracked wheat, bag		3 00
Breakfast food, No. 1		6 00
Rice flour, 100 lbs.		10 00
Linseed meal, 98s		6 50
Flaxseed, 98s		7 00
Peas, split, 98s		5 75
Marrowfat green peas	0 07	0 08
Graham flour, 98s		4 75
Whole wheat flour		4 95
Wheat kernels, 8s		6 25
Farina, 98s		6 35

PACKED GOODS STEADY

Toronto.

PACKAGE GOODS—No change is reported in prices of package goods this week. There is a very good inquiry for most lines. Cornmeal, 24s is quoted on the basis of $2.85 per case. Cornflakes are steady at from $3.10 to $3.75, and rolled oats 20s, are $5 per case.

PACKAGE GOODS

Rolled Oats, 20ss, round, case		5 00
Do., 20s, square case		5 00
Do., 18s, case		2 00
Do., Aluminum Prem., 20s		6 10
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case.		6 00
Do., 20s, family, case		6 80
Cooker package peas, 36s, case.		2 85
Cornstarch, No. 1, lb. carton		0 10⅝
Do., No. 2, lb. cartons		0 10⅛
Do., No. 2, lb. cartons		0 09⅛
Laundry starch		0 08¼
Do., in 1-lb. cartons		0 08⅞
Do., in 6-lb. wood boxes		0 08¾
Do., in 6-lb. tin canisters		0 12⅝
Celluloid starch, case		4 15
Potato flour, case 20 1-lb. pkgs.		2 50
Do., case 24 12-oz. pkgs.		2 30
Fine oatmeal, 20s		5 75
Cornmeal 24s		2 85
Farina, 24s		3 25
Barley, 24s		2 75
Wheat flakes, 24s		5 00
Wheat kernels 24s		4 50
Self-rising pancake flour 24s		3 00
Buckwheat flour, 24s		3 50
Two-minute Oat Food, 24s		1 80
Puffed wheat, case		4 40
Puffed rice, case		5 70
Health bran, case		3 50
F. S. Hominy gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 85

ACTIVE INQUIRY FOR COFFEES

Toronto.

COFFEES—Prices on spot coffees show no changes as compared with a week ago. The demand for coffees is steady and fairly active. The market in coffee at primary points presents no new developments.

Toronto.

Java, Private Estate	0 51	0 53
Bogotas, lb.		0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.		0 35
Mocha, lb.	0 52	0 55
Rio, lb.	0 22	0 24
Santos		0 35

DRIED FRUITS FIRM

Toronto.

DRIED FRUITS—Wholesalers are quoting citron caps, 12-lb. boxes, at from 72c to 75c per lb. Lemon caps, 12-lb. boxes are quoted at 37c, and some wholesale houses are quoting them as high as 42c per lb. The orange caps are from 39c to 44c per pound. Seedless raisins, 15 ounce packets are from 27c to 29c per lb., and the seeded raisins 28c. The Crown muscatels, No. 1s, 25s, are 25c per lb. Other dried fruits are unchanged.

Candied Peels—		
Citron caps, 12 lb. boxes, lb.	0 72	0 75
Lemon caps, 12 lb. boxes, lb.	0 37	
Orange caps, 12 lb. boxes, lb.		0 39
Mixed containing 4½ lb. lemon, 4½ lb. orange, 3 lb. citron caps, per lb.		0 40
Drained Peel, mixed, cut ready for use, in No. 1's cartons, 3 3 dozen per case, per dozen		4 60
Currants—		
Greek, Filiatras, cases		0 17
Do., Amalias		0 17
Do., Patras		0 17
Do., Vostizza		0 23½
Excelsior, pkgs. 3 doz. in case		5 50
Dromedary 3 doz. to case		7 00
Fard, per box ap. 12 lbs.		3 25
Hallowee dates, per lb.		0 11
Figs—		
Smyrna layers, 4 Crn., lb.	0 30	0 32
Do., layers, 6 crn., lb.	0 36	0 38
Natural pulled, in bags		0 10½
Prunes—		
30-40s, 25s		0 20
40-50s, 25s		0 16
50-60s, 25s		0 13
60-70, 25s		0 10
70-80s, 25s		0 09½
80-90s, 25s		0 09
Peaches—		
Standard, 25-lb. box peeled	0 26½	0 23
Choice, 25-lb. box, peeled	0 27	0 30
Fancy 25-lb. boxes	0 19	0 30
Apricots—		
Fancy		0 46
Choice		0 42
Standard		0 34
Raisins"		
California, bleached, lb.		0 27½
Seedless, 15-oz. packets	0 27	0 29
Seeded, 15-oz., packets		0 28
Crn., muscatels, No. 1, 25s		0 25
Turkish Sultanas pkgs.		0 27
Thompsons, seedless		0 28½
Valencia		0 23
Evaporated apples	0 14	0 15

NUTS ARE VERY FIRM

Toronto.

NUTS—The market in nuts is very lrm, and advances on some lines are not unlikely. Supplies of French nuts are growing light, with reports from primary markets showing stronger tendencies. Prices to the trade this week are steady but strong.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Grenobles, lb.	0 23	0 24
Walnuts, Bordeaux, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, lb.		0 30
Do., sweetened, lb.		0 35
Do., shred		0 25
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 17	0 20
Mixed nuts, bags 50 lbs.		0 32
Shelled —		
Almonds, lb.	0 42	0 47
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.	0 73	0 75
Do., Manchurian	0 60	0 65
Do., broken	0 52	0 55
Peanuts, Spanish, lb.		0 75
Pecans, lb.		1 40

RICES TEND HIGHER

Toronto.

RICES—The market in rices at primary points is reported strong with quotations on spot showing a tendency to firmness. Wholesalers are selling a fancy Blue Rose rice at 8½c and 9c per lb., a lower grade Blue Rose rice being offered at 6½c and 7½c. Other rices are steady and firm.

Honduras, broken, per rlb.	0 07½	0 08
Fancy Blue Rose, lb.	0 08½	0 09
Blue Rose, lb.	0 06½	0 07½
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07*
White Sago	0 07	0 07½
Tapioca, per lb.	0 07½	0 08

TEAS HOLD STEADY

Toronto.

TEAS—No new developments are reported in the market for teas, prices on the primary markets showing a tendency to firmness. There is a good demand for practically all kinds of teas, according to reports, and it seems to be the opinion that the lowest price levels in teas have been reached. Spot prices are unchanged, but the likelihood of higher prices is freely expressed.

Ceylons and Indians—		
Pekoe Souchongs	0 25	0 35
Pekoes	0 30	0 58
Broken Pekoes	0 35	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans	0 65	0 80
Do., seconds		0 50
Hyson thirds	0 30	0 35
Do., pints	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade.

SPICES ARE MORE ACTIVE

Toronto.

SPICES—There is an improved inquiry for prices, and prices while showing little change as far as spot quotations are concerned, there is a firmness to the market that has not characterized it for some time past. Allspice is quoted at from 15c to 18c per lb. and cassia at from 22c to 24c. Cayenne is quoted at from 30c to 35c per lb. Pure mustard is quoted at from 35c to 40c per lb. There is a stronger feeling in the pepper market, black pepper being quoted at from 18c to 20c per lb., and white pepper at 30c per lb.

Allspice	0 15	0 18
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 45
Mustard, pure	0 35	0 40
Pastry		0 28
Pickling spices		0 18
Mace		0 75
Peppers, black	0 18	0 20
Do., white		0 30
Paprika, lb.	0 60	0 70
Chillies, lb.		0 50
Nutmegs, selects, whole, 100s	0 22	0 26
Do., 80s		0 35
Do., ground		0 28
Mustard seed, whole		0 20
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Turmeric		0 30
Curry powder		0 35
Cream of Tartar—		
French, pure		0 40
American high-test, bulk		0 40

2-oz. packages, doz.	1 25
4-oz. packages, doz.	2 00
8-oz. packages, doz.	3 50

The above quotations are for the best quality. Cheaper grades can be purchased for less.

SYRUPS SHOW NO CHANGE

Toronto.

SYRUPS—This market shows no change as compared with a week ago. Demand for syrups and molasses is slow, as is usual at this season.

Corn Syrups—		
Barrels, about 700 lbs., yellow		0 06½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	4 60	
Cases, 5-lb. tins, white, 1 doz. in case	5 90	
Cases, 10-lb. tins, white, ½ doz. in case	5 60	
Cases, 2-lb. tins, yellow, 2 doz. in case	4 00	
Cases, 5-lb. tins, yellow, 1 doz. in case	5 30	
Cases, 10-lb. tins, yellow, ½ doz. in case	5 00	
Cane Syrups—		
Barrels and half barrels, lb.		
Half barrels, ¼c over bbls; ¼ bbls.,½c over.		
Cases, 2-lb. tins 2 doz. in case	6 00	6 50
Molasses—		
Fancy, Barbadoes, barrels, gal		1 65
Choice Barbadoes, barrels		1 85
New Orleans, bbls., gal.		0 56
Do., half bbls., gal.	0 46	0 48
Tins, 2-lb., table grade, case 2 doz., Barbadoes		7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes		10 75
Tins, 5-lb., 1 doz. to case, Barbadoes		8 95
Tins, 10-lb., ½ dozen to case, Barbadoes		8 60
Tins, No. 2, baking grade, case 2 doz.		5 50
Tins, No. 5, baking grade, case of 1 doz.		4 60
Tins, No. 10, baking grade, case of 1½ doz.		4 25
West Indies, 1½s, 48s	4 60	6 95

SUGAR NOW ADVANCES

Toronto.

SUGAR—All but one Canadian refinery has advanced its price of sugar, $1.15 per hundred, making the price Toronto basis, $9.09 per hundred. Europe is in the market for Canadian sugar, and this is no doubt accounting partly for the strength of the market, together with the higher prices that are ruling for raws. Practically all the American refineries have advanced their prices.

St. Lawrence, extra granulated, cwt.	9 09
Atlantic, extra granulated	9 09
Acadia Sugar Refinery, extra granulated	9 09
Dom. Sugar Refinery, extra granulated	9 09

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c gunnies, 10 10s, 50s; cartons, 20-5s, 60c; cartons, 50-2s, 75c.

WINNIPEG MARKETS

WINNIPEG, August 12—There is a stronger tone to all grocery commodities, and a little more activity is noted in the demand for practically all lines. The sugar market is firm and an advance is expected. Te aand coffee markets are ruling firm. All canned goods are much firmer in tone, more especially canned vegetables. Opening prices on raisins have been named by the raisin association and are quoted lower than last year. Good shipments of fruits and vegetables are arriving and are selling freely.

CANNED GOODS FIRMER

Winnipeg.

CANNED GOODS—The sockeye pack this year is reported very light and up to the end of July only 116,000 have been packed and 85,000 of this number have been sold for export purposes. The association have not as yet named their opening prices but they are expected to be lower than last year. Good quality pinks are firming up and in many instances wholesalers have had to advance their prices $1 per case. There is a firmer tone noted on canned vegetables and peas and tomatoes have advanced There has been a good movement for canned vegetables and spot stocks are light. There is no change in the canned fruit situation.

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, per case	7 00	8 00
Do., imp., ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.		2 45
Do., ½s, 4 doz. case, doz.		4 20
Oysters, 1s, 4 oz., 4 doz. case, cs.		9 40
Pilchards, 1s, tall, 4 doz. case, cs.		7 10
Do., ½s, flat, 8 doz. cs., case		9 00
Salmon—		
Do., ½s, flat, 8 doz. in case		22 00
R. Spring, 1s, tall, 4 doz. case		16 75
Do., ½s, flat, 8 doz. case		18 25
Cohoe, 1s, tall, 4 doz. case		14 65
Do., ½s flat, 8 doz. case		16 50
Pink, 1s, tall, 4 doz. case		6 50
Do., ½s flat, 8 doz. case		8 25
CANNED FRUIT (Canadian)		
Apples, 6 tins in case, per case		3 25
Blueberries, 2s, 2 doz. case		6 65
Cherries, 1s, 4 doz. case	7 00	8 00
Peaches, 2s, 2 doz. case	6 50	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	6 50	7 00
Do., Lombard, light syrup, 2s, 2 doz. case	4 75	5 25
Do., heavy syrup, 2s, 2 doz. case	6 00	6 50
Raspberries, 2s, 2 doz. case	8 50	9 00
Strawberries, 2s, 2 doz. case	8 00	8 50
CANNED FRUIT (American)		
Apricots, 1s, 4 doz. case		11 00
Peaches, 2½s, 2 doz. case		12 00
Do., sliced, 1s, 4 doz. case		12 40
Do., halved, 1s, 4 doz. case		12 40
Peaches, 2½s, 2 doz. case		10 00
Do., 2s, 2 doz. case		8 25
Pears, 1s, 4 doz. case		12 00
Pineapples, sliced, 2s, 2 doz. case		7 60
CANNED VEGETABLES		
Asparagus Tips, 1s, tins, 2 doz. case, per doz.		5 00
Beans, Golden Wax, 1s, doz.	4 75	5 00
Beans, Refugee, 2s, 2 doz. case	4 75	5 00
Corn, 2s, 2 doz. case	3 25	4 00
Peas, 2s, 2 doz. case	3 90	4 10
Sweet Potatoes, 2½, 2 doz. case		7 00
Pumpkins, 2½s, 2 doz. case	3 00	3 75
Sauer Kraut, 2½ss, 2 doz. case		4 10
Spaghetti, 2 doz. case		2 15
Tomatoes, 2½s, 2 doz. case	3 95	4 15
Spinach, 2½s, 2 doz. case		6 55

COFFEE MARKET ADVANCES

Winnipeg.

COFFEE—The latest reports from the coffee market state that Santos have advanced from 1½ to 1¾ cents per pound and is higher than spot coffee in New York. This is due largely to the fact that Europe has been buying freely. Mild coffees are also firmer and will probably follow Santos if the advance is maintained. Wholesalers report a firmer local market and an improved demand.

COFFEE—		
Rio, lb.	0 19½	0 20½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	28	0 30
Santos, lb.	0 26	0 29

CEREALS CONTINUE FIRM

Winnipeg.

CEREALS—The market generally is holding firm with unchanged quotations. Rolled oats are showing a firmer tone and indications point to higher quotations. There is no change in package cereals and prices are ruling steady under a good demand.

PACKAGE CEREALS		
Rolled oats 20s, rd. cartons	4 75	5 00
Do., 36s, case, square, bkts.		3 50
Do., 18s, case		2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, case		3 40
Puffed Wheat, 3 doz. cs., case		4 45
Puffed Rice, 3 doz. cs., case		5 75
Grape Nuts 2 doz. cs. case		3 80
Package peas, 3 doz. cs., case		3 00
Cream of Wheat, 3 doz. cs., case		9 15
BULK CEREALS		
Rolled Oats, 80s, per bag		2 75
Do., 40s per bag		1 45
Do., 20s, per bag		0 75
Do., 10-8s, per bale		3 50
Do., 15-6s, per bale		4 00
Oatmeal, 98s gran. or stand., bag	3 40	4 50
Wheat granules, 98s, bag		6 50
Do., 16-6s, per bale		7 05
Peas, whole, green, 100-lb. bag, per bushel		4 50
Do. split, yellow, 98s, bag		7 95
Do., split, yellow 49s, bag		4 00
Cornmeal, 98s, per sack		3 25
Do., 49s, per sack		1 65
Do., 24s, per bag		0 85
Do., 10s, per bale		3 65
Buckwheat grits, whole, 981lb. bags, per bag		8 75
Beans, 100-lb. bags bushel		3 70
Lima Beans, 100-lb. bags, lb.		0 10½
Barley, pot, 98s		3 85
Do., 49s		1 92
Do., 24s		1 00
Barley, pearl, 98s, per bag		4 95
Do., pearl, 49s, per bag		2 52
Do., pearl 24s		1 28

DRIED FRUIT STEADY

Winnipeg.

DRIED FRUIT—The raisin association has named their prices on new crop raisins and they are much lower than last year. Prunes are showing a firmer tone, as large quantities are still being shipped for export and independent packers are reported to be buying old crop prunes for their own needs.

DRIED FRUIT		
Evaporated Apples per lb.	0 15½	0 16
Currants, 90-lb., per b.	0 18	0 10
Do., 8 oz. pkgs., 6 doz. case, lb.		0 16¾
Dates, Hallowee, bulk, lb.		0 14¼
Do., pkge., 3 doz. case lb.		0 15¾
Figs, Spanish, per lb.		0 15
Do., Smyrna, per lb.		0 12½
Do., black, cartons, carton		0 60
Loganberries, 4 doz. case, pkt.		0 30
Peaches, standard, per lb.	0 20	0 21
Do., choice, per lb.	0 23	0 24
Do., fancy, per lb.	0 24	0 25
Do., Cal., in cartons, per carton		1 10
Do., unpitted, per lb.		0 10
Pears, extra choice, per lb.		0 25
Do., Cal., cartons, per carton		1 25

FLOUR MARKET STEADY.

Winnipeg.

FLOUR — The demand for flour is showing a slight improvement and merchants are buying oftener although in small quantities. Quotations remain unchanged.

FLOUR—	
98-lb. sacks	5 32½
Two 49-lb. sacks	5 40
Four 24-lb. sacks	8 50

NUTS CONTINUE FIRM

Winnipeg.

NUTS—All nuts continue strong, especially on shelled Bordeaux walnuts, as spot stocks are practically unobtainable. French shippers are asking higher prices for September cracks and as the new crop does not arrive before January or February, lower prices cannot be expected. The almond market continues to rule firm and are being sold at prewar prices and with the high value of other varieties they are considered good buying at the present prices, as the new crop is reported light. No. 1 Spanish shelled peanuts are slightly easier and with the increased demand in the approaching season, it is expected that they will show an advance. Pecans still continue scarce and high, and prices on the new crop are expected to be higher.

NUTS, SHELLED—		
Almonds, per lb.	0 45	0 47
Spanish Peanuts, No. 1, lb.		0 12½
Pecans, per lb.		1 40
Walnuts, per lb.		0 77½
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, lb.		0 25
Walnuts per lb.		0 25
Almonds, per lb.		0 25
Cocoanuts per sack		11 00
Cocoanuts, per doz.		1 50

RICE MARKET FIRM

RICE—The primary rice markets are very strong. Higher quotations are noted in the Southern markets but on the local market prices are unchanged although the feeling is firmer with prospects for advances.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.		0 08
Do., 50-lb. sacks, lb.		0 08½
Siam, 100-lb. bags		0 06
Do., 50-lb. bags		0 06¼
Sago, sack lots, 13 to 15 lbs., lbs., per lb.		0 08¾
Do., in less quantities, lb.		0 09¼
Tapioca, pearl, per lb.	0 08	0 08½

SUGAR MARKET FIRMER

Winnipeg.

SUGAR—The American raw sugar market is ruling steady and refined has advanced. There is no change in quotations on Canadian refined at present, but local dealers are expecting an advance very shortly.

Extra gran., bags, 100 lbs.	8 75
Do., gunnies, 5-20 lbs.	9 15
Do., gunnies, 10-10 lbs.	9 25
Do., cartons, 20-5 lbs.	9 35
Do., cartons 50-2 lbs.	9 50
Yellow, No. 1 lt., bags, 100 lbs	8 35
Do., golden, bags, 100 lbs.	8 25
Powdered sugar, bbls.	9 30
Do., boxes, 50 lbs.	9 50
Do., boxes, 25 lbs.	9 70
Icing, barrels	9 50
Do., boxes 50 lbs.	9 70
Do., boxes, 25 lbs.	9 90
LUMP SUGAR—	
Soft Lumps, boxes, 100 lbs.	9 70
Do., boxes, 50 lbs.	9 80
Do., 25 lbs.	10 00
Do., cases, 20 cartons	10 65
Do., cases, 40 ½ cartons	11 50
Small lump, boxes, 100 lbs.	9 90
Do. boxes, 50 lbs.	10 00
Do., boxes, 25 lbs.	10 20
Do., cartons, 50-2 lbs.	11 30
Hard lump sugar, barrels	9 70
Do., boxes, 100 lbs.	9 70
Do., boxes, 50 lbs.	9 90
Do., boxes, 25 lbs.	9 95

WHITE PEPPER FIRMER

Winnipeg.

SPICES—There is an improvement in the demand for spices especially the varieties for pickling and preserving purposes. Local market conditions are steady with no change in quotations, but reports from the primary market state that peppers, more especially white pepper, is showing a firmer tone and that the crop will only be about half of what it was last year. Jamaica ginger is also firmer.

Allspice, Jamaica, best qual., lb.		0 28
Cassia, Batavia, per lb.		0 38
Do., China, per lb.		0 25
Chillies, per lb.		0 55
Do., No. 1, per lb.		0 53
Cinnamon, Ceylon, per lb.		0 85
Do., No. 0, carton, doz.		1 00
Cloves, Penang, per lb.		0 95
Do., Amboyna, per lb.		0 90
Do., Zanzibar, per lb.	0 55	0 60
Ginger, washed, Jamaica, No. 1		0 65
Do., Jamaica, No. 2		0 40
Do., Japan or Africa, lb.		0 30
Mace, extra bright Penang, lb.		0 80
Nutmegs, extra large brown, 70 to lb., per lb.		0 70
Do., large brown, 85 to lb.		0 40
Do., medium, brown, 110 to lb., per lb.		0 38
Do., carton of six, per doz.		0 80
Pepper, blk., Singapore, ex., lb.	0 17	0 19
Do., white, per lb.	0 30	0 35
Pickling, ¼-lb., pkg., per doz.		1 00
Do., bulk, No. 1, per lb.		0 28
GROUND SPICE		
Allspice, bulk, per lb.		0 25
Do., No. 2, per lb.		0 25
Do., 2 oz. cartons		0 80
Do., 4 oz. cartons		1 20
Cassia, No. 1 bulk, per lb.		0 30
Do., No. 2, bulk, per lb.		0 25
Do., No. 1, 2 oz. cartons		1 00
Do., No. 1, 4 oz. cartons		1 50
Cinnamon, bulk, per lb		0 45
Do., 2 oz. cartons		1 15
Do., 4 oz. cartons		1 75
Cloves, bulk, per lb.		0 65
Do., 2 oz., cartons		1 45
Do., 4 oz. cartons		2 00

CORN SYRUP UNCHANGED

Winnipeg.

SYRUPS—There is no change in quotations on either corn or cane syrups and buying is confined to immediate requirements.

CANE SYRUP—	
No. 2s	6 55
No. 5s	7 50
No. 10s	7 00
No. 20s	6 80
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 65
Cases, 5-lb. tins, white, 1 doz. in case	5 75
Cases, 10-lb. tins, white, ½ doz. in case	5 50
Cases, 20-lb. tins, white, ¼ doz. in case	5 50
Cases, 2-lb. tins, yellow, 2 doz. in case	3 40
Cases, 5-lb. tins yellow, 1 doz. in case	4 55
Cases, 10-lb. tins, yellow, ½ doz. in case	4 30
Cases ,20-lb. tins, yellow, ¼ doz. in case	4 30
MAPLE SYRUP—	
Pure, 2½s, tins, cs. of 2 doz.	24 85
Pure, 5s, per case of 1 doz.	22 65
Pure, 10s, per case of ½ doz.	21 05
TABLE SYRUP—	
Maple flavor 2½s, tins, per case of 2 doz.	13 75
Do., 2s, tins, case of 1 doz.	12 00
Do., 1s, tins, case ½ doz.	11 50
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 30
3-lb. tins, 2 doz. case	11 60
5-lb. tins, 1 doz. case	9 50
10-lb. tins, 1 doz. case	9 20
Molasses quotations subject to 5 per cent. discount.	
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	5 25
2s, 4 doz. in case	5 00
2½s 4 doz. in case	4 80
5s, 4 doz. in case	4 50
10s, 4 doz. in case	4 20

STARCH CONTINUES STEADY

Winnipeg.

STARCH. — There is no change in quotations on starch but a marked improvement is noted in the demand.

STARCH—	
Cornstarch, No. 1 quality, per lb.	0 10⅝
Cornstarch 1-lb. pkgs., lb.	0 09½
Gloss, 1-lb. pkgs., per lb.	0 10⅞
Celluloid, 1-lb. pkgs., case	4 35

TEA MARKETS STRONG

Winnipeg.

Tea.—The primary tea market continues with a strong tone. Prices are holding firm on all grades of Ceylon tea. Locally the demand has been very active with no change in quotations.

INDIA AND CEYLON		
Pecoe Souchongs, 1st qual.	0 35	0 40
Do., second quality	0 32	0 35
Pekoe, first quality	0 40	0 40
Do., second quality	0 35	0 40
Broken Pekoe first quality	0 42	0 48
Broken Orange Pekoe st quality	0 50	0 60
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45
Broken Orange Pekoe	0 38	0 48

JAM MARKET FIRM

Winnipeg.

JAMS.—There is very little change in the jam situation. Old pack is practically cleaned up and wholesalers are selling new pack at a slight advance. Strawberry jam in 4 lb. tins is quoted at 49 cents.

JAMS	
Strawberry 4s per tin	0 89
Black Currant 4s per tin	0 89
Raspberry 4s per tin	0 89
Apricots 4s per tin	0 83
Cherry 4s per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors), 4s, tin.	0 57

GRAPES NOW AVAILABLE

Winnipeg.

FRUIT—California grapes are arriving on the market and are quoted at $6.50 per case. The last shipment of oliveits and English morella's cherries are expected this week and are selling freely at $4.25—4 baskets to the case. California bartlett pears are in good demand at $6.00 per case and the first car of Washington bartlett pears is expected very shortly. Bananas are slightly easier and are quoted at ten cents per pound. All lines of fresh fruits are in good demand and heavy shipments have been arriving.

Cherries, 4 baskets to case, case	4 25
Plums, per case	2 25 2 50
Peaches, per case	2 75 2 90
Pears, Cal. Bartlett, per case	6 00
Do., Washington Bartlett, cs	4 00
Apricots, per case	2 50 2 75
Cantaloupes, per case	2 75 6 00
Apples, per case	3 75 4 00
Bananas, per lb.	0 10
Oranges, all sizes, per case	7 00
Lemons, California, per case	14 00
Blueberries, per basket	2 50
Grapefruit, California, all sizes, per case	7 00
Blackberries, B. C., per case	4 00

VEGETABLES MOVING FREELY

Winnipeg.

VEGETABLES — There has been a good demand for all kinds of local vegetables. Vegetable marrow is now on the market and is quoted at 75 cents per dozen. Tomatoes are selling freely and Ontarios are quoted at $1.25 per basket and Manitobas at 17 1-2 cents per pound. B. C. celery is arriving in good shipments and is selling freely at 9 to 11 cents per pound.

Head Lettuce, per dozen	0 60
Leaf Lettuce, per dozen	0 20
Radishes, per dozen	0 25
Green Onions, per dozen	0 25
Cucumbers, per dozen	0 30
Tomatoes, basket	1 25
New carrots, beets and parsnips, per lb.	0 04
Potatoes, per bushel	1 35
Do., 25 bush. lots, bushel	1 25
Celery, B.C., per lb.	0 09 0 11
Cauliflower, per doz.	1 50 2 50
Vegetable marrow, per doz.	0 75
Tomatoes, Manitoba, lb.	0 17½

Big Profits on "Coolers"

Grocers of Toronto Not Accused of Profiteering on Ice Cream and Soft Drinks Although Other Dealers Have Been Sending Prices Up Daily—No Wholesale Increases to Warrant Exhorbitant Prices.

TORONTONIANS in many parts of the city are in the hands of those who profiteer in the sale of ice cream and soft drinks, but, as far as can be learned, grocers with soda fountains are not involved. The matter has been drawn to the attention of Dr. C. O. Hastings, and the medical officer of health is going to make immediate investigation with a view to putting a stop to the charging of exorbitant prices. The law of supply and demand is blamed for the outrageous prices charged in some sections. It seems that Torontonians have to pay any old price in some places if they are to get either a cone or a soft drink.

Some idea of the profit to be derived may be gathered from prices charged in three different places for a standard drink, for which the wholesale price is 40 cents per dozen bottles. The prices charged in the different parlors was 5, 10 and 15 cents, respectively. The one person was satisfied with 20 cents a dozen profit, the second demanded 80 cents profit and the third charged prices equivalent to a profit of $1.40 per dozen or at the rate of 366 per cent. gain. From this margin of profit must be deducted an almost negligible tax of 2 per cent. on the wholesale price.

Big Money in Drinks.

Almost all over the city ice cream parlors are now charging 10 cents per bottle for soft drinks, for which they pay from 40 to 45 cents per dozen. This gives nearly 200 per cent. profit to the retailer. Some places are even more ambitious in the way of money-making. They buy quart bottles of soft drinks form the manufacturers at $1.40 per doz., plus 2 per cent. tax. A patron asks for a glass of lemonade and is charged 5 or 10 cents. Each quart bottle yields four glasses. Sold in this manner the dozen bottles, which cost $1.43, at the rate of 5 cents per glass, yield $2.40, or at 10 cents per glass $4.80.

Huge money is being made in ice cream. The wholesale price is now $1.30 per gallon. Officially, there are two sizes of scoops used. One is the equivalent of 96 to the gallon, and the other 80. Actually the retailer only averages about 80 and 60 to the gallon. Cones are of two qualities, the one worth about $3.50 per 1,000, and the other $5.50 per 1,000, so that the retailer only pays about half a cent for each cone. If he uses the larger scoop, he will receive $3 for what cost him about $1.60. If he uses the smaller scoop, he will receive $4. All this is figured on the retailer selling at 5 cents a cone, but some are charging 10 cents.

Fancy Dishes Come High.

Persons who wish to sit down in the most humble ice cream parlor in the city now have to pay 10 cents for a dish of ice cream. The retailer gets officially 48, actually about 40 dishes out of each gallon, so that the profit here runs around 200 per cent. Few people, however, are satisfied with an ordinary dish of ice cream. They must have sundaes. In almost every ice cream parlor to-day the lowest charge for a plain sundae, which only differs from the plain ice cream in that it has an almost unnoticeable dash of syrup on the top is 15 cents so that the profit here must be immense.

Fancy sundaes are away out of sight. The prices for these have soared almost as high as the thermometer of late. The prices here average between 25 and 35 cents each.

An Attractive Arrangement of a Grocer y Store in the City of Montreal.

SPEEDING SALES THROUGH ADVERTISING

Continued from page 27.

taneously, cast about for ways to speed turnover. The minute that any such efforts result in increased sales, take on new clerks again,to give the right charactor and speed if seraice. Together, these plans will result in many benefits. (1) You will reduce expense ratio; (2) you will increase business. (3) you will revamp your salespeople and service onto a higher plane of efficiency and profitableness.

Specifically, it is very difficult to make suggestions as to advertising because local conditions differ so widely. But there is one fundamental that you must grasp: that advertising must be a continuing investment—so much every month—with variations in season as experience may teach you. Close behind this, and I am not sure that it should not come first, is the thought that to advertise anything does not mean to cut prices on it. Let me get that in big: TO ADVERTISE ANYTHING DOES NOT MEAN TO CUT THE PRICE ON IT. If you can grasp and digest this latter thought you will have gone a long way on your advertising enlightenment.

Consult Your Newspaper Publisher

Consult your publisher frankly. Tell him exactly what you plan to spend, consistently, on sales, and see whether you can learn from him the most effective way to spend it in your locality. Usually, in the small town, the best bet is the local news column. People always read local gossip, and little three or four-line items about your goods and store, sand-wiched therein regularly, changed daily or with each issue, will have an effect out of all proportion to the space they occupy or their cost. Shun sensationalism. Do not try to be funny or striking. Stick right to plain talk such as you would use if each customer were to come into your store and meet you face to face for a quiet talk on cheese, butter, tea or any other item. You know you would simply tell anyone who asked the real merits of any special item, and you would indicate the best uses for it. Do precisely that in your ads, and they will win.

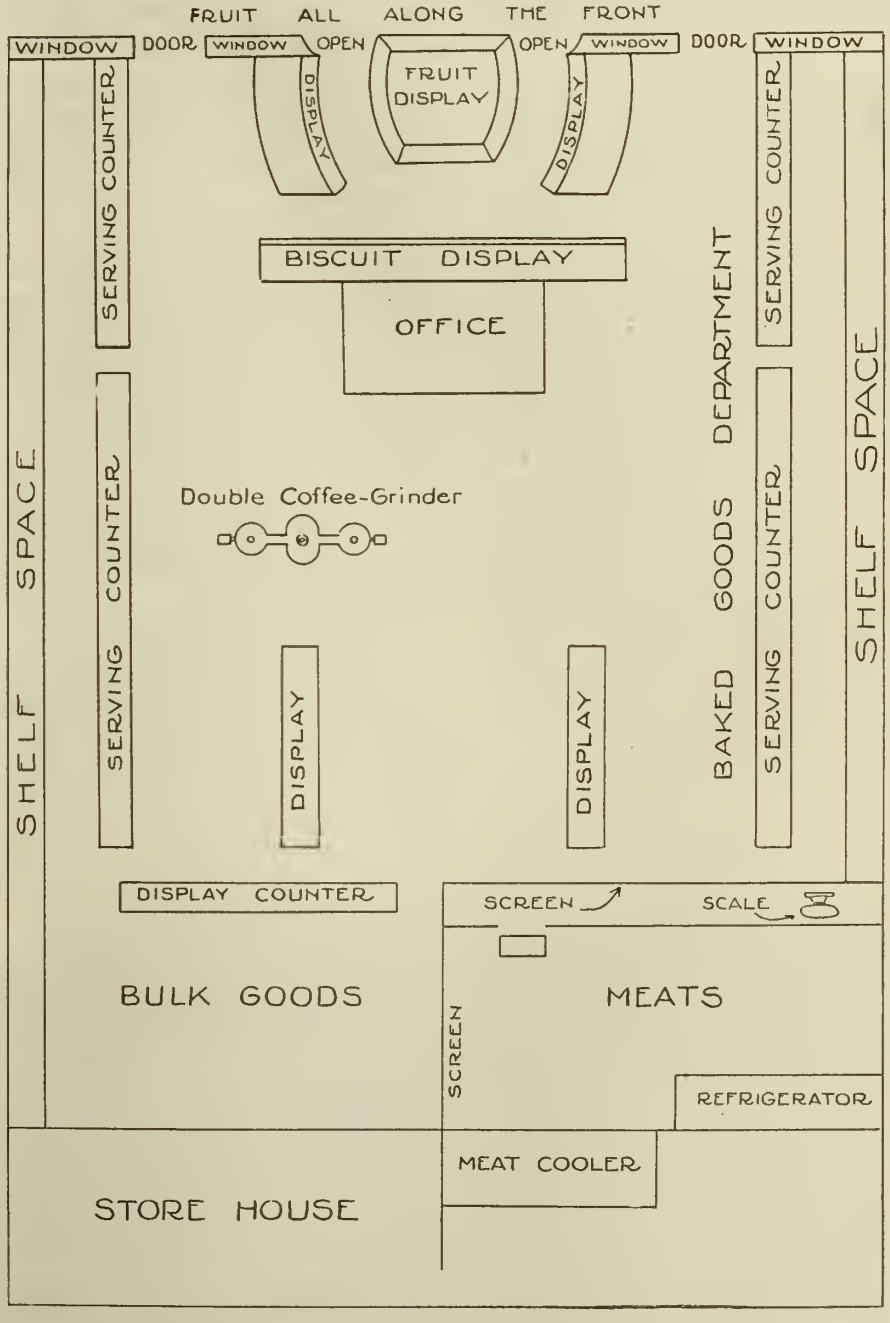
For the rest, use displays. Remembeer your windows, to keep them clean and attractive. O, be careful of the front you show your people daily! The best plan is to wash the windows not less than twice weekly, inside and out. Study display with a view to getting into the windows such goods in such a manner as will enhance the appearance of your store, Keep fresh goods looking fresh by rearranging them twice or three times daily. Work? Oh, yes: it's work but that won't hurt you a bit. Saturday night, last thing, pull out all ragged displays, all perishables, wash all windows and put in some " dry" groceries—a few, on the window floor—for over Sunday. Boost inside and out diligently.

Such are some of the ways to increase turnover, reduce expense and build business ahead of the other fellow for the better times that are ahead of us.

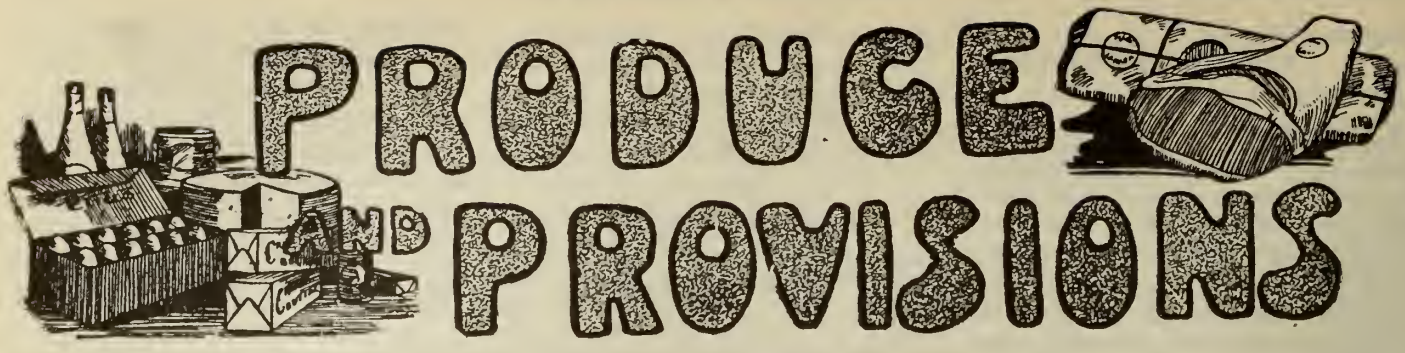
BRANCH AT WEYBURN

Another wholesale distributing house has been added to the wholesale district Weyburn, Sask. The Coca-Cola Co., established a branch house there recently, taking over the old Saskatchewan Creamery Co.'s brick building on Railway Avenue for the present with a view to subsequent purchase. The company will endeavor to secure the construction of a spur track to facilitate the handling of the goods which they will be distributing throughout southeastern Saskatchewan. Don Fraser of Regina has been appointed manager at Weyburn.

Layout of this Store Always Permits of Splendid Displays that are the Means of Interesting Sales



The above plan is that of the store of C. E. Shepherd at Crystal Beach, Ont. It is what is called an open front store, and affords splendid opportunity to show goods to the best possible advantage. The customer is really into the store before he or she realizes it, and is confronted on all sides with a fine array of merchandise.



Blames Public for High Meat Prices

H. Bessner, Montreal, States That the Blame Is not the Butcher's But it is the People's, Who All Want the Choicest "Cuts" of Meat—Public Hard to Convince

MONTREAL:—Recently in the local press there has been some controversy on the price of beef. Some blame has been laid at the door of the butchers for this price and even cartoons have been drawn to show the comparison in the prices paid to the cattle dealers, and the price paid for the dressed meat by the public. When spoken to by a representative of CANADIAN GROCER, H. Bessner, proprietor of Bessner's Meat Market, St. Catherine St., Montreal, took up the defense of his fellow tradesmen, and laid the greater share of responsibility for the high price of meat upon the extravagant public. "The public alone is to blame for the high meat prices," said Mr. Bessner. "No matter which member of a household is buying they all demand one cut, and will buy the most expensive one only. It is this that forces the butcher to ask such high prices for his meat, because he is obliged to cover a heavy loss on shucks, brisket and flanks, which have sometimes to be thrown away."

Restaurants Get Low Price

When asked what the butchers were in the habit of doing with this meat which they cannot dispose of themselves, Mr. Bessner said that it was of excellent quality and was usually sold to the restarants at from five to eight cents a pound. "This same cut," he stated, "is sold to the retail customers at from twelve to twelve and a half cents a pound, the difference in price being accounted for by the fact that the meat is then sold in small quantities only and there then being a certain waste in cutting."

Demand Expensive Cuts

"The blade roast cut from a choice Western steer for which 18 cents a pound is asked is exactly as good as a roast which sells for 45 cents a pound, yet the customers keep on asking for more expensive cuts, unless the butchers take time to persuade them to buy the cheaper meats. Time after time I have had twenty ribs in the store and have only sold the first cuts from each, while the twenty blade cuts were left. In a loin of sixty pounds there are only ten pounds of porterhouse, and this is the part that everybody wants. This leaves forty pounds of meat for which it is hard to find a market."

Public Hard To Convince

"Sometimes if you suggest to a customer that a cheaper piece will be quite as satsfactory as the one he wants, he will take it in the right way, but very often they are annoyed at a suggestion of thatkind. It is at this point that salesmanship can do much in getting rid of the cheaper cuts, but the task of the man behind the counter who tries to help to equalize sales of various cuts is not always smooth. Many customers resent being asked to take the cheaper cuts, believing that the butcher is trying to sell them inferior meat."

Prices Lower In The Fall

Mr. Bessner stated that he saw no reason why in the Fall, when meat can be kept longer and hard times have compelled people to buy that which is cheaper, prices should not be lower on all meats. At the present time, however, sales are so small and wastage so great that the butcher is making only a small profit even at the present high prices. "You cannot compare charges to-day with pre-war prices," he said, "as business is so slack." Mr. Bessner thinks that he is doing well if he gets 28 per cent. over the original cost of the meat to cover the overhead and profit, but a "cash and carry" business should be able to sell 15 per cent. below the price he is forced to ask with a delivery system.

STORING APPLES IN GAS

In storing apples there is a very interesting alternative to cold storage. known as "gas storage." The apples are placed in an air-tight chamber filled with the gas produced by the respiration of the apples themselves. An electric instrument is used to determine whether at any time the proportion of carbon dioxide in this gas becomes excessive, and when that condition occurs air is admitted to dilute the gas. The air is kept in slow circulation by its own temperature and various means are taken to remove excess of moisture. It is stated that this system doubles the time during which apples can be kept in good condition, and that the cost of working is very much below that of any kind of cold storage. The merits of the system are being closely studied by the British Investigation Board.

One view of the store of A. J. Nicholas at Port Stanley, Ont., showing display front corners, and a refrigerator meat case.

This Season's Pack Of Sockeye Salmon Likely To Be Light

Few Sockeye in the Fraser River—Fishing Results Meagre Thus Far—Greater Efforts Being Taken For Protection.

VANCOUVER, B. C. (Special.—In theory 1921 is a big year for sockeye salmon in Fraser River, but actual experience thus far in the season leads to the conclusion that packers will again be disappointed. Not since 1913 has a "big run" come up the waters of the Fraser to the spawning grounds in its upper reaches. Poor results were secured by fishermen up until July 11. At Hell's Gate Canyon, where the river was blocked by bridge construction work in 1913, a Dominion fishery officer counted 40 sockeye during an hour's watch.

The season opened on July 1, and according to present legislation it is open until September 30. The Washington State Fishery Board has approached the British Columbia canners suggesting that a close season can be declared from August 15 to September 15 urging that such a move would be beneficial to the fishing industry, because more sockeye would be able to reach the spawning grounds. A decision on the Washington suggestion will probably be reached by the Government and private interests.

An alarming decrease in the catch of sockeye salmon has been a matter of much concern for B. C. interests and for Canadians generally, who have been accustomed to obtaining the highest grade of salmon at a moderate price before the small catches of the past few years sent prices skyward. The Dominion Government, working in co-operation with the United States officials, and the canners and fishermen themselves are making great efforts to insure a rich annual harvest of high-grade salmon, and the preservation of a unique industry that has made the Fraser River famous the world over.

Fordney Bill Will Bar Canadian Fish from U.S. Markets

Montreal, Aug.—If the United States adopts the Fordney Tariff bill it will practically prohibit the entrance of most varieties of Canadian fish into the American markets, declared A. H. Brittan of Montreal, past president of the Canadian Fisheries Association and vice-president and business manager of the Maritime Fish Corporation, recently stated. Lobsters will still be on the free list, as they have been since the treaty entered into by Great Britain and the United States in the time of George III., long before the birth of the Canadian confederation.

"Adoption of the fish clauses of the new Fordney bill will undoubtedly lead to a strong agitation among Canadian fishermen to induce the Canadian Government to abrogate the privileges American fishing vessels now enjoy in Canadian parts," Mr. Brittain added. "This is an important matter for the Boston and Gloucester interests employing sailing vessels in the fisheries, as they rely largely on our maritime ports for crews and bait.

"Canada has in close proximity to its Atlantic seaboard the finest fishing grounds in the world, and it is the duty of the Canadian Government to conserve its strategic position in respect to these fisheries for the benefit of the Canadian fishermen and the Canadian consumer. With the growth of our population we will need this important food asset.

"As yet Canada has no adequate national fishing policy, but the new Fordney Bill may lead to more systematic effort to develop our home markets and other foreign markets, which are more important to us than the United States. At present, though Atlantic sea fish are selling at pre-war prices, the Canadian per capita consumption of fish is very small.

U. S. SALT PRODUCTION AVERAGES 130 LBS. TO EACH PERSON

About 130 pounds of salt, possibly the weight of Lot's wife, was produced in the United States in 1920 for each person in the country. Of course, everyone or anyone of the 106,000,000 inhabitants did not use or eat that much salt, but salt is employed for many other than culinary uses. It is used in per capita cinsumption of fish is very frigerating, preserving products from deterioration, making a glaze on pottery, enameling, curing hides, making pickles and salting live stock, and it is used in some chemical industries, as in preparing soda ash and caustic soda.

According to figures just compiled by the United States geological survey, department of the interior, the quantity of salt produced in the United States in 1920 was 6,965,177 short tons, or only slightly less than that produced in the peak year, 1917. The value of the product was $30,539,168, or nearly $3,500,000 more than in any other year. The average price per ton of all salt sold by $3.93 to $4.38. The average price and total value has increased more than 30 per cent since 1916.

The imports of salt in 1920 amounted to 137,654 short tons and were practically balanced by the exports, which amounted to 139,272 short tons..

Oranges and Grape Fruit Defined

The following definitions for oranges and grape fruit have been recommended and these standerds are expected to become effective prior to the next shipping season:

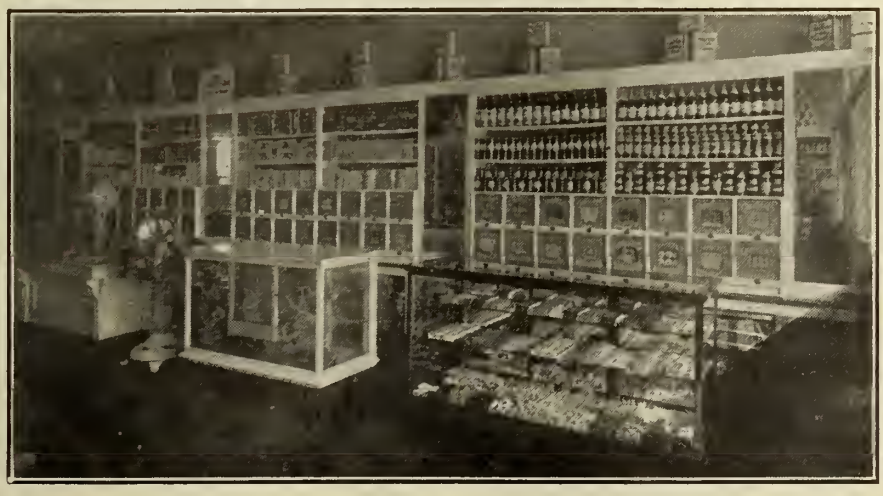
"The juice of the mature orange shall contain not less than eight parts of soluble solids to each part of acid calculated as citric acid without water of crystallization, and the juice of the mature grape fruit shall contain not less than seven parts of soluble solids similarly apportioned."

HOW COME!

A young Swede in the West who had been sent out to collect bills for the general store, returned with the report: "Yon Brown, he say he pay when he sell his wheat; Ole Olson, he say he pay when he sell his oats; and Yon Yohnson he say he pay in Yanuary."

"In January," repeated the proprietor surprised. "Why he never set a definite date before. Are you sure he said January?"

"Vell, Ay tank it bane Yanuary, or maybe February. He say it bane damn cold day when you get your money."



Another view of the store of A. J. Nicholas, at Port Stanley, Ont., giving a closer view of the meat department.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL Aug. 10—Produce prices as far as the Montreal market is concerned, show little change as compared with a week ago. The butter market is stronger with quotations on creamery butter showing a tendency to advance. Eggs are very firm, and present indications point to advances in the near future. All kinds of smoked meats are selling well and holding firm at last week's prices. There is a better inquiry for fish, with prices showing steady levels.

BUTTER IS HIGHER.

Montreal.

BUTTER—The butter market at Montreal shows strength this week, prices named by practically all dealers being very firm. Pasteurized creamery butter is quoted at 40½ and 41½ cents per pound, while the finest creamery butter is 39½ and 40½ cents per pound.

Fine Creamery, lb.	038½	—	039½
Finest Creamery, lb.	039½	—	040½
Pasteurized Creamery, lb.	040½	—	041½

CHEESE IS UNCHANGED

Montreal.

CHEESE—No change is reported in the market for cheese this week. Prices are firm, and there is a very good inquiry, with both the large and twin cheese being quoted at 25 cents per pound.

Large, per lb.		0 25
Twins, per lb.		0 25
Triplets, per lb.		0 25
Stilton, per lb.		0 35
Fancy old cheese, per lb.	0 33	0 34
Quebec	0 24	0 25

EGGS HOLD STEADY.

Montreal.

EGGS—Eggs are holding steady and firm, with receipts in fairly good volume. Dealers are quoting specials at 43 and 44 cents per dozen, with extras at 41 and 42 cents. Number ones are 35 and 36 cents, and number twos 31 and 33 cents.

EGGS—

Specials	0 43	0 44
Extras	0 41	0 42
No. 1	0 35	0 36
No. 2	0 31	0 33

SMOKED MEATS ARE FIRM

Montreal.

SMOKED MEATS—Bacon and ham are again selling more freely and the market for the same is inclined to be strong. Dealers, however, are quoting the best breakfast bacon unchanged at from 37 to 40 cents per pound. The cottage rolls are 29 cents per pound.

BACON—		
Breakfastt ,best	0 37	0 40
Smoked breakfast	0 41	0 44
Cottage rolls		0 29
Picnic Hams		0 24
Wiltshire	0 33	0 37
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut		0 44
Do. 14-20		0 42
Do., 20-25		0 39
Do., 25-35		0 35
Over 35 lbs.		0 33

BARRELLED PORK UNCHANGED

Montreal.

BARRELLED MEATS—There is only a fair inquiry for barrelled pork. Prices to the trade are unchanged. Heavy mess pork is quoted at 31 per barrel.

Heavy mess pork (bbl)	31 00
Plate beef	23 00
Barrel Pork—	
Canadian Short cut (bbl) 30-40	

LIVE HOGS STEADY

Montreal

FRESH MEATS—The market for live hogs at Montreal is steady and unchanged. Offerings are not large, but appear to be ample for the demand. Fresh pork is quoted steady, and fresh beef is also holding at steady levels.

FRESH MEATS—		
Hogs, live (selected off cars)	11 00	14 00
Abattoir killed, 65-90 lbs.	0 22	0 23
Fresh Pork—		
Legs of pork (foot on)	0 28½	0 29
Loins (trimmed)	0 29	0 30
Trimmed shoulders	0 20	0 22
Untrimmed	0 16	0 18
Pork sausage (pure)		0 25

Fresh Beef— (Cows)			(Steers)
0 19	0 24	Hind quarters	0 21 0 26
0 18	0 11	Front quarters	0 09 0 13
0 27	0 30	... Loins ...	0 33 0 36

COOKED MEATS FIRM

Montreal

COOKED MEATS—The demand for cooked meats is not quite as active, but the market maintains a very firm position. Boiled hams are quoted at from 54 to 57 cents per pound. Other prices show no changes as compared with a week ago.

Jellied pork tongues		0 38
Jellied pressed beef, lb.		0 37
Ham and tongue, lb.		0 42
Veal		0 30
Hams, cooked	0 54	0 57
Clear fat backs (bbl) 40-50 pcs.		30 00
Pork pies (doz.)		0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork		0 25
Bologna lb.		0 14
Ox tongue, tins		0 59
Head cheese, 6-lb. tins, per lb.		0 16
Do., 25-lb. tin pails, lb.		0 15

LARD IS FIRM

Montreal

LARD—No change is reported in the market for lard. Tierces are quoted at 18c per pound, and tubs at 18½c per pound.

LARD—		
Tierces 360 lbs.		0 19
Tubs, 0 lbs.		0 19½
Pails, 20 lbs.		0 20
Bricks	0 22	0 23

SALMON SLIGHTLY HIGHER

Montreal.

FISH—Few changes are noted in prices of fish this week. Gaspe salmon is quoted slightly higher this week at from 22 to 25 cents per pound, and whitefish is quoted at 19 cents. There is a much better inquiry for fish, and the market is generally strong.

Gaspe Salmon		0 25
White fish		0 19
Haddock		0 06
Halibut		0 18
Trout		0 18
FROZEN FISH		
Halibut, large and chicken	0 20	0 23
Haddock		0 07
Mackerel	0 15	0 16
Do., Western, medium	0 21	0 22
Steak Cod	0 07½	0 08½
Market Cod	0 06½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B. C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd		0 11
Doree	0 12	0 17
Smelts	0 15	0 20

ONTARIO MARKETS

TORONTO, August 10—Practically all the produce markets show a tendency to advance. Butter is unchanged, but cheese, eggs and lard are all higher as compared with the preceding week. The market for live hogs is stronger, and this fact has had a tendency to firm prices on smoked meats as well as on lard and fresh dressed pork. Poultry shows slightly easier levels, while fish is more active than for some time. Prices of the latter are unchanged.

BUTTER STEADY

Toronto.

BUTTER—No change is reported in the market for butter this week. Prices are steady with an active inquiry, the creamery prints being quoted to the trade at from 40c to 42c per pound.

Creamery prints	0 40	0 42

CHEESE HIGHER

Toronto.

CHEESE—The market for cheese is firmer, and slightly higher prices are quoted this week. Large new cheese are selling at 25½c per lb., and large old cheese are quoted at 34 cents per lb. There is a very good inquiry for the same.

CHEESE—	
Large, new	0 25½
Do., old.	0 34

ADVANCE IN EGGS

Toronto.

EGGS—The market for eggs shows advances this week, with wholesalers quoting slects at from 45c to 46c per doz. Number one eggs are from 41c to 42c per doz. and selects in cartons are from 48c to 49c per doz.

Selects	0 45	0 46
No. 1	0 41	0 42
Selects in cartons	0 48	0 49

LARD HIGHER

Toronto.

LARD—A slight advance is also reported in lard, with dealers asking 21c for the lb. prints and 19¼c for the tierces.

LARD—	
1-lb. prints	0 21
1-lb. tierces, 400 lbs.	0 19¼

COOKED MEATS DULL

Toronto.

COOKED MEATS—The demand for cooked meats is not quite as active as it has been, but prices remain fairly firm. Boiled hams are quoted at 60c per lb. and jellied ox tongue at 66c. Jellied pork tongue is 37c.

Boiled hams, lb.		0 60
Do., square pressed	0 63	0 64
Boiled shoulders, lb.		0 42
Head cheese, 6s, lb.		0 12
Choice jellied ox tongue, lb.		0 66
Jellied pork tongue		0 37
Bologna	0 16	0 18
Macaroni and cheese loaf, lb.		0 23

Above prices subject to daily fluctuations of the market.

SMOKED MEATS FIRMER

Toronto.

SMOKED MEATS—There is a good inquiry for all kinds of smoked meats, with the market showing a tendency to advance, on account of the strength of the market for live hogs. While prices are very firm, no changes are reported as compared with last week.

Hams—		
Small, 6 to 12 lbs.	0 41	0 42
Medium, 12 to 20 lbs.	0 41	0 42
Large, 20 to 35 lbs. ea. lb.	0 35	0 37
Heavy, 35 lbs. and upwards		0 34
Backs—		
Boneless, per lb.		0 45
Rolled, per lb.		0 50
Peameal		0 42
Bacon—		
Breakfast, ordinary, per lb.	0 30	0 36
Do., special trim		0 45
Cottage rolls		0 30
Roll, per lb.	0 21	0 26
Wiltshire (smoked sides), lb.		0 32
Do., three-quarter cut		0 37
Do., middle		0 33
Dry Salt Meats—		
Long clear bacon, av. 50—		
70 lbs.		0 20
Do., av. 80-90 lbs.		0 18
Clear bellies, 15-30 lbs.		0 20
Fat backs 10-12 lbs.	0 14	0 16

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—		
Mess Pork		33 00
Short cut backs, 200 lbs.		40 00
Pickled rolls, bbl., 200 lbs.—		
Lightweight		46 00
Heavy		40 00

Above prices subject to daily fluctuations of the market.

SHORTENING ADVANCES

Toronto.

SHORTENING—Shortening in pound prints is quoted at 17c, while tierces are 14¼c. At these prices the market shows a slight advance.

1-lb. prints	0 17
Tierces, 40 lbs.	0 14¼

FISH—There is a much better demand for fish this past week, dealers state than for some time past. There is reported a scarcity of trout at from 16c to 17c per lb.. Yellow pickerel is offered at 14 c per lb. and is experiencing a fair activity. Rainbow salmon is quoted at from 13c to 14c per lb.

FRESH SEA AND LAKE FISH

Cod steak, lb.	0 09	0 10
Do., market, lb.		0 09
Halibut, chicken	0 16	0 17
Do., medium	0 22	0 23
Whitefish, Government		0 11½
Do., Georgian Bay		0 11½
Fresh Herring	0 10	0 11
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 16	0 17
Haddock	0 10	0 11
Spring Salmon	0 24	0 25
Mackeral	0 11	0 12
Yellow pickerel, lb.		0 14

FROZEN FISH

Halibut, medium	0 22	0 23
Do., Qualla	0 09	0 12
Flounders	0 09	0 12
Pike round	0 06	0 07
Do., headless and dressed		0 08
Salmon, Cohoe		
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11

SMOKED FISH

Hadies, lb.	0 10	0 12
Fillets, lb.		0 17
Kippers, box	2 25	2 75
Bloaters		2 00

PICKLED FISH

Salmon Snacks, lb.	0 24
Labrador Herrings, kegs, 100 lbs.	0 25
Do., bbls., 200 lbs.	11 75
Do. pails, 20 lbs.	2 00
Holland Herrings, Milchers	1 15

FRESH MEATS—The tendency of the live hog market is towards higher levels. Some buyers this week paid as high as $13.75 per cwt. on the fed and watered basis, while others bought at last week's figure of $13.50. The firmness in the live hog market has had a tendency to stiffen prices of fresh meats. Fresh legs of pork up to 18 lb. are quoted at 28c. Spare ribs are 18½c and 20c per lb., with tenderloins ruling firm at 50c. The market for fresh beef is also firmer, although prices quoted show no change as compared with a week ago.

Hogs—		
Dressed light, per cwt.		20 50
Do., heavy, per cwt.	18 05	20 00
Live, off cars, per cwt.	13 75	14 00
Live, fed and watered, cwt.	13 50	13 75
Live, f.o.b., per cwt.	12 75	13 00
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 38
Loins of pork, lb.		0 30
Fresh hams, lb.		0 39
Tenderloins, lb.		0 50
Spare ribs, lb.		0 12
Picnics, lb.	0 18½	0 20
Montreal shoulders, lb.		0 22
Boston butts, lb.	0 22½	0 24
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 17	0 20
Front quarters, lb.	0 05	0 08
Ribs, lb.	0 18	0 26
chucks, lb.	0 06	0 06
Loins, whole, lb.	0 25	0 30
Hips, lb.	0 15	0 17

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 13	0 14
Spring lambs, lb.	0 17	0 20
Yearling lamb, lb.	0 12	0 15
Sheep, whole, lb.	0 10	0 12

Above prices subject to daily fluctuations of the market.

LEMONS AGAIN EASIER

Toronto.

FRUITS—Oranges show somewhat higher prices as compared with last week. Wholesalers are quoting valencia oranges 100s at $6 per case, the 126s at from $6.50 to $7., and the 150s at from $6.75 to $7.50. Lemons are easier, verdillis being quoted at low as $7.50 per case, and Messinas as $9. Bananas are steady at 9c per pound. Watermelons range in price from 90c to $1.75 ea., according to size. Canteloupes, large sized baskets, salmon flesh, $1.50 to $2. Imported canteloupes, standards, 45s are from $6 to $6.50. Huckleberries are from $2.50 to $3 per eleven quart basket. Lawton berries are 20c and 22c per box. Apples in 11 quart baskets are from 60c to $1.

Oranges Valencies 100s		6 00
Do., 126s	6 50	7 00
Do., 150s and smaller	6 75	7 50
Lemons, Messinas		9 00
Lemons, Verdillis		7 50
Watermelons, each	0 90	1 75
Peaches, 6 baskets to crate		6 25
Do., Elbertas, in boxes		2 50
16-qt. baskets	1 00	1 50
Do., salmons	1 50	2 00
Huckleberries, 11 qts.	2 50	3 00
Lawton berries	0 20	0 22

VEGETABLES PLENTIFUL

Toronto.

VEGETABLES—Vegetables are arriving on the market in great quantities, as a result of which prices tend to easier levels. Cabbages are quoted at from $1 to $1.50 per dozen. New potatoes home grown, are $3.65 per bag, and large baskets of tomatoes are from 40c to 50c. Corn is in much demand and prices have declined to from 18c to 20c per dozen. Spanish onions are $6.50 per crate, sacks of 100 pounds being quoted at $4.75. Practically all vegetables are easier.

Cabbage, per doz.	1 00	1 50
Potatoes, local, per bag		3 65
Head lettuce, crate	1 50	2 00
Tomatoes, 11s	0 40	0 50
New beets, per dozen		0 25
New carrots, per doz.		0 25
Wax and green beans, 11 qt. bkt.		1 00
Cucumbers, 11s	1 00	1 25
Corn, per doz.	0 18	0 20
Onions Spanish, crate		6 50
Do., Cal., sack, 100 lbs.		4 75
Do., hampers		3 00
Celery, bunch		0 75

WINNIPEG MARKETS

WINNIPEG, August 12.—The butter market continues strong, with quotations again advanced. Cheese is steady. Egg receipts have fallen off considerably and packers are now selling out of storage stocks and every tendency points to higher prices. Cooked hams have also advanced and there is a heavy demand with limited stocks. Smoked ham is also higher and in good demand. Live hogs are firm under light receipts. There are no price changes in poultry, lard or shortening. Fish prices are unchanged with a fair demand.

BUTTER MOVES UPWARD

Winnipeg.

BUTTER—The market continues in a strong position, with prices advanced 2c per pound, bringing quotations on first grade creamery to 44 cents per pound.

Winnipeg.

BUTTER—

Creamery, best table grade		0 44
Dairy, best table grade		
Margarine	0 21	0 25

CHEESE HOLDS STRONG

Winnipeg.

CHEESE—The cheese market is holding firm and quotations are unchanged. The demand however has shown a slight improvement.

CHEESE—	
Stilton cheese, large, lb.	0 30
Ont., large, lb.	0 26
Ont., twins, lb.	0 26½
Ont., triplets, lb.	0 26¾

EGG MARKET FIRM

Winnipeg.

EGGS—Receipts of eggs on this market are light and storage stocks are used as the quality is very much superior to the few eggs that are arriving. The demand is exceptionally good, with stronger tendencies. New laid eggs are being quoted at 46 cents per dozen and No. 1 candled at 37 cents.

COOKED HAM ADVANCES

Winnipeg.

COOKED MEATS—There appears to be a good demand for cooked ham, resulting in a scarcity on this line. Prices have advanced 2 cents per pound and ham is now quoted at 63 cents per pound. In fact, all lines of cooked meats have shown a slight increase.

HAMS—	
Best quality, skinned, 8-14 lbs.	0 63
Do., 13-16 lbs.	0 61
Roast ham, lb.	0 64
Roast shoulders, lb.	0 39
Head Cheese, 6-lb. tins, lb.	0 16
Jellied Ox Tongues, lb.	0 66
Pork tongues, lb.	0 40
Luncheon cooked meats, lb.	0 21

SMOKED HAM ADVANCES

Winnipeg.

PROVISIONS—The trade in all lines of smoked meats continues active, as stocks in packers' hands are low, caused by the good local demand and with the hog market continuing firm, higher prices may be looked for in the near future.

Hams—	
8 to 16 lbs., per lb.	0 48
16 to 20 lbs., pe rlb.	0 47
Boneless, 8-16 lbs., per lb.	0 52
Skinned, 14-18 lbs., per lb.	0 51
Skinned, 18-22 lbs., per lb.	0 50
Bacon—	
Back, 6 to 10 lbs., lb.	0 53
Cottage Rolls, boneless	0 31
Bellies, 6 to 10 lbs, per lb.	**0 40**

POULTRY UNCHANGED

Winnipeg.

POULTRY—Storage stocks of poultry are reported low as there are very few live poultry arriving on the market. Quotations remain unchanged.

D. P. Chickens, 3½ lb. and under	0 49
Do., 3½ lbs. and over	0 49
D. P. fowl, 3½ lbs. and under	0 33
Do., 3½ lbs. and over	0 34

LARD HOLDS FIRM

Winnipeg.

LARD—The lard market continues active with a firm undertone. Prices are unchanged, but are steady with a strength that has characterized this market for some weeks.

Pure lards, No. 1 quality, per lb. (in tierces 400 lbs.)	0 18
Do., wooden pails, 20-lb. pails	4 00
Shortening (wooden pails, 20-lb. pails), per pail	3 40
Shortening, tierces of 400 lbs.	0 15

HOG RECEIPTS LIGHT

Winnipeg.

FRESH MEATS—Hog receipts are reported light and selects are quoted at $14.25 per cwt. Offerings on the cattle market have been only sufficient to meet requirements. Choice killing steers are selling from $6 to $6.50 with fair to good kinds moving from $4.50 to $5.75 and the remainder of medium quality from $3.50 to $4. Butcher heifers of fair to good quality are quoted from $4 to $5.25, while the better kind are selling from $5 to $6. The sheep and lamb market is quiet with only a fair demand in evidence. Lambs of fair to good quality are quoted at $7.25 to $9.25 while the common ones ranged from $4.50 to $5. Mutton sheep are ranging from $5.50 to $6.50.

Selected, live, cwt.		14 25
Heavier	11 25	13 25
Light	14 00	14 50
Sows	8 25	10 25
Fresh Pork—		
Legs of pork, up to 35 lbs., lb	0 28	0 36
Spare ribs		0 15
Loins of pork, lb.	0 29	0 32
Fresh hams, lb.	0 30	0 38
Picnics, lb.		0 18
Shoulders	0 19	0 22
Fresh beef—from steers and heifers—		
Hind quarters, lb.	0 12	0 19
Front quarters, lb.	0 06½	0 08
Whole carcass, good grade, lb.	0 08	0 13½
Mutton—		
Choice, lb.		0 22
Choice long hinds (leg and loin)		0 31
Choice Stews		0 07½
Lambs—		
Choice, 30-45 lbs.		0 26
Veal'		
Good veal, 40 to 80 lbs., hind quarters		0 29

FISH UNCHANGED

Winnipeg.

FISH—There is no change in prices quoted on fresh fish. There is a fair demand and the supplies of halibut and salmon are good.

Black cod, lb.	
Brills, lb.	0 09
Herrings, Lake Superior, 100 lbs., sacks, new stock	3 50
Halibut, chicken, cases 300 lbs	0 15½
Do., broken cases	**0 16½**
Salmon—	
Cohoe full boxes, 300 lbs.	0 19
Do., in broken cases	0 20
Soles	0 09
Baby Whites or Tulibees	0 09
Do., broken cases	0 14½
SMOKED FISH	
Bloaters, Eastern National, case	3 50
Do., Western, 20-lb. boxes, box	2 10
Haddies, 30-lb. cases, lb.	0 14
Do., in 15-lb. cases, lb.	0 14
Kippers, East., Nat., 20 count, per count	3 75
Fillets, 15-lb. boxes, lb.	0 20
SALT FISH	
Steak Cod, 2s, Seelys, lb.	
Holland Herring, milkers, 9-lb. pails, per pail	1 35
Do., mixed, 9 lb. pails, per pail	1 25
Labrador herrings, 100-lb. bbls., per barrel	7 00

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Aug. 10.—Sugar advanced twenty cents on Saturday and seventy-five cents this morning. It is now $10.67 for hundreds. Lard is up again this week, threes being $12.00 to $12.30. Lighter averages of hams and bacon are two to three cents higher. Some lines of pickles are lower. Seedless and seeded raisins are considerably lower. One line package green tea is down seventeen cents a pound. Eggs are 11c to 12c, but the quality is poor. B.C. white beans are from 5.30 to 5.50 per hundred.

Ontario cheese is from 26½c to 28c per pound. Albertas large are 24½c, twins 25½c. Corn is $3.50 to $3.85. Evaporated apples, twenty fives, are seventeen cents per pound.

Lard, pure, 3	12 00	12 30
Beans, B.C., per hundred	5 30	5 50
Rolled oats		9 15
Rice, Siam	5 50	6 00
Japan, No. 1	7 50	8 00
Tapioca	6 75	7 25
Sago	6 75	7 25
Sugar, pure cane, gran., cwt.		10 67
Cheese, No. 1, Ont., large	0 26½	0 28
Alberta cheese, twins		0 25½
Do., large		0 24½
Butter, creamery, lb.		0 37
Do., dairy, lb.	0 25	0 30
Lard, pure 3s		11 40
Eggs, new laid, local, case	011	0 12
Tomatoes, 2½s	4 10	4 35
Lemons, case		15 00
Corn, 2s, standard case	3 50	3 85
Peas, 2s, standard case	3 60	4 00
New early June peas, case		4 50
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	10 40	11 00
Gooseberries, 2s		11 30
Cherries, 2s, red, pitted	9 00	9 50
B. C. Tomattoes, 4-bas. crate, ea.		2 75
Apples, evaporated, lb.	0 14	0 15½
Do., 25s, lb.		0 17
Peaches, evaporated, lb.	0 22	0 22½
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 08	0 08½
Do., 70-80s	0 08½	0 11
Do., 60-70s	0 12	0 12¾
Potatoes, local, ton	25 00	30 00

Showing the attractive interior of the store of Fred. Laughton at Parkhill, Ont.

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

PERFECTION
The Better Brand of Bacon

There is considerable satisfaction when buying some articles by name. In one instance we know you will not be disappointed, and that is when you buy "Perfection" brand Hams and Bacon.

This "Perfection" brand Bacon is our highest grade product, Mild Cure, very select, and in every way prepared to please the most fastidious buyers.

Try a shipment of:—

"Perfection"

Smoked Hams **Breakfast Bacon**

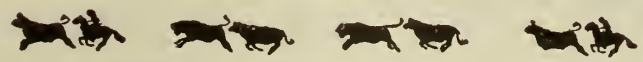
Boneless Backs **Backs in Casings**

We would like your instructions to make a trial shipment.
Write us for prices.

Special attention given to Mail Orders.

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

Sydney, N. B. Hamilton



The Grocer's Standby

Of all the pure foods made or sold in Canada there is none that can hold a higher place in the grocer's esteem than the famous

WINDSOR BRAND SALT

For years it has been his stand-by, his standard of purity and quality.

It pays to keep well stocked in the following lines:-

WINDSOR TABLE SALT
[for general household use]

REGAL TABLE SALT
[free running—sold in cartons]

WINDSOR DAIRY SALT

WIDSOR CHEESE SALT

Orders Carefully and promptly filled

The Canadian Salt Co., Limited.
Windsor. - Ontario.

HEINZ OVEN BAKED BEANS

Require but little selling effort to keep them moving, outbound, over your counter. Proper displaying is all that is needed. That is what makes them so profitable for you to handle.

Along with the other 57 Varieties, Heinz Oven Baked Beans are so well and favorably known that people buy them without hesitancy, feeling sure of their goodness.

H. J. HEINZ COMPANY

The "Quality" brand that you can always count on to repeat

KING OSCAR SARDINES

These tempting flavored highest grade sardines are hygienically packed from the finest carefully selected Norwegian caught bristlings in the purest of olive oil.

You can highly recommend them to your better class of trade and know that their unusually fine flavor and high standard quality will always insure steady repeat orders. The big sardine time is in full swing. It will pay you to keep KING OSCAR BRAND well displayed.

Your wholesaler will supply you.

CANADIAN AGENTS:

John W. Bickle & Greening
Hamilton, Ontario

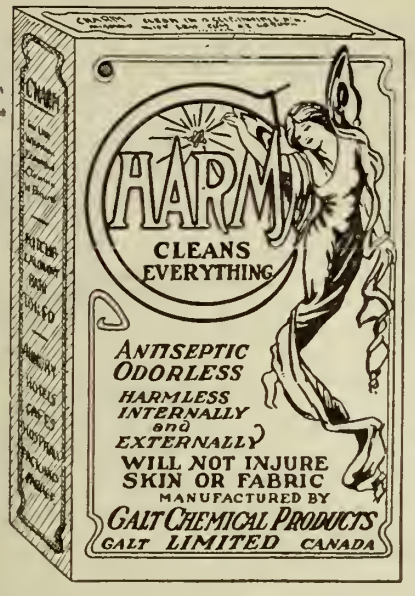
A "LIVE" SELLER

Charm Saves Soap

Charm Cleans Everything

Charm Cuts Grease

Charm Softens Water



This remarkable new cleaner, cleans everything perfectly without injury to fabrics or hands. Use it on the filmiest silks and heaviest woollens, for washing dishes, etc. It cuts grease—does not combine with it, therefore requires less cleaner. Charm is pure, safe, effective. Its sales records already show it to be an unusually rapid seller.

Order from your wholesaler

Galt Chemical Products Limited
Galt, Ontario.

When You Are In Need of Grape Juice Remember that

MARSH'S
GRAPE JUICE

Is priced to enable you to sell at popular prices, and that the result of stocking Marsh's is larger sales and more profit.

ORDER MARSH'S

The Quality Is right too

The Marsh Grape Juice Company

Niagara Falls, Ont.

Agents for Ontario, Quebec and Maritime Provinces:

The MacLaren Wright, Ltd.

Toronto and Montreal

Agents for British Columbia:

F. G. Evans Co., Ltd.

Toronto and Montreal

NONSUCH

Lily White Shoe Dressing

The best that can be produced.

Also manufacturers of

NONSUCH liquid Stove Dressing

Nonsuch Jumbo Stove Enamel.

Nonsuch Black Cat Shoe Dressing

Made in Canada

Selling Agents for Manitoba, Saskatchewan & Alberta

STROYAN, DUNWOODY CO.
Confederation Life Bldg.,
Winnipeg.

The Nonsuch Mfg. Co. Limited
Toronto, Can.

Eggs

Grocers who use the N. B. Pulp

Egg Carrier

Save

Money, Time and Eggs

Order from your wholesale grocer or from

Walter Woods, Limited

Hamilton Winnipeg

MASTER MASON
PLUG SMOKING
"It's good Tobacco"
MASTER MASON
MASTER MASON
THE man who smokes the big plug has reasons aplenty, aside from the real pipe enjoyment he gets from Master Mason. There is no waste: there's no loss of flavor: and there's the satisfying economy. For the big Master Mason plug is high quality tobacco at the rock bottom price.
The Big Plug 20¢

Is This Ad Helping You?

It is if you are one of those retailers who are selling MASTER MASON Tobacco—the plug that pays the dealer the **largest** profit-margin of any tobacco in Canada. Advertisements—over four times the size of the one above — are boosting the sales of MASTER MASON among men who know tobacco value. You can sell **more** MASTER MASON now than ever before—and make more money selling it. Why not put in a stock of this popular tobacco immediately?

ROCK CITY TOBACCO COMPANY

QUEBEC - CANADA

MASTER MASON

Index to Advertisers

A

Acadia Sugar Refining Co., Ltd. 17

B

Bain & Co., Donald H.. 8
Baker, Walter & Co.... 48
Bickle & Greening, John . & Co. 44
Birdland Society 9
Borden Co., Ltd..... 1

C

Canada Barrels & Keg Ltd. 47
Cane Wm. & Sons Co., Ltd. 14
Can. Nashua Paper Co... 11
Channel Limited, Inside Front Cover
Canadian Salt Co. 44
City Dairy Co. 6
Codville Co. 10
Clark Ltd., W. 3
Columbia Macaroni Co... 6
Crosse & Blackwell 2
Crothers, W. T. & Co. ..

D

Davies & Co., Wm. Ltd... 43
Dobree & Sons 6
Dominion Canners, B. C., Ltd. 6
Dominion Slicer Corp. .. 14
Drimilk Co., Ltd. 4

E

Emond Jos. 12
Enquiry Page 15
Escott Co., Ltd. W.H. .. 10
Estabrooks Co., Ltd. T.H. 17
Eureka Refrigerator Co. Ltd. 7

F

Frost Moorman & Co. ... 11

G

Galt Chemical Co. 45
Gipe Hayard & Co. 48

H

Hamblin-Brereton 11
Hayne, John 47
Heinz, H. J. 44
Hanson Co., Ltd., J. H. .. 12
Hull Oil Mfg. Co. 12
Hungerford Smith Co. Front Cover

I

Imperial Grain & Milling Co. 7
Imperial Extract Co. ... 5

L

Lake of the Woods Milling Co., ...Back Cover
Laing & Waters 11
Langley Harris & Co. Ltd 11
Lloyd Jas. & Son 14
Loggie Sons & Co..... 11

M

McLauchlan, J. K. 11
McLay, Brockerage Co. .. 8
Macdonald Reg., W. C. .....Inside Back Cover
Mackenzie, W. L. 8
Mickle, Geo. T. 10
Moore & Co., R. M. 47
Magor, Son & Co. 18
Marsh Grape Juice Co... 45
Maple Tree Producers Ass'n., Ltd. 14

N

Nonsuch Mfg. Co. 45

O

Oakey & Sons, Ltd. John 11
O'Donnell & Co., John J. 11
O'Keefe's Ltd. 5

P

Patrick & Co., W. 11
Pennock & Co., H. P. .. 9

R

Red Rose Tea 17
Rock City Tobacco Co... 46
Reliance Ink Co. 10
Ross Can Co. 47

S

Salada Tea Co. Ltd 13
Sanator Limited 13
Scott & Thomas 11
So-Clean Ltd. 47
Soper, E. N. & W. E.... 11
St. Arnaud Fils Cie 12
Stickney & Poor Spice Co. 7
Stroyan-Dunwoody Co. .. 8

T

Thum Co. (Tanglefoot) O. & W. 47
Tippet & Co., Ltd. 12
Toronto Pottery Co., Ltd. 47
Toronto Salt Works 47
Trent Mfg. Co. 47

W

Wallace Fisheries, Ltd... 7
Watson & Truesdale 9
Waterloo Broom and Brush Co. 10
Western Canada Flour Mills 13
White & Co. 48
White, Cottell's 47
Woods & Co., Walter .. 45
Williams Storage Co. 9
Wiley, Frank H. 8

BUYERS' MARKET GUIDE
Latest Editorial Market News

Stoneware Jars
Flower Pots
Tea Pots
Glassware

Please ask for copy of latest catalogue

The TORONTO POTTERY CO, Limited
Toronto

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillvray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

BARRELS
From 5 to 50 Gallons. For Liquid Containers
PROMPT SHIPMENTS
CANADA BARRELS & KEGS, Limited
WATERLOO, ONT.

Your Wants

are many here below. Use the Want Ad. page and get rid of a few of them.

ROLLED OATS SHOW SHARP ADVANCE

The market for rolled oats shows a sharp advance this week Dealers are quoting bags of 90 lbs. at $3.50 each, or five bag lots at the rate of $3.40 each. The demand for oats is decidedly more active, and the strength of the market for raw oats has been a factor in the increase in the price of rolled oats to the trade.

FOR THE FINEST···BUY AN R-M
ASK FOR SAMPLES & PRICES
R-M BAG
JUNIOR R-M-BAG
RECOGNIZED AS THE STANDARD MAKE
FOR LIGHTING SYSTEMS
FOR HANGING LAMPS AND LANTERNS
R.M.Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

---

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS

All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.

ROSS CAN CO. LIMITED,
Bowmanville, Ont.

BARRELS

For all purposes. The best pack age for exporting. I can make them to suit your goods.

JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

TANGLEFOOT
PRODUCTS
STICKY FLY PAPER, STICKY FLY RIBBON, TREE TANGLEFOOT, ROACH-ANT POWDER.
THE O&W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

MAKE BUSINESS BETTER
By Boosting Your Business

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

YOUNG MAN, 28, THOROUGHLY EXPERienced and efficient; a hustler and one who knows what to do and how to do it, wants position in grocery or general store. Highly recommended. Apply Box 72, Canadian Grocer, University Ave., Toronto.

YOUNG MAN (28) SINGLE WITH FOUR years banking and eight years grocery store experience, capable of taking full charge, desires change about Sept. 15. Could invest small amount. Future prospects considered before high wages. Box 70, Canadian Grocer, 153 University Ave., Toronto, Ontario.

FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

FOR SALE—GENERAL STORE IN NORTHern Saskatchewan village, good district, good crops and good business, purchaser must have $10,000. Box 74, Canadian Grocer, 153 University Ave., Toronto, Ont.

Good Sellers make business easy

BAKER'S
Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Registered Trade Mark

Made in Canada by
Walter Baker & Co. Limited
Dorchester, Mass. Montreal, Can
Established 1780

Cantaloupes

Season now at its height.

Very fine Salmon Flesh now arriving.
Also New Mexico Pinks in flat cases

California Pears Peaches
Plums Oranges Lemons
and Bananas

Everything in the line

WHITE & CO., LTD.
TORONTO

READER'S NOTICE

Regarding

CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this

give your old address as well as the new one.

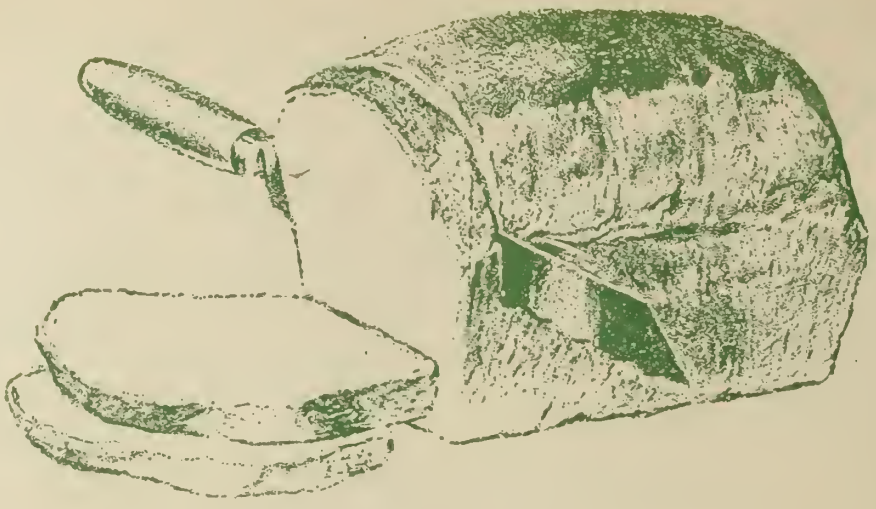
MACDONALD'S

The Tobacco with a heart

Let Value Be The Basis of Your Business

As long as Macdonald's gives the smoker *More Tobacco for his money* so long will the smoker prefer Macdonald's Tobaccos. And as long as you can supply him with such tobaccos, just so long can you expect to hold his custom.

There is only one sure foundation for a profitable, permanent business—and that is VALUE. The term *VALUE* includes, of course, *Quality*. The name Macdonald's stands for both. That it stands for *Profits*, too, a trial will convince you.



Women to-day are buying their flour "By the Loaf"

Enforced economy has made women more efficient purchasing agents than ever before.

Even in the selection of a staple necessity, the food dollar must perform its duty to the full.

During the war, women learned to make flour go farthest. They learned to figure the cost of a bag of flour by the number of loaves it produced. It was when thrifty housewives learned to buy flour **"by the loaf"** that the demand for FIVE ROSES leapt ahead. And to-day more families than ever before are keeping down their cost of living by using FIVE ROSES in all their baking.

Your interest and that of your customers is identical. Sell the flour that has the best selling points.

Lake of the Woods Milling Company Limited

Offices in 16 Canadian Cities

MONTREAL WINNIPEG

FIVE ROSES FLOUR

for Breads - Cakes - Puddings - Pastries

Pre. Exhibition Issue

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV. PUBLICATION OFFICE: TORONTO, ONT., AUGUST 19, 1921 No. 33

A complete line under one label.

Gosse-Millerd's

CHOICE

PINK SALMON

Packers generally are slowing down this year in the canning of many varieties of Northern Pacific fish. Customers will be turning from Sockeyes to the less expensive varieties. Never was there such an opportunity to build up a quick profitable sale for guaranteed pinks. The excessive hot weather has also brought you many new customers for canned ocean products.

Take advantage of the demand which advertising and your customers' own praise has created.

The advertising we have recently done across Canada of our introductory packages, sold pink salmon in thousands of households. Folks were delighted, and told their neighbors. Now—cash in on this publicity—stock, display and boost Goose-Millerd Pink Salmon. Get all information about it, while the season is on.

There's satisfaction in handling a line in which every can is backed by the firm who packs it.

GOSSE-MILLERD PACKING CO., Limited

Vancouver, B. C.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested.

"Aladdin Dye Soap ?"—

"Yes, we have it."

Will this be the dialogue in your store —or will you have to disappoint your clientele and send them elsewhere?

The demand for Aladdin is daily becoming greater. Let your store be known as one that carries a full assortment of Aladdin's 18 colors. It will add to your reputation, as well as to your profits.

CHANNELL LIMITED TORONTO

Distributors for Aladdin Dye Soap Manufacturers of O-Cedar Products.

The Pickling Season is Very Near

The new government regulations as to the sale of vinegar are as follows:—

"Cider Vinegar, Apple Vinegar, is vinegar made by the alcoholic and subsequent acetous fermentation of the juice of apples. It is laevo-rotatory, and contains in 100 cc. not less than 1.6 grammes of the apple solids, of which not more than fifty (50) per cent is reducing sugars; and not less than 0.25 gramme of apple ash. The water soluble ash from 100 cc. contains not less than 30 cc. of decinormal acid to neutralize its alkalinity. 100 cc. of the vinegar contains not less than 0.15 gramme of glycerin."

Every keg and barrel of

"EVANGELINE"

BRAND

Apple Cyder Vinegar

has the following guarantee printed on it:

"WE GUARANTEE that the Vinegar in this barrel when it left our factory contained absolutely nothing but the juice of choice Nova Scotia apples. No acetic acid, coloring or foreign substance of any kind has been added. It is also guaranteed to be ABOVE the Government strength required for XXX Vinegar and to keep pickles if properly put up."

"Land of Evangeline" Brand Pure Apple Cyder Vinegar, doesn't just "happen" to be better than other vinegars—it is **made** better—infinite pains are taken in every detail of its production. It **should** be as good as it is made by Whiteway's, who have been established in Devonshire, England, for over 300 years. In the selection of the apples, in the cleanliness and efficiency of the machinery, in the many stages of maturing and refining in every process, right up to the filling of the kegs and the bottles, the greatest care is exercised.

"EVANGELINE" Apple Cyder

The most popular beverage in the Maritime Provinces. Put up in kegs and bottles. It will keep sweet, clear and sparkling indefinitely in any climate. A very profitable line to handle.

ALSO

"EVANGELINE" ORANGE, CHERRY AND GRAPE CYDER
"EVANGELINE" GINGER ALE, ETC.
"EVANGELINE" WHITE WINE VINEGAR

All Good Wholesalers Sell It **Refuse Substitutes**

ANNAPOLIS VALLEY CYDER CO., LIMITED

BRIDGETOWN, Nova Scotia

INCREASE THE CAPACITY OF YOUR MERCHANT

There are two kinds of business policies of the merchandising field to-day.

The first believes the goods are sold when they have been sold to the merchant. Having bought the goods it is up to him to sell them and to get rid of them the best way he can.

The other thinks of merchants in terms of their capacity to sell his goods to the ultimate consumer, and having sold them to keep them sold and keep them coming back for more. The former very often finds new competitors coming into the field, and taking away a great deal of the business he has come to expect should be his.
The second approaches his merchant on a man to man basis. He encourages him to build. He shows him clearly and carefully what he is doing to help him create a market for the products he is distributing. Through the business newspapers the merchant reads, he shows him the turnover possibilities in his line. In fact, he shows him how to make more money for himself, and incidentally make more for the wholesaler or manufacturer.

The second and most successful type of business realizes that training does not stop when he has trained and sold his own selling force on the goods he is merchandising. He realizes that this is only a beginning, that the great force of retail merchants who finally dispose of his goods to the ultimate consumer must be trained, must have knowledge, must have information, so they in turn can prove and sell the ultimate consumer.

The one great way to reach the merchants who are selling your goods is through the MacLean Trade newspapers, which merchants are reading every day and every week of the business year. They are reading them for new ideas, methods, for merchandising plans, for schemes to make more money. Now as never before they are studying the market pages and price quotations of every issue. Firms who are taking advantage of this avenue to better business are finding results far in advance of their expectations.

THE MACLEAN PUBLISHING COMPANY LIMITED

TORONTO MONTREAL WINNIPEG VANCOUVER

Publishers of the following specialized trade and technical newspapers:

Trade Newspapers

Weekly

Druggists' Weekly
Hardware and Metal
Canadian Grocer

Monthly

Dry Goods Review
Men's Wear Review
Sanitary Engineer (Semi-Monthly)
Bookseller and Stationer

Financial

The Financial Post

CLARK'S PREPARED FOODS

"READY TO SERVE" DISHES FOR ALL SEASONS

Corned Beef, Roast Beef, Ox Tongues
Lunch Tongues, Soups,
Potted Meats, Loaf Meats
Cambridge Sausage, English Brawn,
Beefsteak and Onions, Irish Stew,
Canadian Boiled Dinner
Spaghetti with Tomato Sauce and Cheese
Tomato Ketchup, Table Syrup,

CLARK'S PORK AND BEANS

and other good things.

W. CLARK, LIMITED MONTREAL

Tobaccos That Satisfy

MACDONALD'S Tobaccos have been on sale in Canada for more than sixty years and we don't know of a single dealer who has had trouble selling Macdonald's. Because Macdonald's satisfies the customer.

Macdonald's sells constantly and repeatedly—and *profitably*. Profitably because its steadily growing demand assures a fast turnover and larger returns from your investment.

Investigate for yourself the "profitableness" of Macdonald's Tobaccos, and you will learn why it is the *retailer's most satisfactory tobacco.*

The Tobacco with a heart

MACDONALD'S

They always come back.
Sell your customers

STICKNEY & POOR'S
EXTRA FINE
MUSTARD

once and they'll always come back for the second box. It's the full strength, excellent color and fine flavor that pleases them.

If you want easy selling, rapid repeat sales and public confidence be sure to say STICKNEY & POOR'S to your jobber when you order
MUSTARD,
SPICES and
SEASONINGS.

Your co-operating servant,
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

EUREKA

REFRIGERATORS

are so built that a constant, positive circulation of cold, dry air is maintained. This feature fully covered by patents.

Your customers will appreciate the care you give to keep your perishables sweet and wholesome.
Don't repeat last summer's waste.
Get a Eureka.

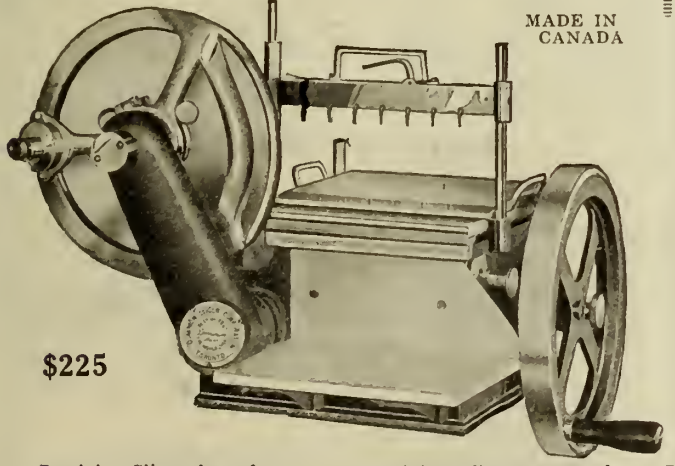
Write for our new catalogue.

Eureka Refrigerator Co., Limited
Head Office: Owen Sound
Branches: Toronto, Montreal, Hamilton

THE "BEST BUY" IN THE SLICER MARKET

DOMINION SLICER

MADE IN CANADA



$225

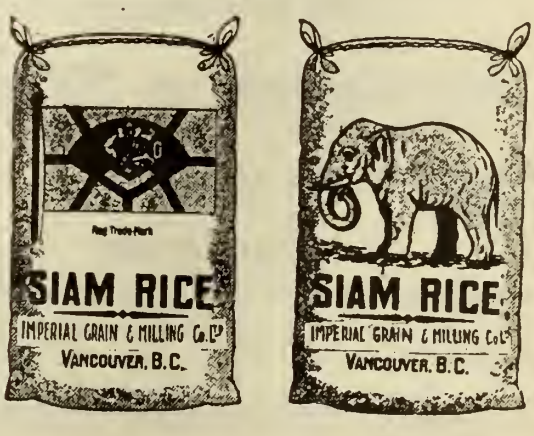
Dominion Slicers have fewer working parts, are more easily cleaned and operated and are more sanitary than other machines. They do anything that other slicers will do and are much less expensive.

Dominion Slicers are made from the finest materials by skilled Canadians. They are the most efficient and most reasonably priced slicer made, and are guaranteed for one year.

WRITE FOR ILLUSTRATED BOOKLET

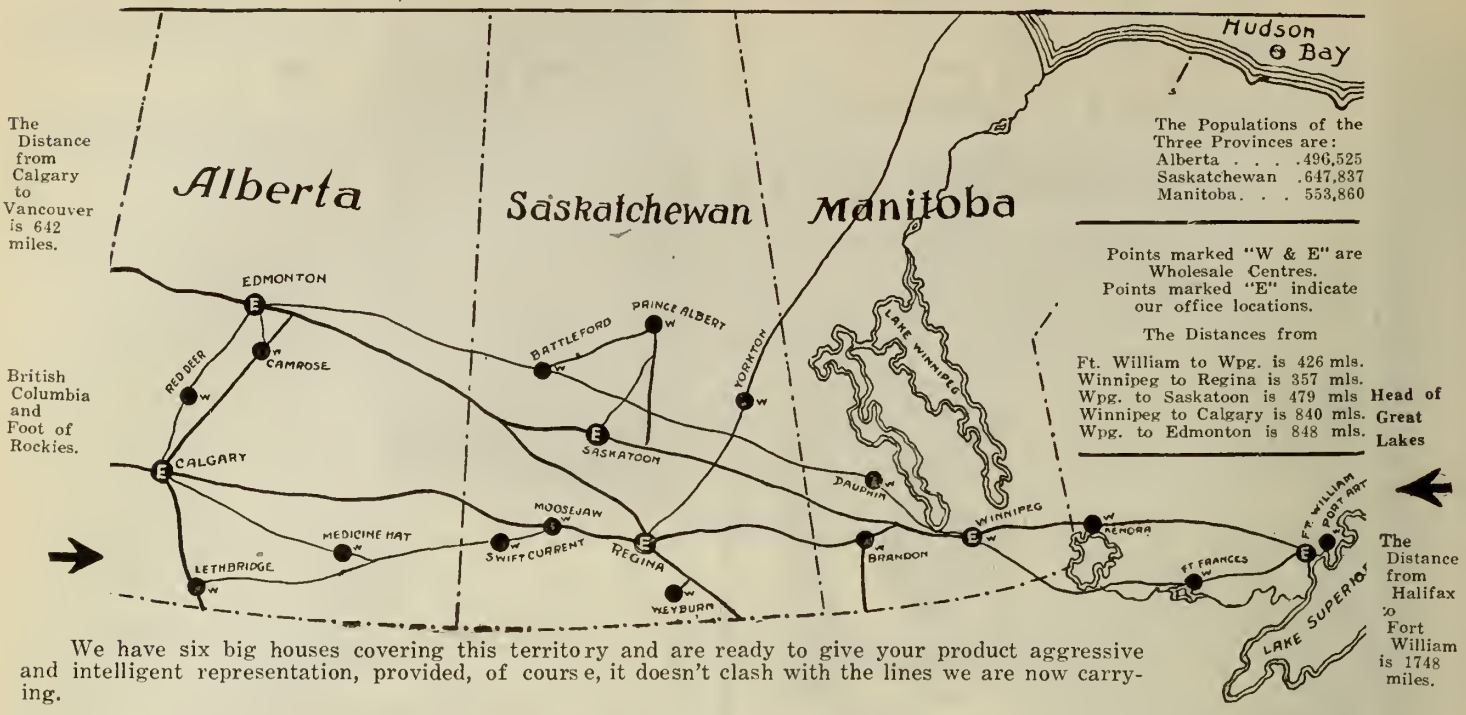
Dominion Slicer Corporation
110 Church St., Toronto

Imperial Grain and Milling Co., Limited
VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

WE COVER THIS FIELD



We have six big houses covering this territory and are ready to give your product aggressive and intelligent representation, provided, of course, it doesn't clash with the lines we are now carrying.

Drop us a card and tell us about your line and we'll give you all particulars by return mail.

W. H. ESCOTT CO., LTD.

Manufacturers' Agents and Wholesale Grocery Brokers

WINNIPEG, FORT WILLIAM, REGINA, SASKATOON, CALGARY, EDMONTON

Storage and Distribution

Winnipeg

Insurance 30c

We operate the largest fleet of motor trucks in

Western Canada

Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

The City Dray Company

LIMITED

246 Princess Street,

Track P. 18 **Winnipeg**

SAMUEL DOBREE & SONS

LONDON, ENGLAND

Established 17th Century

Growers and Producers of

SUGAR MOLASSES COCOA

IMPORTERS AND EXPORTERS

Branches in all parts of the civilized world

Canadian Branch

UPPER WATER STREET

HALIFAX, N.S.

Mason & Hickey

MANUFACTURERS' AGENTS

Head Office at Winnipeg, Manitoba

BRANCHES:

Fort William Regina Saskatoon Calgary
Edmonton Lethbridge Vancouver

WE REPRESENT THE FOLLOWING FIRMS

ANGLO-BRITISH COLUMBIA (THE) PACKING CO., LTD. VANCOUVER
Salmon.

ARBUCKLE BROTHERS .. NEW YORK
Green Coffee.

ARROZ MILLING CO. .. NEW ORLEANS
Rice.

BORDEN (THE) CO., LTD., MONTREAL
Canned Milk.

CALIFORNIA PACKING CORPORATION SAN FRANCISCO
Canned Goods, Dried Fruits, etc.

CANADA NUT CO., LTD., VANCOUVER
Peanut Butter and Salted Peanuts.

CANADA STARCH (THE) CO., LTD., MONTREAL
Starch, Syrup, Glucose, Mazola and Gluten Feed.

CREAMETTE (THE) CO., MINNEAPOLIS
Macaroni Products.

CRESCENT MANUFACTURING CO., SEATTLE
Mapleine.

CROWN BROOM WORKS, LTD., VANCOUVER
Brooms.

DOMINION SUGAR CO., LTD., CHATHAM, ONT.
Sugar.

DUNBAR MOLASSES & SYRUP CO., NEW ORLEANS
Molasses.

DYSON (THE) VINEGAR CO., LTD., WINNIPEG
Vinegar.

FOSTER & HOLTERMAN, LTD., BRANTFORD
Honey.

GORMAN, ECKERT & CO., LTD., LONDON, ONT.
Olives, Spices, etc.

HARPER PRESNAIL CIGAR CO., LTD., HAMILTON
Cigars.

INGERSOLL (THE) PACKING CO., LTD., INGERSOLL,ONT.
Cheese.

KELLOGG TOASTED CORN FLAKE CO., TORONTO
Corn Flakes.

KING-BEACH (THE) MFG. CO (1920) LTD. MISSION CITY, B. C.
Jams.

LOGGIE, W. S., CO., LTD. CHATHAM
Lobsters and Blueberries.

NATIONAL LICORICE CO., MONTREAL
Licorice.

NICHOLSON & BROCK TORONTO
Bird Seed.

PROCTER & GAMBLE (THE) DISTRIBUTING CO. OF CANADA, LTD., TORONTO
Bulk Crisco.

SIDNEY TRADING CO., LTD., SIDNEY, B.C.
Clams.

STANDARD EXPORT-IMPORT CO., LTD. STAVANGER, NORWAY
Sardines.

TAYLOR, W. A., CON. & MFG. CO. LTD., WINNIPEG
Horseradish.

TETLEY, JOSEPH & CO., LTD., LONDON, ENG.
Tea.

WETHEY, J. H., LTD., ST CATHARINES
Jams and Mincemeat.

Mason & Hickey

287 STANLEY STREET WINNIPEG, CANADA

Representing
CONNORS BROS., Ltd.
Brunswick Brand Sardines, etc.

Representing
GEO. PAYNE & CO., Ltd.
England, Ceylon and India Teas

An Established Record for Real Service

We enjoy the Confidence and Goodwill of ALL the WESTERN TRADE and Guarantee to give careful attention to any reliable agencies entrusted to us.

C. DUNCAN & SON

GROCERY BROKERS

WINNIPEG, CANADA

ESTD. 1899

Representing
ARNOLD DORR & CO.,N.Y.
Coffees

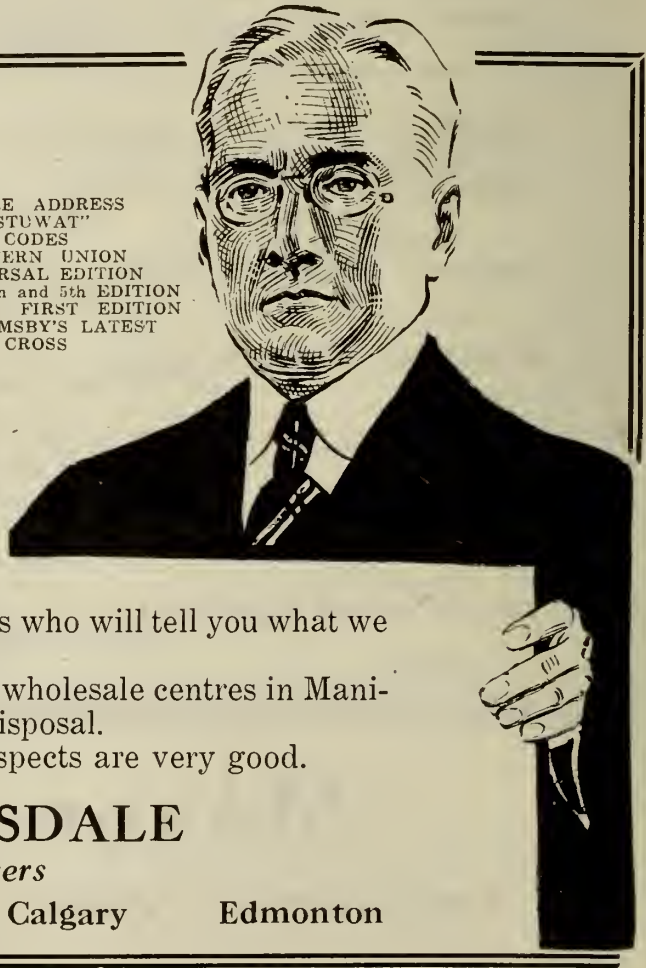
Representing
SUFFOLK PEANUT CO.
Peanuts
And other First-Class Firms

To MANUFACTURERS
and
PACKERS

You are looking for

RESULTS

CABLE ADDRESS
"STUWAT"
CODES
WESTERN UNION
UNIVERSAL EDITION
A. B. C. 4th and 5th EDITION
BENTLEYS FIRST EDITION
J. K. ARMSBY'S LATEST
CROSS



Write us and we will give you our references who will tell you what we have done for them.

Our staff of detail men operating from the wholesale centres in Manitoba, Saskatchewan and Alberta are at your disposal.

Business is improving in the West and prospects are very good.

WATSON & TRUESDALE

Wholesale Grocery Brokers

Regina Saskatoon WINNIPEG Calgary Edmonton

The Western Market

Are you thinking of entering a new "quality" product in the rich Western market? We have 14 aggressive salesmen calling regularly on both the **wholesale** and **retail** trade in the West.

The House of Scott-Bathgate Co., Ltd.

If your product is a new one that needs introducing in this large, wealthy field, or one whose sales are not now measuring up to your expectations, our aggressive, personal service, backed up by over 18 years of successful marketing experience, will produce the results you are looking for.

What we have done for such lines as CHRISTIE'S BISCUITS, HUNGERFORD and SMITH'S FOUNTAIN SUPPLIES and ROBERTSON'S CONFECTIONERY, we can do for your products, providing of course that they do not conflict with our present list. Write us to-day for further information.

SCOTT-BATHGATE CO., LIMITED

Importers and Commission Merchants

149 NOTRE DAME AVENUE E., WINNIPEG

Cable Address—All Branches
"DONBAIN"

CODES:
A.B.C. 4th and 5th Editions
Armsby 1911, Western Union and Bentleys

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

CAN GIVE YOU

SERVICE

and by **service** we mean we give our principal's account **preferred attention** in every respect; **we** have a **sales organization** second to none; **exceptional warehouse accommodation** at all points, along with the **financial responsibility** which means much to the **manufacturer** who wants some guarantee of **stability** from a **broker.**

THE NATIONAL BROKERS

HEAD OFFICE:

WINNIPEG, MAN.

Branches: REGINA SASKATOON EDMONTON CALGARY VANCOUVER MONTREAL
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

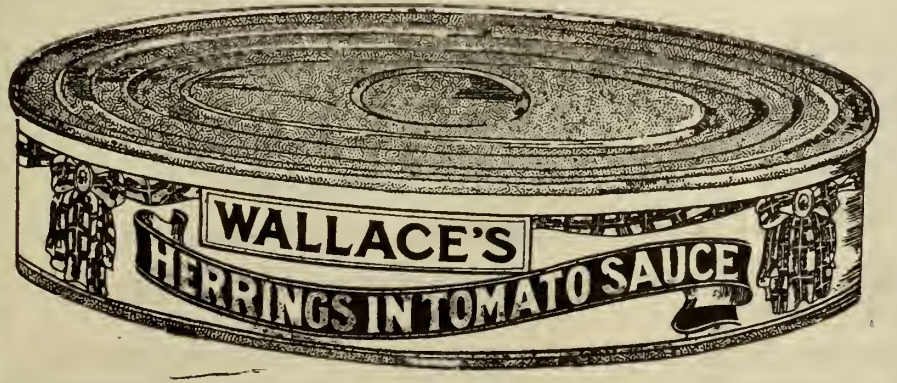
CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

WALLACE'S HERRINGS



Like Wallace's Salmon and Pilchards, Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

W. LLOYD LOCK & CO.
Wholesale Manufacturers' Agents and Commission Brokers
Storage Warehouse and Track Facilities
Winnipeg, Manitoba

THE W. A. MARSHALL CO.
WINNIPEG, MAN.
GROCERY SPECIALTY BROKERS
Agencies Wanted
Satisfactory Representation Guaranteed

G. B. THOMPSON & CO. Ltd.
Wholesale Commission Broker and Manufacturers' Agent
Old Country Agencies Wanted
Storage, Warehouse and Transfer Track
149 Notre Dame Ave., East, WINNIPEG
Established 1898

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

ATTENTION!
AGENTS, MANUFACTURERS, ETC.

Wholesale Grocery—Specialty House in Vancouver, British Columbia.

dealing in high class food products, jams, jellies, druggist's sundries, confectionery, etc., desires to represent reliable manufacturers or agents of high grade food products or other articles suitable to their business. Several specialty men always in direct touch with the trade.

Special arrangements can be made to do detail work on any good line in return for exclusive representation in British Columbia.

First class financial and other references supplied.

Apply in first instance to

ADVERTISING MANAGER
PROVINCE OFFICE, VANCOUVER, B. C.

½ million buyers see an advertisement similar to this every week. Display the Tea. The Codville Company Ltd.

5

OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.
Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in
Canadian Grocer

It reaches the Buyers It's a Business-Getter

Rates and Information on Request

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toron
Halifax, N.S.; Winnipeg, Man.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

D. W. Clark & Sons
248 Avenue Road
TORONTO
Grocery Brokers and Commission Agents
We invite correspondence from Domestic or Foreign manufacturers who desire to secure proper distribution.

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

MANUFACTURERS
Not Represented in this District
Get in touch with us
LAING & WATERS
Manufacturers Agents
And Grocery Brokers
28 Wellington Street East
TORONTO

HAMBLIN-BRERETON CO., Ltd.
Grocery and Confectionery
Agents and Importers
Toronto and Kitchener, Ont.
Winnipeg and Calgary.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

C. A. MANN COMPANY
Strictly New Laid Eggs
Choice Creamery Butter
Fancy Dressed Poultry
Special Attention to Grocers' Orders.
Satisfaction Assured.
LONDON, ONTARIO
Phone 1577

BRAND

The **CROWN** *Trade-Mark*

on a bag of white beans is a guarantee of their uniform size and choice quality

Only the very finest hand-picked Canadian White Beans go into bags marked

CROWN BRAND

For your own protection insist upon having this line of known quality.

G. T. MICKLE - Ridgetown, Ont.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

When writing Advertisers kindly mention this paper

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 Place Royale, Montreal
Established 1876
Telephone Main 1581

Be Sure You Ask Your Jobber for
Dominion Spring Clothes Pins

Manufactured by
The J. H. Hanson Co., L td.
MONTREAL

B. & S. H. THOMPSON & CO.
LIMITED
Head MONTREAL Office

Agents for Canada for the HOMCO Products, including Hard and Soft Soaps, Soap Chips, Salad Oils, Compound Lard, Castor Oils, Sanctuary Oil, etc.

ENQUIRIES INVITED

BABY'S OWN SOAP
50 p. c. Profit
Buy direct from the factory. Freight prepaid. Minimum quantity, 2 gross.
$38.40 less 20 p.c. and 5 p.c. - $29.18 Sell at 15c. per cake - $43.20
on Sask., Alta. and B.C. add 60c. per gross and retail at 50c. per box of 3 cakes. Ask for price list on other lines.
ALBERT SOAPS, Limited. 168 McCord St. Montreal, Que.

When Writing to Advertisers Kindly Mention This Paper

THE SURE WAY TO PROSPERITY

is through your customers. Nothing is too good for them. The better the things you sell them the better they'll like your store and the quicker you'll prosper.

Red Rose Tea, with the remarkable qualities that have made it famous for 26 years, will do more to promote the lasting success of your business than any other tea. The demand for it is steadily kept up by advertising, and the quality never changes.

Why not take advantage now of the increase in good will and sales Red Rose Tea will bring you?

You'll always be glad you did.

T. H. ESTABROOKS CO., LIMITED

St. John, N. B. Montreal, P. Q. Toronto, Ont. Winnipeg, Man. Calgary, Alta.

Welcome Exhibition Visitors

We extend to retailers a most hearty invitation to pay us a visit when attending the Toronto Exhibition. Our warehouse is scarcely five minutes' walk east from the Union Depot.

FLOWERDALE

Come and see with what exacting care we maintain the high quality and uniformity of our various blends, including our big leader, "Flowerdale"—the tea you've heard so much about.

R. B. HAYHOE & CO.

IMPORTERS

7 FRONT ST. E., TORONTO

Canadian National Exhibition, Toronto

AUG. 27 — *Inclusive* — SEPT. 10

To be opened by

Lord Byng of Vimy,

Canada's new Governor-General

Color of the Orient

Gaiety of a Mardi Gras

Complete exposition of Canada's resources, skill of men, wealth of material.

"OVER HERE"—Super Pageant of Regal Magnificence dramatizing vividly Canada's Origin, Growth and Achievements.

Color — Symbol — Allegory — Hundreds of Performers—Music —Fine Arts—World's Largest Collection of War Photographs —Thrillers of Many Kinds— Fireworks on a larger scale than ever before—Scores of Features only to be seen at Toronto.

Canada's Greatest Live Stock and Farm Display—Machinery and Equipment of Endless Design for increasing the Efficiency of the Farm and the Comfort of the Home.

— Admission 25 Cents. —

Reduced Fares on All Lines of Travel

John G. Kent, Managing Director. Robt. Fleming, President.

First in Quality and Dependability

Your most particular women customers will appreciate its real high quality as a blueing. It has a great reputation on the market.

Every grocer wishing to keep up his sales record should never be without KEEN'S OXFORD BLUE.

It will satisfy every purchaser.

Magor, Son & Co., Limited

191 St. Paul Street, W.
MONTREAL

30 Church Street
TORONTO

1896 - 1921

There are many still with us who braved the 'Pioneer' days of the packet tea business. Read this from the dean of our Toronto travelling staff.

McIntyre House
Dutton, Ontario

August 10th, 1921.

P. C. Larkin, Esq.,
Toronto.

Dear Sir:—

Twenty-five years ago today you marked out my first trip on the road. This was done at your office, 25 Front St., E. In that first week I sold 350 pounds—50 pounds of which was not shipped. Today, under separate cover, you will find orders for 3,135 pounds, a day's work. Hoping Salada shall continue to increase in the measure it deserves. I am, sir

Yours very truly,

A. S. GORMALY.

We recall Mr. Gormaly's first trip very well and thought it a good one at the time!

SALADA TEA COMPANY OF CANADA, LIMITED

CANADIAN GROCER

VOL. XXXV. TORONTO AUGUST 19, 1921 No. 33

The Retailer and the Exhibition

Many Advantages Will be Gained by the Grocer who Attends the Canadian National Exhibition at Toronto—The Merchant's Opportunity to Learn More About the Goods He is Selling.

HUNDREDS of grocers from the province of Ontario, from Quebec and the Maritimes, from the prairies and even as far west as the Pacific coast, will visit the Canadian National Exhibition at Toronto, commencing Saturday August 27th. In a pre-exhibition number, such as this issue, Canadian Grocer aims to direct the attention of the retail merchant to the advantages to be gained from visiting Toronto and this great exhibition, at this time. It is an opportunity not only for a holiday, but it affords a means whereby the retailer can enlarge his knowledge, gaining a closer, more intimate understanding of the goods he is selling. He will be able to go back to his store, freshened with new ideas, determined to put them into practice.

Manufacturers and producers generally regard this exhibition as the gateway to the Canadian market, through which, as through no other medium, they can be brought in touch with the distributor and the ultimate consumer. It is a specialized market where the whole nation concentrates itself. Brought together here is the whole range of Canadian production, and it is the one big opportunity during the year for direct contact between buyer and seller. It depicts and demonstrates Canadian activities artistic, technical, cultural, agricultural, industrial and commercial, and registers the enterprise, the energy and the development of the country. It is an arena for the display of the industrial strength of Canada, and the testing ground for much that other nations have to offer.

The entrance to the Canadian National Exhibition where retailers will find much to interest them.

The exhibits of foodstuffs at the Canadian National exhibition will provide much of interest for the average grocer It is among these exhibits that he will find a great deal of profit and instruction. These exhibits tell all about the products shown, and every effort is put forth by expert attendants to enlighten visitors at the various booths, in regard to the lines shown. It will help the grocer to increase his sales, if he sees the practical work involved in the making of the product. The dairy building and the manufacturing building should be among the chief attractions for the retail grocers. The newest ideas in store equipment and fixtures will be on exhibition, and will be well worth investigating.

Visit the Plants

Retailers visiting Toronto at this time will be welcomed at the plants of manufacturers where they can learn first hand, the various processes of making, which will be found not only profitable from an educational standpoint, but valuable in assisting in the sale of the goods. Five of Canada's largest packing plants are located in Toronto, as well as several large cereal and flour mills, two large biscuit factories, three soap plants, a cocoa plant and several chocolate factories.

Visiting grocers are reminded of Toronto's many fine retail stores where progressive merchandising ideas abound, and which might be followed with success in some of the smaller places in the Dominion. In the grocery departments of Toronto's large departmental stores will be found much to help in the way of ideas. Where ideas are daily being put into effect that bring new business. Display is a big feature in the selling plans of these stores and at exhibition time, some splendid window displays are to be seen.

While the exhibition will be the chief attraction for the visiting merchant at this time, Toronto presents plenty of scope for other pleasure jaunts. A list of the attractions in the city during the two weeks of the big Fair, and also of the points of interest will be found in another column, and these will provide plenty of amusement and entertainment for the guests from out of town. For those who prefer to motor there are splendid highways leading to the city, particularly from the west, while around and about are many attractive points within easy distance. Toronto is the holiday Mecca for all holiday seekers, especially during the exhibition.

Retailers' Day

Of special interest to the retail trade should be retailers' day on the Wednesday of the second week of the exhibition. Many officials prominent in the retail trade of Canada will attend, and the noon day luncheon on this occasion will be addressed by a prominent retailer. Merchants will profit by attending the exhibition on this day, and exchanging ideas with other retailers from different parts of the country.

Matter of Pure Food Building Will Again Be Taken Up During Exhibition

A Meeting of the Executive Committee Will Be Held During the First Week of the Exhibition, and a General Meeting of all Manufacturers Interested Will be Held the Second Week

Toronto, August 17,— (Special)— The Food Products' Association which was formed a year ago to endeavour to secure a new Pure Food Building at the Canadian National Exhibition have this matter again in hand. There will be an executive committee meeting during the first week of the Exhibition and likely a general meeting of all manufacturers interested the second week.

It will be remembered that in the spring when the tenders for the new building were opened the lowest was some $50,000 above the estimated cost of $150,000. This meant too high a figure per square foot rental so that it was decided jointly with the Exhibition Board not to to proceed with it for this year. It is quite likely that, as plans are being revised, the building will be erected for approximately the $150,000. This would mean an annual rental of about 60c per square foot. It is expected that something definite in regard to the cost will be ready in time to present to the manufacturers at their meeting during the second week of the exhibition.

If such is the case the contracts can be let at once which would give the contractors plenty of time to have the building finished in good time for next year.

MAY BE POSTPONED

Ottawa, Aug. 16. — There is reason to believe that there will be a postponement until Jan. 1, 1922, of the going into effect of the Customs regulations requiring all imported goods, other than those used by manufacturers in their industries, to have plainly marked on them the country of origin.

A memorandum issued by the Department under date of Aug. 4, 1921, stated that this section would come into force on Oct. 1 next, and reminded importers that non-observance of the provision would result in an additional ad valorem duty of 10 per cent. being levied on the value of the imported goods for duty purposes. This included the United Kingdom, the British colonies and British possessions.

An Attractive Window That Won Much Favorable Comment During a Special Campaign Week

How Donald McLean, Roncesvalles Avenue, Toronto, decorated his window when the merchants in this district made a special drive to keep trade in their own district.

Retail Grocers Visiting Toronto During Exhibition Should See The Store of R. Barron Ltd. Yonge Street Where Attractive Displays Are Always a Feature.

The Present is a Good Time to Buy

George Barron, Buyer for R. Barron, Ltd., Yonge Street, Toronto Believes That the Trend of Certain Grocery Commodities is Now Upward, and that Buying of the Same at Present Quotations is Good Business—Looks for Shortage Particularly of Some Canned Fruits and Vegetables

"I think the present is a good time to buy a number of leading groceries," George Barron of R. Barron, Ltd., Yonge Street, Toronto, told a representative of Canadian Grocer the other day. Coming from one of the big grocery buyers in Toronto, Mr. Barron's statement indicates the trend of markets in many lines at the present time. It is the opinion of many buyers in close touch with market conditions, that the bottom of prices has been reached, and that from now on, the tendency will be in an upward direction.

Canned Goods Will Be High

"Indications point to strong prices for canned goods," Mr. Barron remarked. "The pack has not been heavy, and I believe there will be a shortage of certain lines before another season's pack is available. Peas were only a thirty per cent. crop this year, and in fact the pack of all fruits and vegetables this year has been light. Take California peaches for instance. The crop of peaches out there has been light, and of course the pack will be small as compared with good years. I anticipate high prices on California pineapple, and I believe buying of it as well as other canned fruits and vegetables, at present values, is good business. Personally, I am in the market to buy for the reason that I think prices will go higher than quotations now ruling."

Customers Get Benefit

Mr. Barron told Canadian Grocer that it was his policy to give his customers the benefit of wise buying. In an advancing market he frequently advised them to buy in case lots of canned goods. "My customers look to me for advice in their buying," he stated, "and have sufficient confidence in me, as to be guided by my judgment. I think a grocer should always be in the position to advise his customers in their buying, and people as a rule look to their grocer for this advice. By keeping in close touch with market conditions and giving the people correct information in regard to price changes, the grocer at this time can do a great deal to stimulate trade."

1,200 Lbs. of Bacon in a Week

Twelve hundred pounds of bacon in one week, and that during the second week of this month, constitutes a record sale in Barron's store. Sales of both smoked and cooked meats are always on a large scale in this store. All bacon is sliced in readiness for sales ahead of orders. It is sliced in pound lots and wrapped in paper, and put away in the refrigerator. Slicing is always of uniform thickness. "We do not have two ounces of waste in slicing bacon," the manager of the meat department of Barron's remarked. "The same is true of cooked hams and tongues. We have absolutely no loss in slicing them up."

No Particular Brand

No particular brand of bacon is given exclusive sale in Barron's. Two or three brands of first-class, standard quality are carried. If a customer happens to ask for one kind of bacon and the same is not in stock, the manager of the meat department has no hesitation in filling the order with another brand, believing it to be of equal quality.

Display plays an important part in selling in this store. The visitor to Toronto, particularly if he is a retail grocer during the weeks of the exhibition, will find a visit to this store well worth while. Goods are displayed to advantage

Continued on Page 40

Must Mark Place of Origin on Goods

All Goods Imported Into Canada which are Capable of Being Marked, Stamped, Branded or Labelled, Without Injury, Shall be Marked, Stamped, Branded or Labelled in Legible English or French Words in a Conspicuous Place, so as to Indicate the Country of Origin.

A REPRESENTATIVE of a United States manufacturer of Toy Balloons asked Canadian Grocer recently if it was necessary to stamp the words, "Made In U. S. A. on each of their small balloons or simply on the carton from which they were sold.

It was found on inquiry there was considerable uncertainty about how goods made outside of Canada were to be marked. Some were of the opinion that the country of origin was to be marked on each and every individual item or package whereas others thought that it was only necessary to put the marking on the case or large container.

Canadian Grocer took this point up with the Commissioner of Customs and Excise at Ottawa and received the following reply;

"If toy balloons can be marked without injury they should be marked or branded so as to indicate Country of origin. If it be impracticable to so mark the balloons, the cartons in which they are offered for sale should be marked so as to be indicative of the country of origin."

How The Regulation Reads

This answers all questions in connection with the marking of goods. Legislation covering this point was passed at the last session of parliament which closed on June 4, last and comes into force on October 1 of this year. The clause referring to this subject reads as follows:

Marking of Goods

"The Customs Tariff, 1917, has been amended by inserting the following section immediately after section 12;

" 12a. That all goods imported into Canada which are capable of being marked, stamped, branded, or labelled without injury, shall be marked, stamped, branded, or labelled in legible English or French words, in a conspicuous place that shall not be covered or obscured by any subsequent attachments, so as to indicate the country of origin. Said marking, stamping, branding, or labelling shall be as nearly indelible and permanent as the nature of the goods will permit.

"Provided that all goods imported into Canada after the date of the coming into force of this section which do not comply with the foregoing requirements shall be subject to an additional duty of ten per centum ad valorum to be levied on the value for duty purposes and in addition such goods shall not be released from Customs possession until they have been so marked, stamped, branded or labelled under Customs supervision at the expense of the importer.

The Penalty

"Provided further that if any person shall violate any of the provisions relating to the marking , stamping, branding, or labelling of any imported goods, or shall deface, destroy, remove, alter, or obliterate any such marks, stamps, brands, or labels, with intent to conceal the information given by us contained in such marks, stamps, brands, or labels, he shall be liable on summary conviction to a penalty not exceeding one thousand dollars, or to imprisonment not exceeding one year, or to both fine and imprisonment. The Minister of Customs and Inland Revenue may make such regulations as are deemed necessary for carrying out the provisions of this section and for the enforcement thereof.

"Resolved, that any enactment founded on the preceding resolution shall be deemed to have come into force on the first day of October, nineteen hundred and twenty-one."

FACTS ABOUT TORONTO IN BRIEF

Capital of Ontario.
On the north shore of Lake Ontario.
40 miles due north of Niagara Falls.
Population 499,278.
Assessment $642,816,690.
Tax rate (1919) 28½ mills.
A city of homes.
30 miles from the nearest United States point.
A one-night ride from any of the centres of population in Central Canada or the Central and Eastern States.
Clearing House returns $4,251,644,303.
Telephones, 83,500.
Custom House returns $37,812,519.
Inland Revenue collections $3,763,216.
Value of buildings erected, $19,819,436.
Number of manufacturing establishments 2,500.
Capital invested $259,660,000.
Number of employees 98,000.
Annual salaries and wages $63,460,000.
Annual value of products $288,460,000.
Home of the largest departmental store in the world—T. Eaton Co.
Has a 10-mile water-front.
Toronto Harbor Commission spending $25,000,000 to develop harbor.
Owns 11 miles of street railway.
Will take over Toronto Street Railway in 1921.
Largest public recreation ground in the world—Toronto Island.
There are 60 parks, having an area of 1,837.48 acres.
There are 300 churches in Toronto.
Hub of education in Canada.
Toronto University, with affiliated colleges, is second to none on the continent.
There are 95 public schools, 10 high, or collegiates, and the Technical and Commercial High School are the largest and most efficient in the Dominion.
There are 91 standard hotels in Toronto.
The leading hotels are: King Edward, capacity 700; Queen's, capacity 400; Walker House, capacity 450; Carls-Rite, capacity 400; Prince George, capacity 200.
Automobile centre of Canada.
Mecca of trade and commerce.
Wholesale jobbing centre of Canada.
Second largest city in the Dominion.
Has the finest temperate uniform climate in Canada.
Toronto was founded as a French trading post in 1749.
Toronto's Exhibition Grounds cover an area of 264 acres.
Toronto has nine public hospitals for the care of the sick. Altogether, there are 65 hospitals, asylums and public homes.
The City Hall has a floor space of 5½ acres, is valued at $2,500,000, has a clock with a diameter of 20 feet, which is 300 feet from the sidewalk.
Each year there is the largest exhibition on the continent held in Toronto. In 1919 1,201,000 people attended this exhibition.

Find Fruits Profitable in Small Lots

Notter Bros., 1265 King Street West, Toronto sell fruits by baskets or crates, only when customers place orders in advance—Believe in selling only first quality commodities—public does not 'kick' against price if quality is right

"WE sell only first quality goods in our store, and we find that the price makes little difference if the customer is sure she is getting the best," J. R. Notter of Notter Bros.,1265 King Street, Toronto, told a representative of Canadian Grocer. Notter Bros. store is situated in Parkdale and this firm caters to the residential district. In close proximity to the store are several very large apartment houses. Visiting retail grocers to the exhibition will pass this store on the way to the grounds, and will find in this grocery, attractive window displays as well as attractive interior arrangements of goods. Goods are so well displayed that they invite inquiries that more often than otherwise result in sales. Notter Bros. in their long grocery experience both in Western Canada as well as in Toronto have long been convinced of the profitable results that come from the proper display of merchandise

Get The Catch Trade

Situated as they are, on a corner, they have two fine windows to show goods, and they are always used to the best possible advantage. In a location such as Notter Bros.' store, there is a good deal of catch trade as well as family business. It is in getting this transient trade that window displays play such an important part, and it is well worth while, for as frequently happened, a transient customer becomes a permanent one.

"The Best We Can Buy"

"Our customers demand the best goods we can buy", Mr. Notter stated. "They do not complain of the price as long as they know what they are buying is of high grade quality. The people in this district constitute a fairly well-to-do class who are good buyers. It pays to give them service as well as creating a reputation for ourselves, for carrying only the best. A good deal of our business is done over the telephone, and we aim to give prompt service in the way of deliveries."

"In this period of declining markets, and when people are naturally looking for lower quotations on almost everything, have you any difficulty in disposing of high-priced commodities?" the Canadian Grocer representative asked.

"We are still selling only top quality goods, although these lines too have shown declines as compared with previous high levels," Mr. Notter replied. "People who are discerning buyers want quality first irrespective of price, and in a district such as this, inferior or the poorer grades of foods will not sell. It always pays to maintain one's reputation for only the best."

Fruits In Small Quantities

At this season the front window of Notter Bros. is used almost entirely for the display of fruits. Large quantities of fresh fruits are disposed of daily, and as Mr. Notter pointed out, sales were usually in small lots. In the peach season they did not handle baskets, but sold the peaches, pears, and plums in bulk. Canteloupes were sold in two, three, or more, and never in baskets. Of course, Mr. Notter stated that where customers ordered baskets or crates of fruits, they secured them, but it was only when ored that they sold them this way. He explained that as a large number of his customers lived in apartment houses, they did not buy in big quantities, and he had found that they would rather buy fruit in small lots, say a dozen peaches or plums or a few melons. Handling fruit in this way, Mr. Notter stated, was more profitable, and there was scarcely any waste. When people wanted fruit for canning he ordered it especially for them, and he knew that he was not going to have any left over.

A pretty scene in Centre Island, Toronto, one of the prettiest parks in the Dominion of Canada.

Kind of Grape that Makes the Raisin

A Lot of Things the Merchant Wants to Know About the Raisin Are Here Explained—Just Dried Grapes, But All Grapes Do Not Make Raisins

Mr. Earnest Groceryman,
Back East,
Canada.

Dear Ern—

Every merchant wants to know about a lot of things connected with the raisin growing business and I thought it would be a mighty good idea if I would write you a letter from time to time, when the the work on the ranch was a little slack, to give you retailers some idea of what we people in California have to do to get the raisins ready for you to sell.

Sue, that's my wife, says that when I get to writing real serious letters I get "preachy", whatever that is. I don't want you to think I am preaching sermons, or that I am trying to imitate one of those scientific professors the boys used to write home about when they were at college. They are all right in their place, but they have their facts all dressed up in high sounding words. What I want to do is to tell you about this raisin growing business in common every-day language.

Just Dried Grapes

I got a letter the other day from an old school mate now in Niagara Falls, who wanted to know what raisins were made of, and I can just imagin his surprise when he gets my letter telling him that they are just dried grapes of a certain kind. I sure hope that he doesn't go out and pick all the grapes he used to have on the arbor, between the back door and the woodshed, and try to make raisins, and then "cuss" me when he finds it won't work. But, I'll tell you why.

I was looking this thing up in a book the other day and a fellow, who has studied botany, says there are from forty to sixty species of grapes in the world; that almost all of these grapes are found to be natives of the Northern Hemisphere, and they say they are pretty well distributed. More than half of them are natives of Canada and the United States, and nearly all of the others come from China and Japan. When you come to think about it Canada, the United States, and China do make a pretty big chunk of the Northern Hemisphere at that.

Grapes With A History

What surprised me most, was to find that one kind which is a native of Southwestern Asia, and the bordering countries of Europe, is the kind which is of the greatest commercial importance, and that is the kind we grow here in California. Some fellows, who like to dig around in the pages of history, found out that this kind of grape, called the European grape, was the one Noah planted after he got out of the Ark, when the flood was over, and that it was this kind of a grape that was found in the "Promised Land." In fact, they said that when the"Vine" is mentioned in the "Good Book" it means this same kind of grapes I grow right here on my ranch. It seemed pretty interesting to think this one species of grapes constitutes ninety per cent. of all the grapes grown in the world. And, in spite of the fact there are a lot of different kinds in the East, California is about the only place in the United States where these fine European grapes can be grown.

This article on the raisin industry in California is the first of a series by Fred K. Howard. Mr. Howard's close connection with the raisin industry began as inspector for Fresno County Commission of Horticulture. This was followed by four years as County Horticultural Commissioner for King's County in California, a district that produces some of the finest muscat raisins in the world. He then became attached to the State Board of Agriculture as field man. He is now head of the Growers' Service Department and Consultory Horticulturist of the Associated Raisin Growers. The series is a most informative one and every article should be carefully read by all desiring more knowledge on important article in every grocery store. —The Editors.

Right here, you are perhaps wondering why, if these grapes are so good the folks back there don't grow them instead of the "Slip Skin" kind like the Concord, Isabella, and some others. Well, it's climate, my friend, climate. But I will tell you a little more about that some other time.

Varieties of Raisin Grapes

I don't want you to think all of the European grapes, that is, every veriety that has a name, make good raisins. In fact, there are only three or four kinds which have the right sort of stuff in them to make real good raisins. I grow three main varieties right here on my place. There is the one we call the Muscat, that is the big meaty fellow you get around Holiday Time on the stem Clusters, we call them. Some of these Muscats are seeded. You know the kind. Probably you sell more than I raise in a year. Then the Thompsons. that's the seedless kind—different flavor than the Muscat, and a darned good raisin. We have a few Sultanas too. They are a little smaller than the Thompson and the berries are nearly round. But, this is getting ahead of my story, and I will tell you more some other time.

As I said before, not all of the grapes we grow out here make good raisins, but sometimes some of the other kinds are dried, but they get the common name of "Dried Graeps." Of course these grapes are good for other things besides making poor raisins. The juicy ones that have a lot of color, and a good flavor, are the varieties that were crushed and made into wine in the old days before we voted the country dry A lot of these grapes are made into grape syrup, and such like products. Some of the other kinds have rather thick skins, and are pretty good eating. We call these the Table grapes. Most of this kind are packed in crates, or drums, and shipped in refrigerator cars back east to be eaten fresh. They have to have a pretty good solid skin, so they won't break open, being jolted around over three thousand miles of railroad track.

No Sugar Added to Raisins

The grapes which make good raisins are too tender skinned to ship so far, and they contain a lot more solid matter and sugar than the others. Of course, we folks think the sugar is the most important thing, and don't you let any of those Eastern folks tell you that we have a patent process for putting the sugar into the raisins. It isn't so. Our raisins are simply sun dried.

The company of growers with which I am connected have one department for the purpose of helping us produce better quality fruit. I was talking to a man in the Service Department the other day about how grapes grow. Maybe you would be interested in what he said. He put it this way: "You know that the grape vine is a living, breathing body that has tissues, which correspond to our own veins and arteries, and a regular circulation system that is just as essential to it's life as the circulation of blood is to our own bodies." When I confessed that I didn't, and asked him to explain it, he went on to say: "Besides all this, the vine has digestive organs which make stuff it gets out of the soil and the air into material, which makes it do what we call "grow." All this was very interesting, but I couldn't see how all this had anything to do with the sun making the raisins. T hen he explained that the vine was just like an ordinary manufacturing plant. Every leaf that spreads it's green color to the sun is in fact a laboratory, or manufacturing unit, devoted to the production of starch or sugar.

The Grape Vine A Factory

Each leaf contains many thousands of very small openings on its under surface, through which air enters. These gases, which are taken up from the air, combined with the water, minerals, and vegetable materials taken up by the roots

is the food of the vine and is the material of which raisins are made. Every factory must have a power plant to run it and the power that runs these small grape factories is the energy from the sun. He said no one knew just how is happened, but that the sunshine on the green leaves changes the crude material into sugar, which is redistributed through the circulation system to all parts of the vine where it is needed for new growth, and for the production of fruit. Then I asked him how the sap got up to the leaves from the roots in the first place, and he told me the sun probably furnished, to a large extent at least, the necessary energy for this purpose.

After I got out of the office and on my way home, I got to thinking of all he had told me, and couldn't help but think what a wonderful process this food factory of nature really is. You couldn't ask for anything more sanitary, because the grapes are made without being touched with human hands and in a daylight and sunlight factory.

Well, this is a pretty long letter for a starter, but when I get to writing about raisins naturally have to run down before I can stop. I am going to tell you more about the business, and I hope, if you don't quite understand what I am writing about, you will drop me a line and ask me about it.

Yours very truly,
Fred. K. Howard

Fresno, Cal., Aug. 2, 1921.

Why Make a Statement of Your Financial Standing?—The Answer

"I HAD BEEN in the grocery business a month or two when one day a representative from a large commercial agency called," a well-known dealer said recently. "He was courteous, said one of his clients asked for some information about me, and wanted to know if I would make a financial statement. I thought it was a "nosy" piece of business, and told the man point blank it was none of his company's business how much stock I carried or how much I owed. We talked for a time and he finally went out.

"The next day another man called. He was from another commercial agency and I told him the same thing. I thought then I had put the kibosh on the trio and dismissed the subject from my mind. I was paying cash for everything I bought and planned to continue in that way, quite an unusual undertaking for anyone in business, no matter what it might be. I was just as independent as they make them.

Thought Credit Was Good

"Things went along for several months. My trade was good, and finally I reached a point where it became necessary to increase my stock. I knew if I bought in large quantities I could do better all round, and at the same time increase my profits, for I was turning away customers every day because something was wanted I did not carry. But I found I lacked the ready cash to swing the proposition as I wished. I remembered that I always had paid cash and thought there would be no trouble whatever getting all the credit I wanted—with no questions asked or any one prying into my affairs. So with much confidence I applied to one of the wholesalers I had dealt with for some time. Two or three days passed, when one morning a salesman dropped in. I was waiting on a customer at the time. This customer, by the way, had bought from me off and on, and had always paid cash for everything. Not once had he asked for credit. He ordered quite a lot of stuff—a good sized order of groceries. The whole bill came to several dollars. While I was wrapping up the order he asked if I would charge it. He was short of ready cash, he said, and probably would be unable to pay for two or three weeks. The salesman from the wholesale house stood near and heard all the conversation. I am rather a careful man when it comes to financial matters. I wanted to accommodate the customer and naturally started in to find out something about him. So I began to ask questions as to where he worked, how long he had been in town, what his income was, etc. Well do you know that man took offence. He simply turned and walked out of the store.

A Fifty-Fifty Proposition

"I turned to the salesman who had stood some distance away from us. 'What do you think of that?' I said. 'Here that fellow asks for credit, and then takes offence when I try to find out something about him.'

"The salesman looked at me for a minute, and then he laughed—not an irritating laugh, just a good natured one.

" 'Do you know, I am here for just the same favor that you asked of your customer. It's an odd coincidence that I should happen to be in just at this time. But I am glad of it. You know you made a request for credit from our house a short time ago. We know you have paid cash for everything, that you are doing a good business and all that, but according to our policy, which evidently is just the same as your own, we have to have a financial statement from our customers. You have refused to make a statement to the commercial agencies and so long as you paid us cash we gave the subject no special attention. So you see we are asking no more from you than you are asking from those who ask credit from you.'

"Well, I capitulated," said the dealer. "There was no other way round it. I could see plainly that the wholesale house was asking no more from me than I was asking from one of my own customers. And I saw at once that I had been just as unreasonable in the past as was the customer who had left my store in a huff simply because I wanted to know something definite about him before I granted him a credit favor.

Has Made Him Many Friends

"I made out a financial statement forthwith, for I was keeping fairly good records and knew how I stood at the end of every week. I have had the best of relations with that wholesale house ever since, and it is just the same with the others, for I never hesitate a minute now when a financial statement is asked of me. I endeavor to make a statement once a year whether asked for one or not.

"Does it pay? I should say it does. Besides saving me a lot of annoynance, my frankness has made me many friends in both commercial and financial circles, that I have found invaluable in more ways than one."

CREAM OF TARTAR

Cream of tartar is obtained from argol or crude tartar. In the casks or bottles in which wine is stored while undergoing fermentation, a deposit is formed which is argol. It is yielded by red and white wines, though richer in the former. A ton of grapes yields from one to two pounds of this substance, 83 per cent. of which is cream of tartar.

Soil, species of grape and climate are influences upon the grape and its component parts. The soil is of special importance, while the coloring matter, oil, tannic acid, etc., all pass into the juice when the grape is pressed. The juice is mostly extracted by some form of centrifugal machine or it may be pressed out in the ordinary manner. On the average wine contains one part of tartaric and oxalic acids to 16 of sugar. The name cream of tartar was originally given to the crust of crystals that formed on the surface of the liquid as it cooled down. It is a colorless, transparent salt, crystallizing in four-sided prisms, and is precipitated when a potassium salt is added to a solution of free tartaric acid. It is soluble in alkaline carbonates, but insoluble in alcohol or acetic acid. It is because of this that it separates from the wine as it matures.

Cream of tartar has several uses. In medicine it acts as a refrigerant, diuretic and mild purgative; in dyeing it acts as a mordant for wool; it is used in the manufacture of potassium carbonate and tartaric acid; then with alum and powdered chalk it makes the best silver polish.

Again, Rochelle salts, used in medicine as a laxative, are made from it, and the "blue powder" in the seidlitz. Tartar emetic is made by boiling it with three-fourths of its weight of antimony trioxide, and filtering and crystallizing the solution.

What Should Grocers Know of Trade?

Subject of Interesting Address Delivered by J. T. Crowder, Vancouver, Before Body of Retailers at Duncan, B.C.—Too Many Men Enter Grocery Business Without the First Knowledge of It.

By Staff Correspondent Canadian Grocer

DUNCAN, B.C., Aug.—Considered from every angle, the 1921 convention of the B.C. Board, Retail Merchants' Association of Canada, Inc., held at the beautiful town of Duncan, B. C., was a great success. The attendance was representative of almost all the settled districts of British Columbia being represented by one or more merchants. The Kootenay and Okanagan centres sending strong delegations, who came well prepared to voice the wishes of the various trades represented.

The Farmer and the Retailer

President "Mat" J. Phillips, of New Westminster was in the chair and wielded a busy gavel keeping the deliberations at a purposeful gait.

Walder Patersos, Manager of the Cowichan Creamery Association spoke on the subject "Co-operation between the Farmer and the Retailer." G. Y. Copeman, president of the Cowichan District United Farmers of B.C. spoke on the significance of the United Farmers' movement and indicated, to the approval of the delegates that as yet, the farmers did not propose to go into the retail business in competition with the present retail system but that farmers generally were keenly interested in the "Economics of Retailing." A representative of the Vancouver Signcraft Association was present and gave a short and snappy talk on "The selling value of the show card." This address caused considerable discussion and brought out the remark by the manager of a large department store in Victoria that it even paid a large store best to send out to show card writers for the store's show cards. The workmanship was better and the expense was less. This store spent last year $1,300 for show cards, and considers that the show cards, like any other aid to selling pay for themselves and show a profit.

What Should a Grocer Know?

A splendid address was given by J. T. Crowder, (since elected provincial president) on the subject "what should a grocer know about the grocery business." This address will be .given in full in a later issue as it outlines clearly a movement that is gaining force throughout the Dominion—that a grocer should have a good knowledge of goods and retailing before he is entitled to launch forth in the retail grocery business.

Will Separate Offices

It has been decided to separate the Provincial office in Vancouver from the office of the Vancouver branch at the earliest feasible moment. The smaller branches felt that they could have more of the attention of the Provincial officers if this change were made.

A resolution forwarded by the Implement Dealers' section of the Saskatchewan Board, dealing with the profit allowed to the retailers of implements was brought up for endorsation. It did not receive the interested support of the B.C. convention, some pointing out that this matter did not concern British Columbia. At this point Canadian Grocer representative might point out that at the last convention in Saskatoon which he attended, a resolution from B.C. dealing with the Chinese egg menace found the same state of disinterest, the Saskatchewan dealers stating that the matter was no concern of theirs.

Would it not appear that the whole advantage of a National Association such as the Retail Merchants' Association of Canada Inc. will be lost if each Provincial body insists on dealing with each issue of any province from a too provincial standpoint. It is true that the B.C. grocers are not well informed regarding the conditions under which the implement dealers of Saskatchewan struggle, and likewise the Saskatchewan hardware men will not appreciate fully what the coast dealers are trying to do to Chinese eggs,, but still, it is evident that in each case, those who are best qualified to know are recommending a course of action, and their fellow merchants elsewhere might give them support, being reasonably sure of the wisdom of the "other fellow."

The work of the Dominion Board was reported by G. H. McRobbie, vice-president of the Dominion Executive council, R.M.A. of Canada.

Make Facts Public

The Bakers' section brought in a resolution asking that cake manufacturers and ice-cream manufacturers be forced to prominently display the fact if they are using Chinese eggs or Chinese egg powders. At present the restaurant and the retail baker must do this and a discrimination in favor of the wholesale manufacturers is alleged.

The Bakers' section also asked for the appointment of a travelling secretary, salary to be paid by the provincial board and expenses to be borne by the locals having his services. It was pointed out that a regular monthly meeting in each district presided over by a provincial officer is almost a necessity, if the interest is to be maintained and the membership increased.

Put Onus on Manufacturer

Another resolution asks that steps be taken to have the Food and Drugs Act amended so that the onus shall be on the manufacturer and importer in connection with the genuineness of the article over which the retailer has not control. Maple Syrup was the example mentioned. One merchant from New Westminster stated that his wholesaler had re-imbursed him for a fine that he had to pay for selling a maple syrup which was found to be sub-standard by a government inspector. "Still you had to bear the stigma, and suffer the opprobium" said another.

Entertainment and Dance

The convention visit to Duncan was concluded with an entertainment and dance given at the Agricultural Hall under the auspices of the Cowichan Amateur Orchestra Society. The Duncan Community is intensely musical and a thirty piece symphony orchestra, assisted by Visconu artists provided a very high-class entertainment.

Officers Now Ruling

The following officers were elected for the following year:—J. T. Crowder, druggist, Vanc. president; Harvey Murphy, mens wear, Nanimo, 1st vice-president; Ross Smith, Dry Goods, New Westminster, and vice-president; Daryl Kent, Piano House, Vancouver, Treasurer.

The convention city for next year will be decided by the incoming executive.

COUNTRY MUST BE CLEAN

Canada spends in the neighborhood of fourteen million dollars a year on soap according to a report issued to-day from the Dominion Bureau of Statistics relating to the manufacture of soap in Canada during 1918. Exports of soap amounted to over $100,000 while imports totalled over a million. Canadian plants manufactured over a hundred million pounds worth over $13,000,000 during the year.

Twelve buildings including a bank, two mills a butter factory, a general store, a grocery store and a blacksmith shop, were destroyed by a fire which threatened to wipe out the entire village of Ste. Martine, about 30 miles from Montreal.

FAIR AND WARMER

"Well, Bill," asked a neighbor. "Hear the boss has had a fever? How's his temperature today?"

The hired man scratched his head and decided not to commit himself.

" 'Tain't fer me to say," he replied. "He died last night."

How These Grocers Found Success

These Merchants are Sellers and Sell Groceries All the Time—"Try Being a Seller for a While"—Makes a Success in Spite of Warnings.

By Henry Johnson Jr.

FRED. P. MANN did the "impossible" in Devil's Lake—and he continues to do it now. But— though Fred continues young, despite advancing years—we all get a little mental astigmatism as time passes. Thus when Warren Adams, who had grown up in Fred's store, told Fred he wanted to start for himself, Fred counselled him not to do it.

You see, Warren had a notion he could go over into the tiny town of Tokio, a few miles southeast of Devil's Lake set up shop and win out. But Fred's circulars covered Tokio so like a blanket and Fred's customers came so thickly from all regions around Devil's Lake for some 90 miles to the northwest and 40 to the southwest that he felt Warren would starve in that town. And, because he felt kindly toward the young man he strongly advised him not to try Tokio.

But Warren was young and just as much bent on showing up well as Fred had been when, 25 years before, he had upset all traditions in Devil's Lake. Besides, Warren had recently married a young woman who had been clerking beside him in Fred's store, and she was just as determined as he was to get into business for themselves, also as sure they could win.

So the young couple went to Tokio. There were twelve buildings in the town and about 50 people all told. Warren had $2,000 and he borrowed $500 more. In two years he and his wife had made $16,000 net! It was Warren and his wife alright too, for she tended the store while he went out among the farmers and sold things. Doing this, he learned conditions in the wool market. With this knowledge, he made a turn in sheep. I don't know details, and it does not matter anyway, for conditions to-day are not what they were when he made the turn. The point is that Warren had the courage of his convictions. He and his wife planned carefully, worked together devotedly—and are to-day really well to do, though still very young people.

Good Will Between Competitors

Warren and Fred are now keen competitors, but, bless you! nothing like that ever bothers Fred or any man of his character. He tells Warren's story with glee, and is mighty glad to show how Warren proved his warnings to be without foundation. They consult together constantly now and are as frankly helpful to each other as they could be if they were partners. Both prosper because they have the right slant on co-operation—which means give and take, not merely take!

In another Western town there is a merchant named Peterson. Peterson is a bug on advertising, but he is this because merchandise speaks to him every time he looks at it so forcefully that he feels he must pass the story along.

Sometime ago, for example, when everything woollen was high priced, when everybody was kicking about costs, he happened on an analysis of wool and learned that there was 31 per cent. wool fibre in Shropshire wool. Immediately it flashed on him why yarn could be $2 the pound when raw wool was fetching only 30 cents the pound. He considered the 31 per cent. fibre and saw that more than 3 pounds of raw wool were required to furnish fibre for one pound of yarn. Then he thought of the washing, carding, spinning, dyeing and other processing, and he was prepared to show his customers precisely how and why $2 was a justifiable price for yarn.

He advertised what he learned, as he always does, and that is one reason why this particular Peterson is so prosperous. You, being probably without imagination, are likely to say; "Oh, I knew that all along—everybody knows that!" Well, maybe "every" merchant knows that, though I doubt it, but not every consumer of yarn knows it, or there would not have been such a howl about prices.

Peterson told what he learned. That was the difference. Maybe you knew it, but you kept still about it. Peterson heralded the news from the housetops of newspaper space. So he prospers because he keeps his light where it can shine abroad. You hide yours, and lose out.

Try Being a Seller for a While

O, if merchants could only raise their eyes occasionally from the buying end of their business and turn to observation and selling, there would be vastly less to complain about in business. Russ & Thomas, also in the West, are sellers of groceries—get me? I wrote sellers. Therefore, they did $900,000 business in 1920 in one room. They run a credit, delivery, full service business, yet got by last year on 15 per cent expense. Their credit loss was $15.00—you can figure what percentage that is on sales.

Yes: that's a big store. But it was not always big. When it was started it was small, and had just the same chance as others. Many of the others have fallen by the wayside. This one wins out big and prospers. Why? Well, mainly because this one sells goods always—observes—keeps wakeful and therefore abreast of conditions—advertises and keeps on its toes.

Probably not many blocks away in the same city there is today working a grocer who is destined to rival Russ & Thomas in a few years from now. If you were to look at this man hastily, you would see nothing very promising about him; but he has within him the magic of success—the ability to judge conditions quickly and fit sales policies to conform thereto. Look closely and you will note that this man is busy. He works all the time with head, heart and hand—and there is no other way, though this way is sure.

Small Town Success

W. C. Fish runs a grocery store in Appleton, also in the West. He was not an unusual success until he happened to hear a talk on correct margins and turnover at a grocer's meeting. He got the idea—"came home daffy about it" as a neighbor told me. Result is, he is forging ahead rapidly and to-day can take time to talk about it as he smiles. O, yes, he can afford to smile to-day, because he had the faculty to "notice" and then apply what he learned through noticing. Wakefulness pays.

John J. Feeney, Davenport, is one of the most vigorously enthusiastic grocers I know. He is up-to-the-minute and wakeful most of the time. But John had one fool notion. He thought he "could not" sell small sized oranges—never had done it, you know. It's not like John to have such a notion but he had this one and had it bad.

But there was a fruit jobber in Davenport who was a sort of persistent; maybe he also was of Irish Extraction, like John! Anyway, he had a lot of 252 and 288 oranges to sell and he stayed with John until he persuaded him to take on 10 boxes—then at $4.75. John mixed the two sizes and marked them 29 cents the dozen—which paid him 25 per cent margin. Soon he had to send for more oranges.

At the time I saw John and he told me this story he had been cleaning up 10 to 20 boxes of small sizes oranges each week. "I did not believe it possible," said he; "but I sure have learned something—as I generally do when I keep my ear to the ground."

Common Sense And Observation

There is nothing mysterious about all this. Look back over the stories and see whether there is. All of them are simply tales of good judgment, industry, common sense, courage and wakefulness.

So often I see grocers leaning up against their show-cases in their ill-

(Cont'd on Page 39)

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by
THE MACLEAN PUBLISHING COMPANY, LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER

Vol. XXXV. TORONTO, AUGUST 19, 1921. No. 33

Easy Credit Causes Many Failures

AMONG the various causes given by commercial agencies for business failures little attention is given to what a writer in Printer's Ink considers the fundamental causes, namely: dishonesty, expanded credit, and too much capital. A national trait is for people to do the things about which they know the least. A farmer comes to town, starts a store and fails. A city man buys a farm and finds it a permanent source of loss. In Europe there is a widespread opinion that a person should know something of the business he undertakes. Trades are handed down from father to son. With us it is just the reverse.

Too much capital causes more failures than lack of capital. What is often called lack of capital is really expanded credit. The dealer expands his business more than his credit will allow, and the result is failure. The fault is mistaken generosity of the banks and not lack of capital. Study the history of a hundred retail businesses that have lasted forty years, and you will find that nearly all were established by men who lacked capital. They were so limited in regard to credit and capital that they had to watch every penny and devote all their attention to business. They could not afford bad habits, personal extravagance or outside speculation.

The man with plenty of capital, or who can command a great deal of credit, usually does several things that prove fatal to business. He starts out with too great an overhead. He rents a larger store than his business requires. He buys goods in such quantities that he cannot make the number of turnovers needed to show a substantial profit. The rate of failures in England and France is not so great because the people in the retail business are better prepared to succeed. Here, however, it is easy to go into business, easy to borrow money, easy to get credit—and the easier it is to get credit, the easier it is to fail in business.

Lack of capital does not cause business failure. Instead, it often leads to business success. Woolworth never made a success until he had failed in business three times. The less credit and capital a man has the more carefully he must watch his business. The man who is so short of capital and credit that he must buy new goods every day is bound to make money provided he has even an average degree of intelligence.

People's Tastes Are Not Stable

THERE is nothing stabilized about people's tastes. They may like one line of foodstuffs to-day, and to-morrow may demand an entirely different brand. Certain goods enjoy "runs," very popular for a time, and then passing into less favor, as the public turn their patronage to something new.

That this condition exists in a very real sense indeed, is born out in the fact that the National Jobbing Confectioners' Association in the United States, at its recent convention discussed the necessity of establishing a candy clearing house to cope with the varying demands of the candy buying public. The jobbers explain that the customers' taste is far from being stable, that one confection will be popular for a time, and then another will suddenly "catch on." The clearing house would then redistribute the unpopular brand to new territory, relieving the dealers of stationary stock, and at the same time releasing capital that otherwise would be tied up.

What is true of candy is true of other lines of edible products. People want one thing for a time, and then without any particular reason, other than a varying taste, demand something else.

Where Bragging is Permissible

THE majority of people are more likely than not to hide their light 'neath the bushel. They dislike to talk about themselves even in advertising. This course often results to their detriment.

While one abhors the braggart, something of his art may be borrowed to carry on legitimate advertising. For instance it is good business to brag about a piece of new equipment that has just been installed, and which tends to make the service of the store better, or the merchandise cleaner and more wholesome. If a new counter has just been put in the store, or a new silent salesman, or a new meat cutter or coffee grinder, do not hesitate to call attention to it, and point out just what it means to the customer.

The merchant who operates a perpetual inventory, for example, is in a particularly fine position to brag about the opportunity it allows him to keep track of his stocks, to buy close and at the market at all times. There is such a thing as being too slow to announce these facts when they may mean more business.

Editorials In Brief

A man who is pretty nearly honest is just about as trustworthy as an egg that is pretty nearly good.

* * *

Most dealers think of their advertising as something that they must do in their own behalf and overlook the fact that store news is something people are entitled to, to justify their continued trade.

* * *

Make use of the waste spaces in your store. If you cannot afford to instal silent salesmen, use tables until you can, but by all means use the waste floor space to display goods. It will mean increased sales.

TORONTO-BUYING CENTRE FOR GROCERIES

"SALADA" BUILDING, 459-461 KING ST. W., TORONTO

WILL YOU VISIT US?

WE extend a cordial invitation to every member of the Grocery Trade to visit this modern tea warehouse and view the interesting process of packing Salada Tea. We are situated almost at the corner of Spadina Ave. and King St. W. If you can call between 12 and 1 o'clock on any day but Saturdays, perhaps you will lunch with us in the company's dining-room? At Exhibition time make this your headquarters.

"SALADA"

TORONTO-BUYING CENTRE FOR GROCERIES

EBY-BLAIN, LIMITED.
EBY-BLAIN, LIMITED. WHOLESALE GROCERS
23 EBY-BLAIN LIMITED. 21
EBY-BLAIN, LIMITED. IMPORTERS, WHOLESALE GROCERS, MANUFACTURERS OF

We extend a hearty invitation to all the Retail Grocers visiting the Canadian National Exhibition, to visit us during their stay in Toronto.

You can pay the expenses of your visit by taking advantage of some of the *Special Savings* we are offering in staple and fancy Groceries.

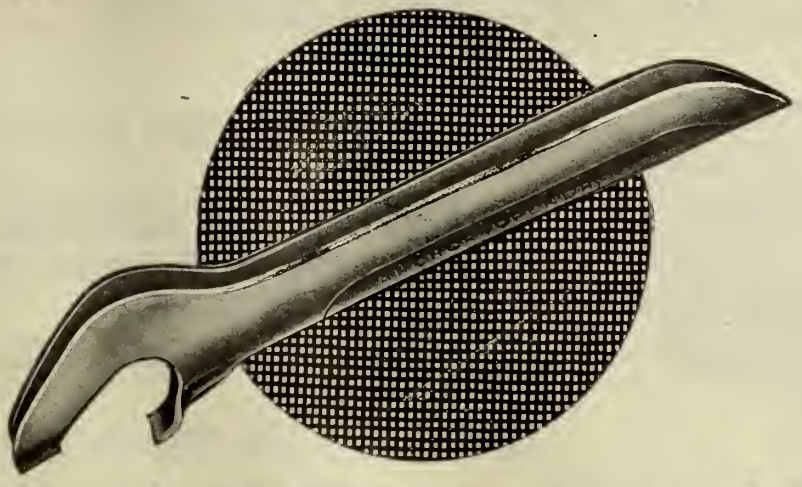
Come and see us—we would like to meet you.

EBY-BLAIN, LIMITED

Wholesale Grocers **TORONTO**

Corner Front and Scott Streets

Every Housewife Will Want One!



Retails for

5c

ANCHOR OPENER

"Removes the Cap without Mishap"

Fills a Long-felt Want

Here is a chance to sell your customers the handiest and most satisfactory opener ever made for removing caps from jars and tumblers sealed with "Anchor" and similar caps.

You know that goods sealed with "Anchor" Caps are the best to handle. They don't leak and they don't spoil. Your customers like them, too, for this same reason. And they will like them all the more when they learn that these snug-fitting caps can now be lifted off in less time than it takes to tell it, by means of the "Anchor Opener." That is why you should have a supply of "Anchor Openers" on your counter.

The "Anchor Opener" fills a long-felt want. Your customers will actually be grateful to you for selling them this ingenious device that takes lids off without fuss, muss or trouble. Every "Anchor Opener" you sell makes a satisfied customer—and a satisfied customer is our best advertisement.

By displaying the handsome "Anchor" Carton on your counter you should sell an "Anchor Opener" to practically every customer, and many of these will pass the good word along to their friends.

ORDER A DISPLAY CARTON OF ANCHOR OPENERS FOR YOUR COUNTER

Packed three dozen in a handsome Counter Display Carton, $1.20 per Carton net to you. Selling price, 5 cents each. You make 60 cents on each carton—a profit of 50 per cent.

Anchor Cap & Closure Corporation

275 WALLACE AVE, TORONTO.

MAIL THIS TODAY

Anchor Cap & Closure Corporation
275 Wallace Ave., Toronto

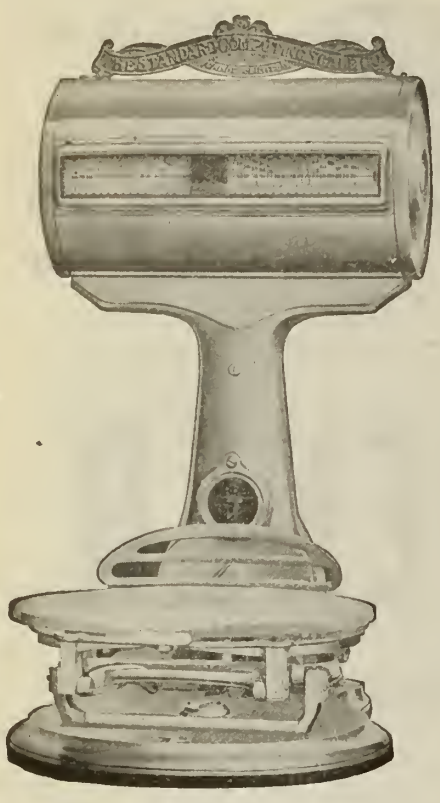
P. O.
Enclosed find money order for $....
express
for which mail me ..... cartons of Anchor Openers.

NAME .....

ADDRESS .....

.....

TORONTO-BUYING CENTRE FOR GROCERIES



No. 111

The World's Best Computing Scale.

WHILE YOU ARE IN TORONTO

PLEASE TAKE TIME
TO VISIT OUR SHOW ROOM

AT 172 KING ST. WEST

AND LET US PROVE TO YOU
THAT OURS ARE THE BEST
COMPUTING SCALES EVER MADE

The Standard Computing Scale Co.
OF CANADA, Limited

W. M. FRIEND, DISTRICT MANAGER

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you three cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just three cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 3c word first insertion, 2c word for each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

TORONTO-BUYING CENTRE FOR GROCERIES

VISIT THE HOUSE OF HOLBROOK

in the Manufacturers' Building when attending the Toronto Exhibition this year.

Come and have a little talk with us and let us show you some of our profitable, rapid sellers that will put extra profits in your cash register.

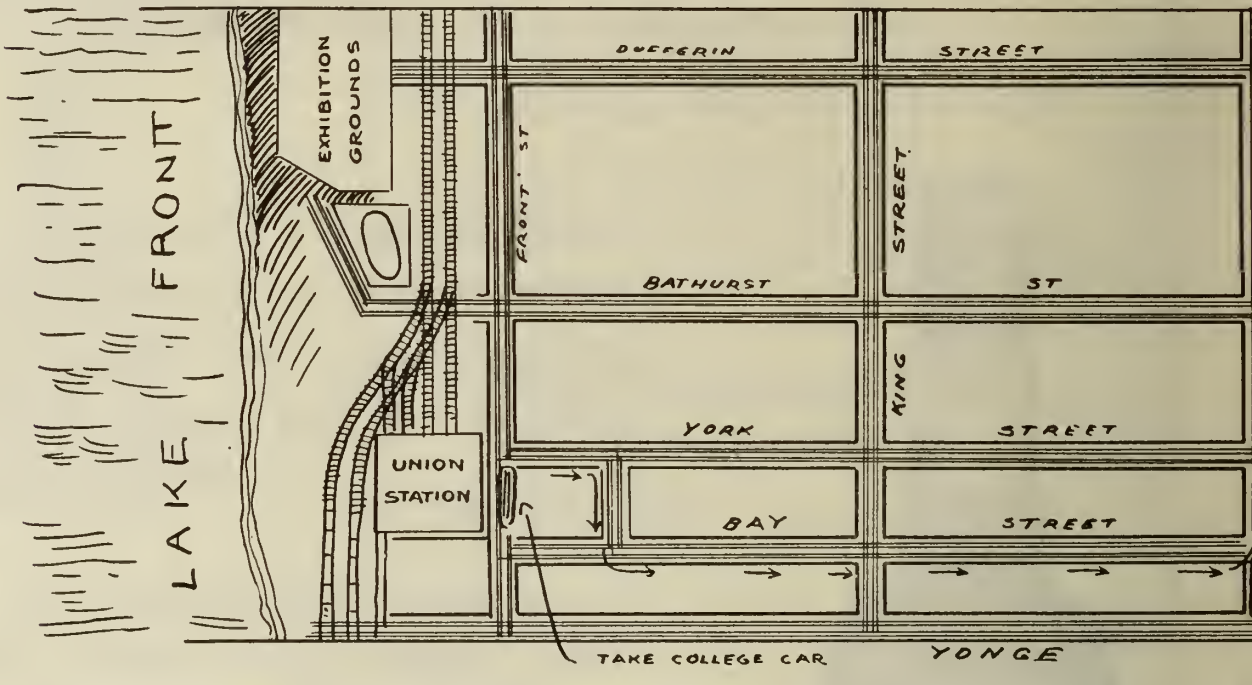
Every one of ***Holbrooks'*** lines is a seller of the highest calibre, worthy partner of those three popular sellers, ***Holbrooks' Sauce, Holbrooks' Pickles*** and ***Holbrooks' Malt Vinegar.***

Make it a point to visit our booth.
You'll find it well worth your while.

HOLBROOKS, LIMITED

TORONTO and VANCOUVER

Visit the Stirling when at the



Toronto's four prominent manufacturers extend to you and yours a hearty invitation to visit their plants during the Exhibition. Come along and see with what exacting care and under what ideal conditions their popular products are manufactured.

YOU ARE INVITED

to visit our factory and see for yourself how Cocoa and Chocolate are made.
We are especially anxious for our friends in the trade to see our plant and note the care and cleanliness that surrounds every operation in the manufacturing of our products.

COWAN'S

The Great Chocolate Industry of Canada
72 STIRLING RD., TORONTO
Telephone, Junction 3180.

TELFER Biscuits

ICH DIEN

By Appointment to H.R.H. The Prince of Wales

AN INVITATION.

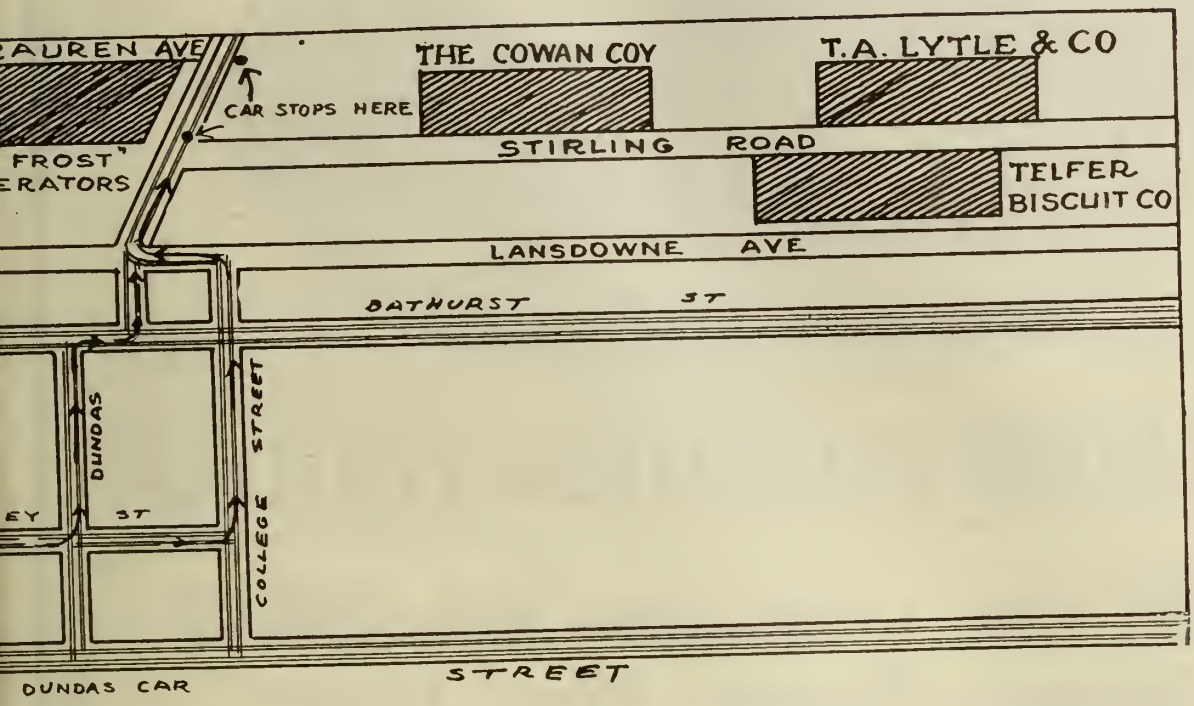
We would like to move our factory to the Exhibition grounds so we could show you how Telfer biscuits are made. As this is impossible we cordially invite you to visit our factory on Stirling Road where you will find the process of biscuit making both interesting and instructive. In fact we feel sure a visit to the Stirling Road industries will be one of the things to be remembered with the greatest interest in connection with the Exhibition.

Our Booths Nos. 11 and 12 in the Manufacturers' Building will also merit your attention. We think you will be pleased with our Exhibit and we will be glad to have a chat with you. In addition to TORONTO we will also have Exhibits at LONDON, OTTAWA and WINDSOR.

Sincerely yours,

TELFER BISCUIT CO., LTD.
Stirling Rd., Toronto, Phone No.—Junction 4400.

Road Section Exhibition



From the **Union Station** take a College Car direct to either Sorauren Ave. or, Stirling Road.
From the **Exhibition Grounds** take either a King or Bathurst car and transfer to Dundas or College Car and get off at S orauren Avenue or Stirling Road.
From **City Hall** take a Dundas car direct to Sorauren Avenue or Stirling Road.

"STERLING BRAND" Products.

The popular Sterling Brand catsups—Pickles, etc. will be exhibited this year at

Toronto, Ottawa and London

Look for these displays—and when in Toronto—please try and visit our plant. We will be very glad to see you and your friends.

T. A. LYTLE & CO., Limited
STIRLING ROAD - TORONTO
Telephone, Junction 3160

JACK FROST
"REFRIGERATION WITHOUT ICE"

Come out to the Jack Frost plant and see the Refrigeration Machine that will bring business to your store. And when at the Exhibition be sure and see our booth. You will find it at the extreme west end of the centre wing of the Industrial Building.

Toronto Laundry Machine Company, Limited
Sorauren Ave. and Dundas St., Toronto
Phone : Junction 9596

TORONTO-BUYING CENTRE FOR GROCERIES

WELCOME EXHIBITION VISITORS

Make Our Large and Convenient Sample Rooms Your Headquarters When Down Town

At the Fair Grounds make Our Exhibits your headquarters, Midland Vinegar Co., Products,
Main Aisle Manufacturers' Building.

Sharps Super-Kreem Toffee Exhibit
Main Aisle Manufacturers' Building.

W. G. PATRICK & COMPANY, Limited

51-53 Wellington Street West, TORONTO

Southam Building, Bleury Street, MONTREAL 137 Bannatyne Ave. East, WINNIPEG
80 Bedford Row, HALIFAX

TORONTO-BUYING CENTRE FOR GROCERIES

COME AND SEE US

AT THE EXHIBITION,
AT OUR PLANT.

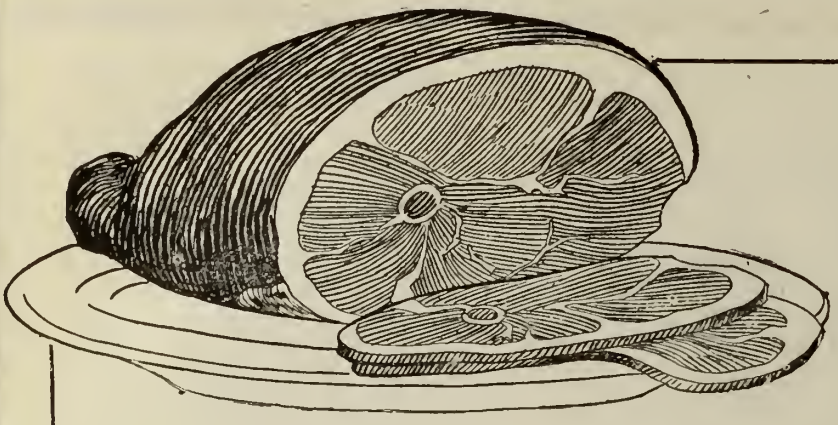
If you want to make more money in your business it will certainly pay you to inspect our modern, high quality line of Maple Leaf Brand Products. See how handsomely they are packaged—learn how our modern methods and the highest quality of materials ensure quick, easy and repeated sales in your store.

Maple Leaf Smoked Hams — **Maple Leaf Bacon**
Maple Leaf Sandwich Hams — **Maple Leaf Bologna**
Maple Leaf Pork and Beans — **Maple Leaf Pure Lard**
Maple Leaf Breakfast Sausage

See us at the Exhibition—or, better yet, come and let us show you through our Plant at Gunns Road, West Toronto. It is a visit that should mean money for you.

Gunns Good FOOD

Gunns LIMITED
WEST TORONTO



Choice Products of a Great Institution

ROSE BRAND

When Stores Had No Street Numbers

Before street-numbers came into being, a merchant was known by the sign under which he traded. And even to-day, though there is a number over your door, people are apt to identify your store by a sign —because signs are so easily remembered. Wherever meats and farm produce are sold, the sign of the Rose is recognized as the means of distinguishing a high-quality product. Surely it is to your advantage to identify your store with a name so high in repute as Rose Brand—the name that has stood for many years as an assurance of the very highest quality and value.

CANADIAN PACKING CO. LIMITED
Toronto — Ontario

Packing Houses	Branches
Brantford	Fort William
Toronto	Sudbury
Peterboro	Sydney N. S.
Montreal	Charlottetown, P. E. I.
Hull	Winnipeg, Man.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Maritimes

Bogul and Allain who formerly operated Le Blanc Hotel in Campbellton, N. B. have recently entered the retail business with a grocery and meat business.

M. J. Renault recently opened a grocery business in Campbellton, N. B.

W. E. Gregory, 261 Germain Street, St. John, N. B. has taken over the grocery business that was operated by the late James McCarthy at that address.

J. McKim has started a grocery store at 105 Ludlow Street, West, St. John, N. B.

Ontario

Andrew Leacock who has conducted a grocery, flour and feed business for the past 19 years in the Mansfield district of Arnprior, Ont., has retired from active business life and has sold his property and stock to John Wormke.

Fred. W. Hunt is opening a general store in Ingersoll, Ont. He will stock groceries, hardware and stationery.

Lt. Col. J. G. Wright of Toronto has bought the assets and liabilities of the Elgin Milk Products, Ltd. St. Thomas, Ont. The reorganization of the company will take place in the near future.

The Dominion Stores have opened up two new branches at 162 Roncesvalles Avenue and 931 Keele St. Toronto, under the management of W. Markle and W. J. Dawson, respectively.

J. H. Fraser has commenced business at Long Branch, Ont.

W. Richards has opened up a new groceteria at 834 Danforth Avenue, Toronto.

S. Chapman has commenced business with a store at John and Picton Streets Hamilton, Ont.

William Wyatt has commenced busines at John and MacCauley Streets Hamilton, Ont.

Mrs. Humphreys has commenced business at 209 Wood Street, Hamilton, Ont.

A. B. Wilson has commenced business with a groceteria in Dundas, Ont.

W. J. Gibbons announces the opening of a grocery and meat store at 915 King Street East. Hamilton, Ont.

TRADE MARKS

Trade Commissioner, E. H. S. Flood advises Canadian firms that are exporting to the West Indies and are proprietors of trade marks, to have them registered in each of the West Indian Colonies.

Re-organization of Walter Woods & Co. Is Announced

Hamilton, Aug. 15—Announcement is made of the transfer of the business of Walter Woods & Company, to the new

WALTER WOODS,
president of the re-organized company, Walter Woods, Ltd.

firm of Walter Woods Ltd. The company includes several of the employees, many of whom have been asociated with this business for years.

In this manner the founder commemorates the 50th anniversary of the establishment of this business, as it was in 1870 that he commenced in Brantford the manufacturing of brooms which has continued to be the principal line to which attention has been given. In 1874 a move to Hamilton took place and that city has been the headquarters of the firm since. Gradually many staple lines were added, including paper, paper bags, woodon and willowware, cordage, twine, etc.

In 1902 a Branch Warehouse was opened in Winnipeg, which has kept pace with the development of the Canadian North-west.

The Officers of Walter Woods Limited, are,—Walter Woods, President; J. A. Pottruff, Vice-President; J.H. Pickett, Secretary-Treasurer; W. J. Jackson Director; T. F. Cummings, Director; E. F. Clarke, Director and J. M. Proudfoot Director.

Believes Many Lines of Foods Will Go Higher

W. M. Bowman, Canadian manager for Holbrook's Ltd. has just returned from England, and reports business in the British Isles as very much improved during the past six months. The settlement of the coal strike appears to have greatly improved the labor situation. The government is facing big problems with the Irish question, unemployment and the handing back of the railroads to the companies, but in spite of these conditions and the fact that export markets are in a somewhat unsettled state, business is proceeding, slowly, but satisfactorily. People are generally realizing that they must settle down to work.

There is a good deal of comment, Mr. Bowman states, in regard to the activity in Germany and Belgium, and the people of the old land are determined to restore England's predominant export business. Mr. Bowman stated that Holbrook's trade is on the whole very satisfactory. The firm has 75 travellers covering the British Isles, and they are getting good business. Export trade is improving, and in Canada their business for July 1921 was ahead of that of July 1920.

Owing to the long hot spell in England and Scotland, the crops have been more or less affected. Mr. Holbrook believes that the tendency in many lines of food products will be towards higher levels.

Grocers Suffer Heavy in Fire At Aylmer, Que.

Ottawa—Among those who lost heavily in the severe fire that swept through the town of Aylmer, Que. August 10. were several grocers.

T. G. Lortie, who had conducted a general store at Notre Dame and Court Street, for many years, was killed when a building collapsed upon which he was standing using a hose to fight the fire. His body was recovered later in the evening.

Mrs. N. E. Cormier, lost a building valued at $7,000 with stock of groceries worth $5,000. H. Moore suffered the loss of a building $4,000 and stock $5,500. T. D'Arcy $3,000 and $3,000 stock and F. C. Boucher $2,500.

About 125 buildings were destroyed, 700 people rendered homeless and a loss estimated at $750,000 is the toll caused by the fire which originated in a shed at the rear of the Holt Hotel about 2. P. M.—in less than two hours it had ruined the business and part of the residential parts of town despite every effort to save them.

CANDY SHOULD NOT BE EXPOSED TO HEAT OR ATMOSPHERIC CONDITIONS

"Hard-Boileds" Are Susceptible to Moisture in Atmosphere

A customer reported that chocolates which he had purchased a few days before were old and stale. An investigation disclosed the fact that the chocolates had been made within the week, but that they had been placed for several hours next to a steam pipe. They had softened or melted, and when cooled were uneatable. Had the boxes been placed in a window, with the sun shining upon them for a time, the result would have been similar. This is from the Commercial Bulletin (Los Angeles).

A California firm is regularly sending bonbons and chocolates to Europe and even to China and other far-distant countries where many weeks are required for delivery. They arrive in perfect condition. The candy is packed securely and not exposed to heat or atmospheric changes.

Hard-boiled candies are susceptible to moisture in the atmosphere, and, when combined with heat, will first become sticky, then change to a sugary consistency. This change will take place in two days if exposed, yet if the same candies are enclosed in an air-tight tin box, and in a uniform temperature, they will remain dry, clear and fresh in appearance indefinitely.

PLACES OF INTEREST IN TORONTO AND WHERE SITUATED

City Hall—Head of Bay street.

Queen's Park—In the heart of the city—at the head of University Avenue.

Parliament Buildings—In the centre of Queen's Park.

Toronto General Hospital—College and University Ave.

University of Toronto—Queen's Park.

Public Library—Central Building at College and St. George streets.

Observatory—Bloor West.

Royal Ontario Museum—253 Bloor W. Open every day from 10 a. m. to 5 p. m.

Art Gallery of Toronto—339 Dundas St. W. Open daily.

Exhibition Park—Comprising 264 acres. Situated along waterfront. Reached from downtown by King and Bathurst cars.

Allan Gardens—Toronto's botanical park at Carlton and Sherbourne streets.

Riverdale Park—Off Broadview Ave.

Island Park—Across the Bay—Ferries to the Park leave Bay street wharf every twenty minutes.

Hanlan's Point—An amusement park across the Bay. Hanlan's Point Stadium, the home of the Toronto Ball Club.

Scarborough Beach Park—lies just east of the city—an amusement park reached by King East street cars.

High Park—located at the western city limits—a natural piece of woodland cut up by ravines and small creeks.

POISON IN OLIVES

The California olive packers have a very grave problem—the botilinus poisoning problem. Many deaths within the last several months, the latest in Greenburg, Pa., only a week or so ago, have demonstrated that a mysterious poison is apt to develop in ripe olives, a poison so deadly that the eater of it almost invariably and very quickly does. This has been ascribed to the character of the containers, or the processing, and the packers thought they had it cured. But they haven't—the deaths in Greensburg show that. At the present time their product is unfit and unsafe to sell. Not all of it, certainly not, but who is to pick out the safe from the unsafe?

In Allan Gardens, on Carlton Street, Toronto.

NEWS FROM WESTERN CANADA

WESTERN

Watson and Truesdale, Winnipeg, have been appointed representatives for Guggenhime and Company of San Francisco, packers and shippers of dried fruits, raisins, nuts, etc., for the provinces of Manitoba and Saskatchewan.

A. M. L. Long, of the Western Grocers Limited, Winnipeg, is spending his two week's vacation at Kenora.

W. E. O. Jones of the Western Grocers Ltd., Winnipeg is on a business trip in the interests of his firm throughout the West.

J. Dodd, secretary-treasurer of the W. L. MacKenzie and Co., Ltd., is spending a two week's vacation at Winnipeg Beach.

Watson and Truesdale, Winnipeg have been appointed representatives for Manitoba and Saskatchewan for Tupman-Thurlow Ltd., of Chicago, packers of all kinds of canned meats. This firm operates factories in Australia, New Zealand, The Argentine and United States.

Silas Harris, representative of Guggenhime and Company, San Francisco, spent a few days in Winnipeg with their western representatives—Watson and Truesdale and while here called on the trade in the interests of his company.

E. B. Nettlefield, general sales agent of the Old City Manufacturing Company Quebec, spent a week in Winnipeg calling on the trade with their Western representatives, Richardson, Green, Ltd.

Carl J. Eastman, Canadian sales manager of Kings Food Products Co., spent a week in Winnipeg with their Western representatives, Richardson, Green Ltd.

E. A. Clark, president of the Kings Food Products Company, Portland, was in Winnipeg last week and renewed acquaintances with their Western representatives, Richardson, Green, Ltd.

R. Robertson of Robertson-Morris Company of Vancouver, B. C. spent a week in Winnipeg with their western representatives, the McLay Brokerage Company.

A. D. Norman, has severed his connection with Norman and Screaton and W. H. Whiteside has been admitted as a member of the firm. In future it will be known as Screaton and Whiteside, with offices in 208 Scott Block, Main Street.

H. C. Fortier of W. C. Macdonald Reg'd Inc., Montreal, P. Q. spent a few days with their western representatives W. L. MacKenzie Company, Winnipeg Man. Mr. Fortier intends going as far as the coast.

The City Dray Company, of Winnipeg, which has been operating a general transfer business until the last two years, when they decided to go into the storage business, have recently taken hold of a modern building where they can offer manufacturers who are shipping goods for storage to the West, at a low insurance rate, and are now fully prepared to give manufacturers in Canada a complete service in storage and distribution.

Will Manage Hudson's Bay Store at Calgary

Winnipeg, Aug. 16—Fletcher Sparling, general manager of the Hudson's Bay Company's retail store here, has been appointed general manager of the firm's Calgary retail establishment, according to announcement just made. Mr. Sparling will succeed J. M. Gibson, who was appointed assistant stores commissioner for the Hudson's Bay Company, with headquarters at Winnipeg. Mr. Sparling will leave to take up his new duties within a fortnight. W. R. Ogston has been appointed acting manager of the Winnipeg store.

FLETCHER SPARLING
who has received important appointment in Hudson Bay Co.

Since coming to Winnipeg Mr. Sparling has been closely associated with the commercial, civic and sport life of the city. He is a director of the Employers' association, and the Retail Credit exchange, and was closely associated with Board of Trade activities. He has had a long experience in the department store field. He left his father's Ontario farm in 1889 to go into the Robert Simpson store at Toronto at the age of 15. Later he served with the R. H. White company in Boston for three years; in Montana and Washington department stores for 18 years as department buyer, merchandise manager and merchant. In 1911, Mr. Sparling left the West and going to Montreal, began service with Goodwin's, Ltd., big department store of that city. Shortly afterwards, he was appointed general manager of Goodwin's and for three years was engaged with the complete re-organization of that store on a two-language basis, English and French. In 1915, Mr. Sparling was called to Winnipeg as general manager of the Hudson's Bay Company's store.

Conditions are Much Improved in the West

E. B. Nettlefield of E. B. Nettlefield Co. has just returned from a trip through the West as far as Regina and reports conditions very much improved since his last visit in May.

In Winnipeg he states both jobber and retail stocks are light and they are now buying in fair quantities. Prospects for Fall business appear good as the crop generally, is better than last year. Mr. Nettlefield reports a considerably better feeling among jobbers and retailers and in view of improved conditions is anticipating another trip this year.

HOW THESE GROCERS FOUND SUCCESS

(Cont'd from Page 25)

kempt, disorderly stores who say they are "too-busy" to do certain things. Always I am forced to think that their main trouble is indolence—let us use plain English and say they are too blank lazy for any use. For it happens that such is the fact.

The grocery business holds rich rewards for the man who will work at it with head, heart and hand—also foot. But there is no short cut around the work portion of the equation. Success calls for work from the minute one gets to his store until he turns the key in the lock at night. It means finding work for everybody every minute in the day.

It is absolutely true that no grocery store is properly run wherein there is one idle moment any day. It is also true that any man who has the instinct of a real grocer will never fail to see work for everybody for every minute of the day.

"Easy?" Depends on the way you look at it. To be actively busy all day is "easy" and pleasureable for the man who has the making of a grocer in him. And really no other can attain real success.

A Big Turnover for a Little Town

A Two Million Aggregate of Business in a Place of a Population of Only Three Thousand—R. T. Holman, Ltd. of Summerside, P.E.I. Makes Fine Record.

ALTHOUGH it is located in a town of only 3,000 population, and the diverging railway lines and country roads punctuated every few miles by a country village with its ubiquitous general emporium, the store of R. T. Holman, Limited, of Summerside, Prince Edward Island, last year had a turnover of nearly $2,000,000, a feat which would tax the buying and selling forces of a metropolitan establishment.

It has been said that every successful institution is but the lengthened shadow of a single directing mind, so assuredly this Island store, with its big turnover, its mammoth display and storage spaces, its payroll of more than 150 men and women, is a long, long shadow of the small general store started more than sixty years ago by Robert T. Holman, since deceased.

The business was founded during a period of commercial depression, when going concerns were retrenching more than anything else, or making very cautious advances for new trade. But Robert Holman had the right idea, years ahead of his time, which held the customer to be right always, and that one sale to a pleased customer was better than twenty to so many dissatisfied ones.

Using this principle, the business has increased yearly, until from a very modest beginning it has grown to be known as the largest business of its kind in the world, in proportion to local population. The business now comprises a mammoth retail store of three floors, with a length of 2,605 feet, extending back 128 feet and supplied by fifteen warehouses, which in turn are fed by manufacturers through a modern wharf property and three railway sidings.

Although the turnover is large, it is secured with a comparatively small sales staff. It is the constant endeavor of the director of this department of the business, who was trained by the founder, to so simplify selling that the customer can find what she wants without any delay or trouble. The goods are well displayed and the prices are consistently low. It is an axiom of the department head that "goods well bought are half sold," and with full belief in this adage, full advantage is taken of every discount and concession that large buying can make possible. The buyers of these departments are always ready to see and hear the best offers of salesmen in any line handled in their departments, and as the store does a local and mail order retail business, the individual orders placed frequently amount to several thousand dollars.

Sales plans, embracing all departments of Holman's big store, are much out of the ordinary. Summerside is about 48 miles from the only city in the province, and the only other place of 1,000 population is some nine miles from Summerside. With a high passenger rate on the Island railway, and a market so widely scattered, a very popular plan originated by Holman's was to refund all transportation charges to every customer who bought goods valued at more than $20. Some of the customers who took advantage of this offer came from Nova Scotia, New Brunswick, and from the opposite ends of P. E. Island.

Later, this plan was developed so that complete trains were hired from the C. N. R. board, and with a representative of the store on the train, trips were made covering a radius of 48 miles from Summerside, collecting the store's customers. At times standard passenger cars would be crowded, with standing room in great demand.

Appealing to the "something for nothing" fad and the sporting spirit of the average citizen, Holman's secured the co-operation of the leading stores in the town in staging a bean-guessing contest, prizes to the value of $50 being awarded those who most successfully guessed the number of beans in a large glass jar. Every person spending one dollar at any of the co-operating stores was entitled to a vote.

Quite recently the store conducted a schoolboy popularity contest, some 22 suitable prizes being awarded the boys adjudged the most popular in town. More than one hundred entered, and the winner polled a vote in excess of 175,000, every vote representing a cent's purchase at the store which had been influenced by him. During the contest the boys held weekly meetings at the store, wore distinctive badges, and at the close were the guests of the store management at a banquet and theatre ententainment.

The store of R. T. Holman, Ltd., with an annual turnover approaching 2,000,000 a year and covering acres of floor space, is considered the largest store in the world in proportion to local population. Recently under the direction of the management, the male clerks and salesmen formed a "fellowship club" for social and commercial improvement, and at the opening banquet more than one-tenth the voting population of the town, all employees of the store, were present, and the mayor of the town presided.

THE PRESENT A GOOD TIME TO BUY

Continued from Page 19

here, and the tempting array of fruits, canned goods, and meats could not fail to invite sales. In fact everything is so well arranged that the customer is surrounded on every side, with suggestions for purchases. The glass enclosed refrigerator counters down one side, show the meats as well as produce, such as cheese and butter. These counters are always attractive, and are the means of greatly stimulating trade.

Detroit, Aug.—Charging "conspiracy to limit, control, restrict and regulate production of fruits, vegetables and produce and to regulate the market price and to prevent free competition in the city of Detroit," Prosecutor Paul Voorhies issued a warrant recently for the arrest of sixteen prominent wholesale fruit and produce dealers.

The Menace of the Pedlar

One of a series by A. D. C.

THE pedlar who starts out with tea very soon works into other lines as well. These include spices, coffee, sometimes baking powder, extracts, etc., etc. The retail dealer must remember that tea was used to get a foothold and it is his business to conduct his tea trade in such a way that no pedlar can take it away from him.

The point cannot be too strongly emphasized that the merchant should purchase a blend and grade of tea that he can duplicate at any time. Some of the best blends of tea contain 12 to 16 or more different kinds of tea and it is only an expert that can produce the same blend or practically so every time.

Merchants should not therefore buy their tea promiscuously simply because they are offered a better price. Poor tea is dear tea no matter what price is charged for it. It very often loses a customer and is one of the chief reasons why the pedlar can call at the door and secure the housewife's order without much difficulty.

A high grade and high priced tea is not a dear tea because it will make more cups to the pound than the cheaper grades.

If each merchant studied his only section or community carefully and set his plans so that he could buy and sell the same blend of tea each time there would not be nearly so much business go to the pedlar.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centers.

QUEBEC MARKETS

MONTREAL, Aug. 17—Almost the whole of the grocery market shows a marked improvement in strength with better buying and more confidence on the part of the trade which in many cases has almost been forced upon them at the last moment as in the case of the sugar market. Despite the recent artificial drop in the price the advance has come with a more steady outlook and a stronger market for raws. The tea market has started on an upward trend and dealers almost at the last minute are forced to realize the situation and already prices on Japan teas are advanced. Ceylons and Indians are strong. The rice market is retaining its strength with improved buying. Canned salmon will be scarce and higher prices are already quoted on sockeye. Walnuts, particularly shelled, are very scarce with a big jump in price. The spice market shows improvement. The vegetable market is active with higher prices on potatoes. The apple crop is light this year and prices are still high but lemons, with a lighter demand are lower in price. Lower prices are quoted on raisins.

CANNED SALMON HIGHER

Montreal

CANNED GOODS—Canned goods show marked strength for salmon and some lines of jam while other lines of jams are reduced in price. The reason being purely a matter of supply and demand. All grades of salmon are on the upward trend with indications of permanency, in consequence of reports of very light pack. Canned fruits and vegetables are steady with a somewhat lighter demand.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips		4 40
Asparagus, imported (2½s)		6 00
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.		1 50
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 40
Do., 2½s	1 65	1 70
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, standard	1 80	1 90
Do., early June		2 00
Do., extra fine, 2s		3 00
Do. Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Choice, 2-lb.		1 87½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS

Apricots, 2½-lb. tins		4 50
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants black, 2s, doz.	4 00	4 05
Do., gals. doz.		16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.		3 10
Do., 2½-lb.		5 00
Do., 2-lb.		4 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, heavy syrup—		
2-lb.		3 90
2½-lb.		4 50
1-lb.		2 90
Pears 1s		3 20
Do., 2-lb.		4 10
Greengage Plums, heavy syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb.		2 25
Do., light syrup		2 00
Pineapples (grated and sliced), 2½-lbs.		4 50
Do., 2-lbs.		3 60
Do., 1-lb.		2 00
Strawberries	4 00	4 10
New Pack Strawberries—		
Standard No. 2, per doz.		4 60
Choice grade		4 70
Fancy Preserved		5 50
Rhubarb, preserved		2 80
Do., gallon		5 75
Canadian Pineapple (sliced)		4 80
New Blueberries, 2 lbs.		2 25
Do., 1 gal.		12 00

BEANS AND PEAS HIGHER

Montreal

CEREALS—The cereal market shows improvement in demand on account of the cooler weather and the prospects of the fall trade. On account of the increased demand for mill feeds, the cereal market shows a firmer tone with improved buying on the part of the retailer. There is every reason to believe that the cereal market is now on a fairly steady basis. Split peas in bag lots are advanced 50 cents per bag to $6.00 and Canadian white peas are up 1-2 cent a lb. to 6 1-2 cents.

Oatmeal, gran. fine standard		4 00
Rolled Oats, 90 lbs.		3 60
Pearl Hominy		3 25
Cornmeal, Gold Dus t Brand		3 25
Graham Flour, 98 lbs.		7.65
New Buckwheat Flour		6 75
Pot Barley		5 25
Pearl Barley		5 25
Beans, Ont.		3.50
Do., Can.		3 30
Lima Beans		0 10
White Beans		0 06½
Green peas, dried	0 03	0 05¾
Flaxseed		0 06
Ground Oil Cake, per bag		3 00
Split peas, per bag		6 00

PACKAGE RAISINS LOWER

Montreal.

PACKAGE GOODS—There is very little change this week in package goods The trade is fair and steady. Kraft McLaren Pimento Cheese Loaves is advanced 2 cents per lb. to 36 cents. Package seedless raisins are lower in price. The fancy seeded packed 36, 15 oz. packages are now selling at 22 cents. The choice seedless are selling at 21 cents. Other lines are steady in price.

PACKAGE GOODS

Breakfast food, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78*
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case	3 40	3 55 3 75
Cornmeal, yellow, 24s		2 85
Do., 36s		4 16
Oat Flakes 20s		4 80
Do., 18s		2 00
Do., aluminum, pkg.		6 10
Oatmeal, fine cut, 20 pkgs.		6 75
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		3 25
Hominy, pearl or gran., 2 doz.		3 00
Health Bran (20 pkgs.), case		3 50
Pancake Flour, case		3 60
Do., self-rising, doz.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s, case		6 50
Self-rising flour (3-lb. pkg), doz.		2 80
Do., (6-lb. pkg.), doz.		5 50
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 10⅛
Potato flour		0 12½
Starch (laundry)		0 08⅛
Flour, tapioca	0 15	0 16
Shredded Krumbles, 36s		4 35
Shredded Wheat		4 95
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		
Celluloid Starch, 45 pkgs., case		4 20
Package cornmeal		3 00
Malt Breakfast Food (36 pkgs.)		9 50
Quaker Two-Minute Oat Food		1 80
Macaroni		2 25
Quaker Quakies		3 40

LOWER PRICES ON LEMONS

Montreal.

FRUITS—The striking feature of the fruit market is the lower prices on lemons. With the cooler weather the demand has fallen off and supplies are larger with the result that the price has now dropped to $5.50 a case. There is a better supply of apples on the market but the price is still high; $2.50 per bushel is being asked on the local market. Oranges are higher in price being quoted from $7.50 to $8.00 per case. Fruit this season seems to be scarce and plums, peaches, and pears are high in price.

APPLES—		
Hampers, per bushel		2 50
Boxes, 175s, 216s		4 50
Bananas (as to grade), bunch	7 00	8 00
Cantaloupes, 36-54s		7 00
Grapefruit, Jamaican, 64, 80, 96		6 25
Do., Porto Rico		6 00
Lemons, 300-360s		5 50
Cal. Naval Oranges, 126-150s	7 50	8 00
Do., 176-200-216-250s		8 00
Do., Blood Oranges, half boxes		3 75
Tangerines		4 25
Watermelons, each		0 90
Georgia Peaches, crate		3 00
California plums	3 75	4 00

MOLASSES ADVANCED

Montreal.

MOLASSES—A higher price is quoted on molasses this week by local wholesalers. The advance amounts to 4 cents in the City of Montreal and the price stands now at 71 cents delivered. The price quoted at both points is 69 cents. The trade discount on Domoloco Barbadoes Molasses has been reduced from 15% to 10 per cent. Corn syrups are steady in price with a fair trade passing.

	Price for Island of	Montreal
Barbadoes Molasses—		
Puncheons	....	0 71
Barrels	....	0 73
Half barrels	....	0 73
Puncheons, outside city	....	0 69
Fancy Molasses (in tins)—		
16-oz. tins, 2 doz. case, per doz.	....	2 40
2-lb. tins, 2 doz. in case, case	4 40	7 25
3-lb. tins, 2 doz. in case, case	5 75	10 75
5-lb. tins, 1 doz. in case case	....	8 95
10-lb. tins, ½ doz. in case, case	....	8 60
Corn Syrup—		
Barrels, about 700 lbs.	....	0 06½
Half barrels, about 350 lbs.	....	0 06¾
Quarter barrels, about 175 lbs.	....	0 07¼
2 gals., 25-lb. pails, each	....	2 25
3 gal., 38½-lb. pails, each	....	3 25
5 gal., 65-lb. pails, each	....	5 20
2-lb. tins per case	....	4 00
5-lb. tins, per case	....	5 30
10-lb. tins, per case	....	5 00
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case.	....	4 60
5-lb. tins, 1 doz. in case, case	....	5 90
10-lb. tins, ½ doz. in case. case	....	5 60

WALNUTS ARE HIGHER

Montreal.

NUTS—The feature of the nut market is the sudden advance in the quotations on walnuts and a very severe short age in spot stocks. There can be no replenishment until after the first of September since it is too risky to make shipments from France until cooler weather is assured. The whole nut market shows more activity. Prices at the present time on walnuts are nominal and while some quotations are unchanged, they are only temporarily so until the cost of replacement is realized.

Almonds, Tarragona, per lb.	0 22	0 24
Do., shelled	....	0 54
Valencia shelled almonds	....	0 44
Chestnuts (Italian)	....	0 18
Cocoanut (shredded, bulk)	0 33	0 36
Filberts (Sicily), per lb.	0 17	0 18
Brazil nuts (new)	....	0 20
Do., Barcelona	....	0 15½
Peanuts, Jumbo	....	0 15½
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java, No. 1	....	0 11½
Do., salted red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 35
Pecans, new Jumbo, per lb.	....	0 50
Do., large, No. 2, polished	0 29	0 30
Pecanss, shelled	1 00	1 50
Walnuts Grenoble, in shell	....	0 29
Marbot Walnuts	0 26	0 28
Do. new Naples	....	0 26
Do., shelled, Manchurian	....	0 68
Do. Bordeaux	0 63	0 68
Do., Chilean, bags, per lb.	....	0 40
Do., Spanish, shelled	....	0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

SPICE MARKET IMPROVED

Montreal.

SPICES—There is a marked improvement in the movement of spices in prospect of the fall trade and although there is little change in the prices there is a firmer feeling in the market.

Allspice	0 18	0 20
Cassia, pure	0 27	0 30
Cocoanut, 20 lb. pails, per lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 14
Cinnamon—		
Rolls	....	0 35
Pure, ground	....	0 35
Cloves (ground)	0 40	0 45
Cream of tartar (French pure)	0 65	0 70
Do. American high test	0 75	0 80
Ginger (Jamaica)	....	0 30
Ginger (Cochin)	....	0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs whole—		
Do., 64, lb.	....	0 40
Do. 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 45
Pepper, black	....	0 25
Do., white	....	0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do. package, 4 oz., doz.	0 65	0 70
Paprika	....	0 50
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

UPWARD TENDENCIES ON TEA

Montreal

TEAS—Prices on Japan teas have moved upward this week with a marked change in the tea market. Almost suddenly the trade has awakened to the fact that spot stocks are very light and that as soon as buying is stimulated by a rising market that a scarcity will be realized. The production of tea this year is light and export is cut almost in two with higher prices quoted on primary markets. This will be almost immediately reflected in this market and higher prices may be looked for in teas in the near future.

Ceylon and Indians—		
Pekoes	0 22	0 26
Broken Pekoes	0 32	0 40
Broken Orange Pekoes	0 48	0 55
Javas—		
Broken Orange Pekoes	0 48	0 55
Broken Pekoes	0 35	0 40
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
JAPAN TEAS (new crop)	....	0 77
Above retail prices range of quotations to the retail trade.		
JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 35	0 40
Orange Pekoes	0 37	0 45
Broken Orange Pekoes	0 37	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

RICE MARKET STRONG

Montreal.

RICE—The rice market continues to hold the strength that it has carried during the last two months and there is a marked improvement in buying. Prices at the present are steady but with the increased activity there is an upward trend to the market.

Carolina extra fancy	0 07
Do., fancy)	0 06
Honduras, fancy	0 05¼
Rangoon CC, per cwt.	3 90
Do., B., per cwt.	4 15
Texas rice	0 05
Siam	0 06
Tapioca, per lb. (seed)	0 08 0 09½
Do. (pearl)	0 08 0 09½
Do. (flake	0 08 0 09½
Honduras	0 07
Siam	0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

LOWER PRICES ON RAISINS

Montreal

DRIED FRUIT—The feature of the dried fruit market is the change that has come in the raisin market. Lower prices were listed on Thompsons on August the first and now wholesalers prices show a decline of from two to four cents a pound. This drop is not a result of immediate conditions but an adjustment that has come after some months of bolstering up the market. These prices are quotations on the last part of the California crop and there are indications, that seem quite reliable that the new prices, particularly on seedless raisins will show an advance on the price lately put in force. It is also evident that lately there has been a big drain on seedless raisins and that they may be even scarcer in the future on account of the damage that was done by frosts in April last. Other lines of dried fruits are steady with a good trade passing.

Apricots, fancy	0 33
Do., choice	0 27
Do., standard	0 22
Apples (evaporated)	0 13 0 15
Peaches (fancy)	0 28
Do., choice	0 25
Pears (choice	0 22
Do. fancy	0 27 0 28
Peels—	
Choice	0 26
Lemon, new pack	0 46 0 47
New Pack—	
Orange	0 48 0 49
Citron	0 76
Choice, bulk, 25-lb. boxes, lb.	0 22
Peels (cut mixed), doz.	3 25
Raisins (seeded)—	
Valencias	0 23
Muscatels, 2 Crown	0 22½
Do., 3 Crown	0 23
Do., 4 Crown	0 23½
Turkish Sultana, 5 Crown	0 27 0 30
Fancy Seeded (bulk)	0 26 0 28
Do., 16-oz.	0 25 0 27
Cal. Seedless cartons, 12 oz.	0 21 0 23
Do., 16 oz.	0 27½
California Seedless, in bulk	0 18½ 0 19
Cluster, 20 1 lb. pack.	6 75
Currants loose	0 12 0 15
Do., Greek	0 13 0 15
Dates, Excelsior (36-10s), pkg.	4 85
Fard, 12-lb. boxes	3 25
Packages only	0 19 0 20
Dromedary (36-10 oz.)	7 00
Loose	0 11 0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 32 0 36
Do. 2¼'s, lb.	0 40
Do., 2½s, lb.	0 43
Do., 2¾s, lb.	0 45
Figs, white (70 4-oz. boxes)	5 40
Do., Spanish (cooking), 22-lb. boxes, each	0 11
Do., Turkish, 3 crown, lb.	0 22
Do., 5 crown, lb.	0 28
Do., 7 crown lb.	0 30
Prunes (25-lb. boxes)—20-30s	0 25
30-40s	0 19
40-50s	0 17
50-60s	0 13½
60-70s	0 12
70-80s	0 10½
80-90s	0 09½
90-100s	0 09

SUGAR MARKET STRONGER

Montreal

SUGAR— All sugar refiners are now quoting granulated sugar on the basis of $8.75 per hundred. This is the price that was quoted last July at the time when the break occurred. At that time CANADIAN GROCER pointed out that this price was abnormally low and below the cost of replacement and therefore coud not last. At the present time sugar shows more strength with a stronger market for raws.

Granulated sugar, per cwt.	8 75
Do., barrels	8 80
Granulated, gunnies, 20-5	9 15
Do., cases, 20-5-lb. cartons	9 35
Do., gunnies, 10-10	
Do., cases, 50-2-lb. cartons	9 50
Yellow, light, per cwt.	8 35
Do., medium, per cwt.	8 35
Do., dark, per cwt.	8 15

POTATOES ARE HIGHER

Montreal.

VEGETABLES—Now that the supply of potatoes from the United States is almost cut off and the dealers are realiz-

ing that they have over estimated the local crop the price is beginning to rise again. Potatoes are selling here at $3.50 per 80 pound bag. Tomatoes are in good supply with a good demand as is also the case with corn. The local vegetable market is active at the present time and buying is quite free.

New cabbage, local		1 00
Celery, Florida, per crate	4 00	4 75
Corn, per doz.		0 40
Do., California		11 00
Carrots, per bag	0 75	1 00
Montreal cucumbers, per doz.	0 50	0 75
Garlic, lb.		0 50
Horseradish lb.		0 60
Leeks, doz.		4 00
Lettuce		
Parsley		
Mint		0 60
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green ,doz.		0 50
New potatoes, Mont. (90-lb. bag)		3 50
Do., sweet, hamper		5 50
Corn, per doz.		0 20
Spanish onions, per case	5 50	6 25
Turnips, per bag	0 75	1 00
Tomatoes, Mont., per box.		2 50
Egyptian onions		5 00
Red Onions, per cwt.		3 25
Texas Onions, per crate		3 50
Yellow onions, per cwt.		2 50

ONTARIO MARKETS

TORONTO, Aug. 17.—There are few price changes in general grocery commodities, but there appears to be a more stabilized tone to the situation. This is attributed to the firmed condition of many of the markets which has created more confidence on the part of buyers who appear to be more inclined to purchase more heavily than they have for several months past. In canned vegetables there are indications for advances. Jams are higher, although in some quarters the low price is still quoted. Rices, teas and coffees are maintaining the higher level in primary markets with a possibility of higher quotations. Supplies of spices are small and it is claimed that all lines are due to an advance before the end of the fall season. Cereals are firmly held while nuts are in a strong position.

CANNED GOODS LOCK HIGHER

Toronto.

CANNED GOODS—With a small carry over of last year's pack of canned vegetables and the extremely small pack of this year there are indications for advances in the very near future. The opening prices on pack peas as announced a couple of weeks ago were lower than last year, but as few wholesalers and retailers booked ahead there are only a limited number who have been able to take advantage of the lower prices. Since then, packers have advanced their quotations and at present the market is strong at $1.75 for standards and $2.00 for Early June. Prices on tomatoes and corn are not yet announced. The crop on these lines is a large one, but canners state that the pack is being curtailed, which no doubt will be reflected in a stronger market and higher prices. Although the jam situation is considerably stiffened, and the general price appears to be around 87 cents for fours, in some quarters strawberry and raspberry is offered at 70 cents, but they too state that this price is shortly to advance.

Salmon—		
Do., ½s, doz.	2 65	3 00
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 90
Pinks, 1s doz.		1 45
Lobsterss, ½-lb., doz.	3 90	3 75
Do., ¼-lb. tins	1 95	2 40
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	
Canned Vegetables —		
Tomatoes, 2½s, doz.		1 65
Peas, standard, doz.	1 65	1 75
Do., Early une		2 15
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 20
Asparagus tips, doz.		5 50
Do., butts, doz.		6 60
Canadian corn		1 50
Pumpkins, 2½s, doz.	1 45	1 50
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved 2s, doz.	2 07½	2 10
Do., prescrved, 2½s, doz.	2 65	4 52½
Apples, gal, doz.		5 00
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.		3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do. Green Gage	3 25	3 40
Cherries, pitted H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00

STRONG MARKET FOR CEREALS

Toronto.

CEREALS—The market generally is ruling strong. There is a marked scarcity of marrowfat and split peas. No new peas have as yet been offered but as the crop this year was short and with old crop practically cleaned up there is a strong possibility for higher prices both on green and split peas. Rolled oats are firm under the recent advance.

Barley, pearl, 98s		5 50
Buckwheat flour, 98s		6 00
Barley, pot, 98s		4 75
Barley Flour, 98s		6 25
Cornmeal, golden, 98s		2 75
Oatmeal, 98s		4 50
Corn flour, 98s		3 75
Rye flour	9 85	6 00
Rolled oats, 90s		3 50
Rolled wheat, 100 lb. bbls.		7 00
Cracked wheat, bag		5 00
Breakfast food, No. 1		6 00
Rice flour, 100 lbs.		10 00
Linseed meal, 98s		6 50
Flaxseed, 98s		7 00
Peas, split, 98s		5 7
Marrowfat green peas		0 08
Graham flour, 98s		4 75
Whole wheat flour		4 95
Wheat kernels, 8s		6 25
Farina, 98s		6 35

PACKAGE CEREALS UNCHANGED

Toronto.

PACKAGE GOODS—There are no changes in quotations. Package oats appear to occupy the strongest position and although bulk oats have recently shown advances, there is no immediate prospect for advances on package oats, according to some manufacturers. There is still some price cutting in some quarters on cornflakes and shredded wheat but generally speaking, price lists are being fairly well maintained.

PACKAGE GOODS

Rolled Oats, 20ss, round, case		5 00
Do., 20s, square case		5 00
Do., 18s, case		2 00
Do., Aluminum Prem., 20s		6 10
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case		6 00
Do., 20s, family, case		6 80
Cooker package peas, 36s, case		2 85
Cornstarch, No. 1, lb. carton		0 10⅝
Do., No. 2, lb. cartons		0 10⅛
Do., No. 2, lb. cartons		0 09⅛
Laundry starch		0 08⅛
Do., in 1-lb. cartons		0 08⅞
Do., in 6-lb. wood boxes		0 08⅞
Do., in 6-lb. tin canisters		0 12⅝
Celluloid starch, case		4 15
Potato flour, case 20 1-lb. pkgs.		2 50
Do., case 24 12-oz. pkgs.		2 30
Fine oatmeal, 20s		5 75
Cornmeal 24s		2 85
Farina, 24s		3 25
Barley, 24s		2 75
Wheat flakes, 24s		5 00
Wheat kernels 24s		4 50
Self-rising pancake flour 24s		3 00
Buckwheat flour, 24s		3 50
Two-minute Oat Food, 24s		1 80
Puffed wheat, case		4 40
Puffed rice, case		5 70
Health bran, case		3 50
F. S. Hominy gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 85

NO CHANGE IN DRIED FRUITS

Toronto.

DRIED FRUITS—There is no change in the market locally and prices are well maintained.

Candied Peels—		
Citron caps, 12 lb. boxes, lb.		0 50
Lemon caps, 12 lb. boxes, lb.	0 34	
Orange caps, 12 lb. boxes, lb.		0 35
Mixed containing 4½ lb. lemon, 4½ lb. orange, 3 lb. citron caps, per lb.		0 40
Drained Peel, mixed, cut ready for use, in No. 1's cartons, 3 3 dozen per case, per dozen		4 60
Currants—		
Greek, Filiatras, cases		0 17
Do., Amalias		0 17
Do., Patras		0 17
Do., Vostizza		0 23½
Excelsior, pkgs, 3 doz. in case		5 50
Dromedary 3 doz. to case		7 50
Fard, per box ap. 12 lbs.		3 25
Hallowee dates, per lb.		0 11
Figs—		
Smyrna layers, 4 Crn., lb.	0 30	0 32
Do., layers, 6 crn., lb.	0 36	0 38
Natural pulled, in bags		0 10½
Prunes—		
30-40s, 25s		0 20
40-50s, 25s		0 16
50-60s, 25s		0 13
60-70, 25s		0 10
70-80s, 25s		0 09½
80-90s, 25s		0 09
Peaches—		
Raisins"		
California, bleached, lb.		0 27½
Seedless, 15-oz. packets	0 27	0 29
Seeded, 15-oz., packets		0 28
Crn., muscatels, No. 1, 25s		0 25
Turkish Sultanas pkgs.		0 27
Thompsons, seedless		0 28½
Valencia		0 23
Evaporated apples	0 14	0 15

NUTS HOLD STRONG

Toronto.

NUTS—Shelled almonds are advanced to 45 cents per pound in case lots and five cents higher in broken case lots. Shelled Bordeaux walnuts are strong at 73 to 75 cents and Manchurian at 60 to 65 cents. Sweetened cocoanut is reduced three cents per pound but unsweetened is quite firm at unchanged quotations.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Grenobles, lb.	0 23	0 24
Walnuts, Bordeaux, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, lb.		0 30
Do., sweetened, lb	0 28	0 32
Do., shred		0 25
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 17	0 20
Mixed nuts, bags 50 lbs.		0 32
Shelled —		
Almonds, lb.	0 4	0 50
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.	0 73	0 75
Do., Manchurian	0 60	0 65
Do., broken	0 52	0 55
Peanuts, Spanish, lb.		0 10
Pecans, lb.		1 40
Brazils		72

RICE HOLDS STRONG

Toronto.

RICES—The strong position gained in this market some weeks ago is being firmly held under higher prices. At primary points the demand has been keen with the result that stocks are becoming low, especially on the better grades. Some local wholesalers have advanced quotations on fancy Blue Rose but in other quarters the old price of 7 1-2 and 8 cents is still quoted.

Honduras, broken, per rlb.	0 07½	0 08
Fancy Blue Rose, lb.	0 08½	0 09
Blue Rose, lb.	0 06½	0 07½
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07*
White Sago	0 07	0 07½
Tapioca, per lb.	0 07½	0 08

TEAS RULE FIRM

Toronto.

TEAS—This market continues to hold a strong position with the prices in primary markets firmly maintaining the higher level. Importers state they are finding it more difficult to obtain teas of good cup quality at prices to meet their present quotations to the retail trade and although they are not inclined to advance prices under present business conditions they claim that there is a strong possibility for quotations on the better blends being advanced to bring them more in line with replacement values.

Ceylons and Indians—		
Pekoe Souchongs	0 25	0 35
Pekoes	0 30	0 58
Broken Pekoes	0 35	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans	0 65	0 80
Do., seconds	....	0 50
Hyson thirds	0 30	0 35
Do., pints	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade.

SPICE SUPPLIES SMALL

Toronto.

SPICES—There is a strong tendency in this market for an advance all along the line. Supplies are small and it appears that distressed goods,, which in the main has been a factor in reducing prices, have practically been cleaned up. There is also a firmer feeling in primary markets and with supplies now practically all arriving from the countries of origin, it is freely expressed by spice millers that prices can be expected to advance.

Allspice	0 15	0 18
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	0 35	0 40
Pastry	....	0 28
Pickling spices	....	0 18
Mace	....	0 75
Peppers, black	0 18	0 20
Do., white	....	0 30
Paprika, lb.	0 60	0 70
Chillies, lb.	....	0 50
Nutmegs, selects, whole, 100s	0 22	0 26
Do., 80s	....	0 35
Do., ground	....	0 28
Mustard seed, whole	....	0 20
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Caraway seed, whole	....	0 30
Turmeric	....	0 30
Curry powder	....	0 35
Cream of Tartar—		
French, pure	....	0 40
American high-test, bulk	....	0 40
2-oz. packages, d	....	1 25
4-oz. packages, doz.	....	2 00
8-oz. packages, doz.	....	3 50

The above quotations are for the best quality. cheaper grades can be purchased for less.

SYRUPS QUIET

Toronto.

SYRUPS—The demand for corn syrups is quiet with quotations unchanged. Rogers sugar syrup No. 2 tins show a slight reduction to $2.90 per dozen.

Barrels, about 700 lbs., yellow	....	0 06½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	4 60
Cases, 5-lb. tins, white, 1 doz. in case	....	5 90
Cases, 10-lb. tins, white, ½ doz. in case	....	5 60
Cases, 2-lb. tins, yellow, 2 doz. in case	....	4 00
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 30
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 00
Cane Syrups—		
Barrels and half barrels, lb..	....	....
Half barrels, ¼c over bbls; ¼ bbls.,½c over.		
Cases, 2-lb. tins 2 doz. in case	6 00	6 50
Molasses—		
Fancy, Barbadoes, barrels, gal	....	1 65
Choice Barbadoes, barrels	....	1 85
New Orleans, bbls., gal.	....	0 56
Do., half bbls., gal.	0 46	0 48
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ dozen to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25

SUGAR UNCHANGED

Toronto.

SUGAR—There are no new developments in this market since the advance of last week. The market for both refined and raws is quiet.

St. Lawrence, extra granulated, cwt.	9 09
Atlantic, extra granulated	9 09
Acadia Sugar Refinery, extra granulated	9 09
Dom. Sugar Refinery, extra granulated	9 09

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c gunnies, 10 10s, 50s; cartons, 20-5s, 60c; cartons, 50-2s, 75c.

ST. JOHN PEACHES ARRIVING

Toronto.

FRUITS—The season for peaches is about ten days earlier than usual and the first shipments of yellow St. John have arrived on the market. Blueberries are in heavy supply at $2.50 to $3.00 per 11 quart basket. Heavy shipments of cantaloupes are expected during the week and prices are likely to be considerably lower. Canadian Bartlett pears are arriving freely at 75 cents to $1.00 per basket while the California variety is bringing $5.00 to $5.50 per case. Apples are rather scarce and are selling from 60 to 90 cents per basket.

Oranges Valencies 100s	....	6 00
Do., 126s	6 75	7 00
Do., 150s and smaller	6 00	7 50
Lemons, Verdillis	....	6 50
Watermelons, each	....	0 8
Peaches, Elbertas, in boxes	....	2 15
Huckleberries, 11 qts.	2 50	3 00
Lawton berries	0 20	0 22
Cantaloupes, 16qut. bskts.	1 00	1 50
Pears, Cal. Bartlett, box	5 00	5 50
Do., Canadian 11s	75	1 00
Bananas, per lb.	09	
Apples, Eating, per bas.	75	90
Do., Cooking per bag.	60	70
Plums, 6 quart bas	50	60
Do., 11 quart bas.	1 00	1 25
Grapes, Cal. Malagas, crate	5 50	

POTATOES CONTINUE HIGH

Toronto.

VEGETABLES—With the exception of potatoes the market tends lower on most lines as the supply is gradually increasing. Potatoes are a small crop barely sufficient of local stuff arriving to meet the demand with the result, supplies are rolling from New Brunswick and the West. The price remains firm at $3.25 to $3.50 per bag although some are asking as high as $3.75.

Cabbage, per doz.	1 00	1 50
Potatoes, local, per bag	3 25	3 50
Head lettuce, crate	1 50	2 00
Tomatoes, 11s	30	40
New beets, per dozen	....	0 25
New carrots, per doz.	....	0 25
Wax and green beans, 11 qt. bkt.	....	1 00
Cucumbers, 11s	50	75
Corn, per doz.	15	20
Onions Spanish, crate	....	6 50
Do , sack, 100 lbs.	....	4 50
Celery, bunch	....	0 75
Egg Plant, 16 qt. bskt	1 00	1 25

WINNIPEG MARKETS

WINNIPEG, August 17—The grocery market during the week is holding fairly steady and wholesalers report business showing an improvement. Dried fruits of all kinds are firm. Canned vegetables have firmed up, especially tomatoes and peas with an active movement. The tea and coffee markets remain firm. With the preserving season at hand the demand for sugar is good under the recent advance. Nuts of all kinds are firm and higher prices are expected. Many lines of vegetables are arriving on the market and prices generally are lower. Fruits are also in good demand.

CANNED VEGETABLES FIRM

Winnipeg.

CANNED GOODS—Canned vegetables are ruling firm and tomatoes and peas have advanced. There is a good demand for these lines and indications point to higher prices. There is no change in the canned fruit situation. First quality pink salmon advanced. Salmon of all grades are showing firmer tendencies and it is likely prices will be maintained.

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, per case	7 00	8 00
Do., imp., ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	....	2 45
Do., ½s, 4 doz. case, doz.	....	4 20
Oysters, 1s, 4 oz., 4 doz. case, cs.	....	9 40
Pilchards, 1s, tall, 4 doz. case, cs.	....	7 10
Do., ½s, flat, 8 doz. cs., case	....	9 00
Salmon—		
Do., ½s, flat, 8 doz. in case	....	22 00
R. Spring, 1s, tall, 4 doz. case	....	16 75
Do., ½s, flat, 8 doz. case	....	18 25
Cohoe, 1s, tall, 4 doz. case	....	14 65
Do., ½s flat, 8 doz. case	....	16 50
Pink, 1s, tall, 4 doz. case	....	6 50
Do., ½s flat, 8 doz. case	....	8 25

CANNED FRUIT (Canadian)

Apples, 6 tins in case, per case	....	3 25
Cherries, 1s, 4 doz. case	7 00	8 00

Peaches, 2s, 2 doz. case	6 50	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	6 50	7 00
Do., Lombard, light syrup, 2s, 2 doz. case	4 75	5 25
Do., heavy syrup, 2s, 2 doz. case	6 00	6 50
Raspberries, 2s, 2 doz. case	8 50	9 00
Strawberries, 2s, 2 doz. case	8 00	8 50
CANNED FRUIT (American)		
Apricots, 1s, 4 doz. case		11 00
Peaches, 2½s, 2 doz. case		12 00
Do., sliced, 1s, 4 doz. case		12 40
Do., halved, 1s, 4 doz. case		12 40
Peaches, 2½s, 2 doz. case		10 00
Do., 2s, 2 doz. case		8 25
Pears, 1s, 4 doz. case		12 00
Pineapples, sliced, 2s, 2 doz. case		7 60
CANNED VEGETABLES		
Asparagus Tips, 1s, tins, 2 doz. case, per doz.		5 00
Beans, Golden Wax, 1s, doz.	4 75	5 00
Beans, Refugee, 2s, 2 doz. case	4 75	5 00
Corn, 2s, 2 doz. case	3 25	4 00
Peas, 2s, 2 doz. case	3 90	4 10
Sweet Potatoes, 2½, 2 doz. case		7 00
Pumpkins, 2½s, 2 doz. case	3 00	3 75
Sauer Kraut, 2½ss, 2 doz. case		4 10
Spaghetti, 2 doz. case		2 15
Tomatoes, 2½s, 2 doz. case	3 95	4 15
Spinach, 2½s, 2 doz. case		6 55

CEREAL MARKET ACTIVE

Winnipeg.

CEREALS—The cereal market is holding steady with no change in quotations. The demand for corn flakes continues heavy and improvement is noted in the demand for package oats. All lines are selling well and buying is fairly active.

PACKAGE CEREALS		
Rolled oats 20s, rd. cartons	4 75	5 00
Do., 36s, case, square, bkts.		3 50
Do., 18s, case		2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, case		3 40
Puffed Wheat, 3 doz. cs., case		4 45
Puffed Rice, 3 doz. cs., case		5 75
Grape Nuts 2 doz. cs. case		3 80
Package peas, 3 doz. cs., case		3 00
Cream of Wheat, 3 doz. cs., case		9 15
BULK CEREALS		
Rolled Oats, 80s, per bag		2 75
Do., 40s per bag		1 45
Do., 20s, per bag		0 75
Do., 10-8s, per bale		3 50
Do., 15-6s, per bale		4 00
Oatmeal, 98s gran. or stand., bag	3 40	4 50
Wheat granules, 98s, bag		6 50
Do., 16-6s, per bale		7 05
Peas, whole, green, 100-lb. bag, per bushel		4 50
Do. split, yellow, 98s, bag		7 95
Do., split, yellow 49s, bag		4 00
Cornmeal, 98s, per sack		3 25
Do., 49s, per sack		1 65
Do., 24s, per bag		0 85
Do., 10s, per bale		3 65
Buckwheat grits, whole, 981lb. bags, per bag		8 75
Beans, 100-lb. bags bushel		3 70
Lima Beans, 100-lb. bags, lb.		0 10½
Barley, pot, 98s		3 85
Do., 49s		1 92
Do., 24s		1 00
Barley, pearl, 98s, per bag		4 95
Do., pearl, 49s, per bag		2 52
Do., pearl 24s		1 28

STRONG COFFEE MARKET

Winnipeg.

COFFEE—The coffee market is firm with every indication of higher prices. There have been no advances on the local market but indications point to upward tendencies in the near future. The demand locally is showing an improvement.

COFFEE—		
Rio, lb.	0 19½	0 20½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	28	0 30
Santos, lb.	0 26	0 29

SUGAR IN DEMAND

Winnipeg.

SUGAR—The sugar market is ruling firm since the recent advance and refined is now quoted at $10 per cwt. The demand is exceptionally good due to the preserving season.

Extra gran., bags, 100 lbs.	10 00
Do., gunnies, 5-20 lbs	10 40
Do., gunnies, 10-10 lbs.	10 50
Do., cartons, 20-5 lbs.	10 60
Do., cartons, 50-2 lbs.	10 75
Yellow, No. 1 lt., bags, 100 lbs.	9 60
Do., golden, bags, 100 lbs.	9 50
Powdered sugar, bbls.	10 10
Do., boxes, 50 lbs.	10 30
Do., boxes, 25 lbs.	10 50
Icing, barrels	10 20
Do., boxes, 50 lbs.	10 40
Do., boxes, 25 lbs.	10 60
LUMP SUGAR—	
Soft lumps, boxes, 100 lbs.	10 70
Do., boxes, 50 lbs.	10 80
Do., 25 lbs.	11 00
Do., cases, 20 cartons	11 75
Do., cases, 40½ cartons	12 50
Small Lump, boxes, 100 lbs.	10 60
Do., boxes, 50 lbs	10 70
Do., boxes, 25 lbs.	10 90
Do., cartons, 50-2 lbs.	12 00
Hard Lump, barrels	10 70
Do., boxes, 100 lbs.	10 70
Do., boxes, 50 lbs.	10 80
Do., boxes, 25 lbs.	11 00

CLOVES ARE HIGHER

Winnipeg.

SPICES—The spice market is ruling firm. White cloves have advanced 3 cents per pound due largely to the small crop this year. There is a better demand for spices on account of the pickling season approaching.

Allspice, Jamaica, best qual., lb.		0 28
Cassia, Batavia, per lb.		0 38
Do., China, per lb.		0 25
Chillies, per lb.		0 55
Do., No. 1, per lb.		0 53
Cinnamon, Ceylon, per lb.		0 85
Do., No. 0, carton, doz.		1 00
Cloves, Penang, per lb.		0 95
Do., Amboyna, per lb.		0 90
Do., Zanzibar, per lb.	0 55	0 60
Ginger, washed, Jamaica, No. 1		0 65
Do., Jamaica, No. 2		0 40
Do., Japan or Africa, lb.		0 30
Mace, extra bright Penang, lb.		0 80
Nutmegs, extra large brown, 70 to lb., per lb.		0 70
Do., large brown, 85 to lb.		0 40
Do., medium, brown, 110 to lb., per lb.		0 38
Do., carton of six, per doz.		0 80
Pepper, blk., Singapore, ex. lb.	0 17	0 19
Do., white, per lb.	0 30	0 35
Pickling, ¼-lb., pkg., per doz.		1 00
Do., bulk, No. 1, per lb.		0 28
GROUND SPICE		
Allspice, bulk, per lb.		0 25
Do., No. 2, per lb.		0 25
Do., 2 oz. cartons		0 80
Do., 4 oz. cartons		1 20
Cassia, No. 1 bulk, per lb.		0 30
Do., No. 2, bulk, per lb.		0 25
Do., No. 1, 2 oz. cartons		1 00
Do., No. 1, 4 oz. cartons		1 50
Cinnamon, bulk, per lb		0 45
Do., 2 oz. cartons		1 15
Do., 4 oz. cartons		1 75
Cloves, bulk, per lb.		0 65
Do., 2 oz., cartons		1 45
Do., 4 oz. cartons		2 00

SYRUPS STEADY

Winnipeg.

SYRUPS—There is no change in the syrups. The market is quiet under a fair demand. The demand for molasses is fair.

CANE SYRUP—	
No. 2s	6 55
No. 5s	7 50
No. 10s	7 00
No. 20s	6 80
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 65
Cases, 5-lb. tins, white, 1 doz. in case	5 75
Cases, 10-lb. tins, white, ½ doz. in case	5 50
Cases, 20-lb. tins, white, ¼ doz. in case	5 50
Cases, 2-lb. tins, yellow, 2 doz. in case	3 40
Cases, 5-lb. tins yellow, 1 doz. in case	4 55
Cases, 10-lb. tins, yellow, ½ doz. in case	4 30
Cases ,20-lb. tins, yellow, ¼ doz. in case	4 30
MAPLE SYRUP—	
Pure, 2½s, tins, cs. of 2 doz.	24 85
Pure, 5s, per case of 1 doz.	22 65
Pure, 10s, per case of ½ doz.	21 05
TABLE SYRUP—	
Maple flavor 2½s, tins, per case of 2 doz.	13 75
Do., 2s, tins, case of 1 doz.	12 00
Do., 1s, tins, case ½ doz.	11 50
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 30
3-lb. tins, 2 doz. case	11 60
5-lb. tins, 1 doz. case	9 50
10-lb. tins, 1 doz. case	9 20
Molasses quotations subject to 5 per cent. discount.	
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	5 25
2s, 4 doz. in case	5 00
2½s 4 doz. in case	4 80
5s, 4 doz. in case	4 50
10s, 4 doz. in case	4 20

STARCH UNCHANGED

Winnipeg.

STARCH—There is no change in the price of starch, the demand continues active.

STARCH—	
Cornstarch, No. 1 quality, per lb.	0 10⅝
Cornstarch 1-lb. pkgs., lb.	0 09½
Gloss, 1-lb. pkgs., per lb.	0 10⅞

NUT MARKET STRONG

Winnipeg.

NUTS—The walnut market continues firm. Shippers of Bordeaux's are asking high prices for September and October shipments. The almond market is decidedly stronger. Spanish shelled peanuts have advanced 1 cent per pound over last week's quotation. Pecans are in short supply with prices ruling higher. Brazils are firmer and with the increased demand the tendencies are that higher prices will prevail.

NUTS, SHELLED—		
Almonds, per lb.	0 45	0 47
Spanish Peanuts, No. 1, lb.		0 12½
Pecans, per lb.		1 40
Walnuts, per lb.		0 77½
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, lb.		0 25
Walnuts per lb.		0 25
Almonds, per lb.		0 25
Cocoanuts per sack		11 00
Cocoanuts, per doz.		1 50

FLOUR MARKET STEADY

Winnipeg.

FLOUR—The market is steady at unchanged quotations. Small quantities for immediate requirements are being purchased by buyers.

FLOUR—	
98-lb. sacks	5 32½
Two 49-lb. sacks	5 40
Four 24-lb. sacks	8 50

JAMS ARE FIRM

Winnipeg.

JAM—There is a steady demand for this line and from reports received from the East the fruit crop is not turning out as good as expected and with the present advance in sugar they are considered good buying.

JAMS	
Strawberry 4s per tin	0 89
Black Currant 4s per tin	0 89
Raspberry 4s per tin	0 89
Apricots 4s per tin	0 83
Cherry 4s per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors), 4s, tin.	0 57

RICE IS FIRM

Winnipeg.

RICE—The primary markets continue to show a firm tone and advances have been reported. Spot stocks are light and good grades of Southern rice are cleaned up. Locally there is no change

(cont'd on Page 46)

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax N. S. Aug. 17.—Fruit markets are very active, both in native and California lines. Oranges show increase being quoted at $9.00 for all sizes. New potatoes are plentiful at $1.50 per bushel. Creamery butter is quoted at 43 cents and dairy at 38 cents per pound. Eggs are higher at 39 cents per dozen. Sugar shows substantial increase, granulated is selling at $8.95 and yellow at $8.45 per hundred.

Flour, No. 1 patents, bbl.		11 00
Cornmeal, bags		2 50
Rolled oats, per bag		3 85
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.		10 00
Sugar, standard, gran.		8 95
Do., No. 1, yellow		8 45
Molasses, gal.		0 65
Cheese, Ont. twins		0 27
Eggs, fresh, doz.		0 39
Lard, compound		0 16
Do , pure, lb.		0 22
American clear pork, bbl.		32 50
Tomatoes, 2½s, stan., doz.		2 10
Breakfast bacon		0 40
Hams, aver. 9-12 lbs.		0 40
Do., aver. 12-18 lbs.		0 40
Do., aver. 18-25 lbs.		0 36
Roll bacon		0 25
Butter, creamery, lb.		0 43
Do., dairy		0 38
Raspberries, 2s Ont., doz.		4 00
Peaches, 2s, standard, doz.		3 00
Corn, 2s, standard, doz.		1 90
Peas, standard, doz.		1 95
Strawberries, 2s, Ont., doz.		4 00
Salmon, Red Spring, flats, cases		
Do., pinks		7 00
Do., Cohoes		14 00
Do., Chums		6 00
Evaporated apples, per lb.		0 15
Dried peaches, per lb.		0 22
Potatoes, Nat., 90-lb. bag		1 50
Onions, Jersey		4 00
Onionss, Spanish, lb.		0 06
Beans, white		3 90
Do., yellow eye		7 25
Bananas, lb.	0 09	0 10
Lemons, Ca..		15 00
Oranges, all sizes		9 00
Grapefruit, Florida, case		9 50
Do., Jamaica	7 00	7 50
Oats, per bushel		0 75

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John N. B. Aug. 17.—Cornmeal is firmer and higher, granulated is now quoted at $3.85 to $4.00 with ordinary at $2.40. Siam Rice is higher at $7.00 to $7.50. Molasses is quoted at 65 cents per gallon, an advance of five cents. Granulated sugar is advanced to $8.95 and yellow to $8.45 per hundred. Cheese is easier at 26 cents per lb. while eggs are easier at 38 to 40 cents per dozen. Pure lard is higher at 21 1-2 to 22 cents and compound at 15 1-2 to 16 cents per pound. American clear pork is higher at $43.00 to $37.00.

Cornmeal, gran., bags	3 85	4 00
Do., ordinary		2 40
Rolled oats		8 80
Rice, Siam, per 100 lbs.	7 00	7 50
Tapioca, 100 lbs.	8 00	10 00
Molasses		0 65
Sugar—		
Standard granulated		8 95
No 1 yellow		8 95
Cheese, new, twins		0 26
Eggs, fresh, doz.	0 38	0 40
Lard, pure, lb.	0 21½	0 22
Do., compound	0 15½	0 16
Tomatoes, 2½s, std., case		4 20
American clear pork	34 00	37 00
Beef, corned, 1s		3 45
Breakfast bacon	0 45	0 48
Butter creamery, per lb.	0 40	0 45
Do., dairy	0 32	0 35
Do., tub	0 30	0 35
Corn, 2s, standard, case		3 80
Peas, standard, case		3 90
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case		
Lemons, case		12 00
Oranges, California	6 50	8 00
Bananas, lb.	0 08	0 10
Grapefruit, case	8 00	8 50
Potatoes, old, bbl.		4 50
Do., new, bush.		2 25

Alberta Markets

FROM CALGARY, BY WIRE

Calgary Atla. Aug. 17.—Lard again advanced, threes are now quoted at $12. 90 per case. All fats and soaps are quite firm. Rolled oats are slightly lower at $3.00 for 80s. Soda biscuits in bulk are down one cent per pound and family size is down 25 cents per dozen. Canned raspberries 2s, are lower at $8.40 to $10.00 per case. Prunes are some higher, 90—100s are quoted at 9 1-2 to 10 cents per pound, 70—80s are 11 to 12 cents and 60—70s are 12 1-2 to 13 cents. Ontario blueberries are selling at $3.50 per basket. B. C. blackberries are quoted at $3.25. Yellow peaches, trumps are offered at $2.25. Crabapples are $2.25 for a 40 pound case. Ripe tomatoes are $1.50 for 20 pound case while apricots are selling at $3.00 per crate.

Beans, B.C., per hundred	5 30	5 50
Rolled oats, 80s		3 00
Rice, Siam	5 50	6 00
Japan, No. 1	7 50	8 00
Tapioca	6 75	7 25
Sago	6 75	7 25
Sugar, pure cane, gran., cwt.		10 67
Cheese, No. 1, Ont., large	0 26½	0 28
Alberta cheese, twins		0 25½
Do., large		0 24½
Butter, creamery, lb.		0 37
Do., dairy, lb.	0 25	0 30
Lard, pure 3s		12 90
Eggs, new laid, local, case	011	0 12
Tomatoes, 2½s	4 10	4 35
Lemons, case		15 00
Corn, 2s, standard case	3 50	3 85
Peas, 2s, standard case	3 60	4 00
New early June peas, case		4 50
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	8 40	10 00
Gooseberries, 2s		11 30
Cherries, 2s, red, pitted	9 00	9 50
B. C. Tomattoes, 4-bas. crate, ea.		2 75
Apples, evaporated, lb.	0 14	0 15½
Do., 25s, lb.		0 17
Peaches, evaporated, lb.	0 22	0 22½
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 9½	0 10
Do., 70-80s	0 11	0 12
Do., 60-70s	0 12½	0 13
Potatoes, local, ton	25 00	30 00

GENERAL MARKETS

(Cont'd from Page 45)

but the outlook has a decidedly upward trend.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.		0 08
Do., 50-lb. sacks, lb.		0 08½
Siam, 100-lb. bags		0 06
Do., 50-lb. bags		0 06¼
Sago, sack lots, 13 to 15 lbs., lbs., per lb.		0 08¾
Do., in less quantities, lb.		0 09¼
Tapioca, pearl, per lb.	0 08	0 08½

STRONG MARKET FOR TEAS

Winnipeg.

TEA—Reports from primary markets indicate stronger tendencies in the price of teas. All grades of Ceylons are high and Indians are firming up considerably. The demand for tea on the local market is showing an improvement.

VEGETABLES TEND LOWER

Winnipeg.

VEGETABLES—Vegetables are arriving plentifully and prices show lower levels. Ontario tomatoes are quoted from 85c to $1 per basket. Oregon onions are higher and are quoted at $5.50 per sack. New potatoes are in good demand and are quoted from $1.10 to $1.15 per bushel.

LEMONS EASIER

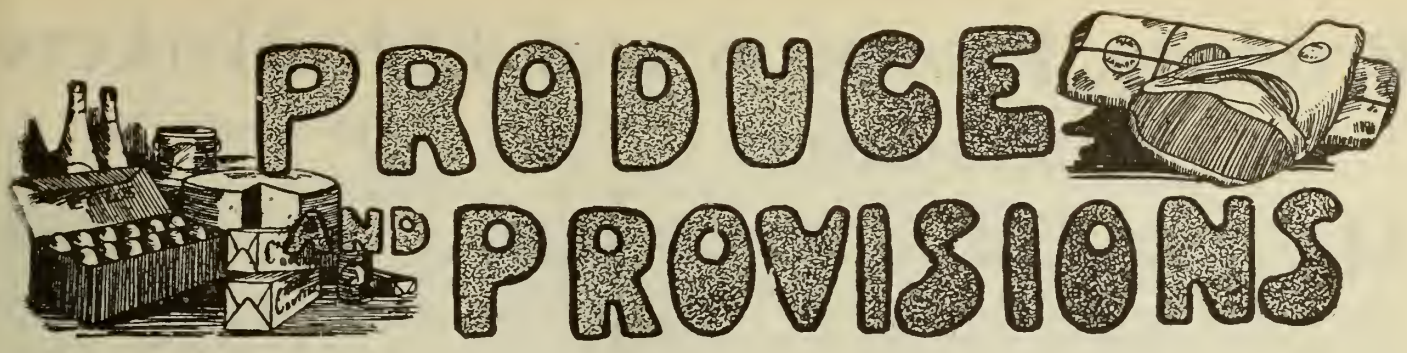
Winnipeg.

FRUIT—Lemons are quoted at lower prices this week; California quoted at $11.00 per case. Oranges have advanced 50 cents and are quoted at $7.50 to $8.00 The demand for bananas is improving and are selling at 9 cents per pound. Peaches, pears, plums, and apricots are in good demand at lower prices. Thompsons grapes are on the market and are selling freely at $4.25 per case.

DRIED FRUITS FIRM

Winnipeg.

DRIED FRUITS—Peaches, apricots and plums advanced on the primary market last week and will be reflected in the prices of these goods upon the arrival of the new pack. Wholsesalers in the meantime are selling spot stocks at the old prices and stocks are reported low. Evaporated apples have advanced 1 cent per pound which price will be maintained until the new pack is available. Currants are easier in price and a drop in price is expected. Opening prices on raisins are much lower than last seasons and are selling freely as some packers have reduced their prices on spot stocks.



Four Year Cycle Fails to Bring Salmon

Outlook for the Salmon interest is not bright—a closed season is proposed—twenty year decline in harvest leads to consideration of drastic action—sockeye catch has been very poor to date.

VICTORIA, Aug. 13.—(Special). Canneries must be content with one of the smallest sockeye runs in history. Indications now are that the run this summer will be the smallest on record, although, according to the four-year cycle theory, which has been infallible in the past, there should be an increase over the last three years.

John P. Babcock, assistant commissioner for fisheries for British Columbia, has just returned here following a trip of inepection through the principal fishing waters of the province. He expects a bad year from the production standpoint. He says there have been small runs in Alert Bay and Smith's Inlet, but the catch there so far has not produced a pack of more than 4,000 cases, and the season is practically over.

"The sockeye catch at Rivers Inlet has been poor so far, notwithstanding that over 1,000 gill nets are being used there, as against 850 last year," stated Mr. Babcock. "The fish are small, indicating that the greater proportion of the run consists of four-year-old fish. Unless the run there is very much better this week than at any time this season, the pack will be one of the smallest recorded there. All canneries on the inlet are operating, and the cannery at Namu is operating with fish taken at Rivers Inlet."

Although 1,000 boats are fishing there and all the canneries are in operationl the sockeye run to the Skeena is the worst ever, according to Mr. Babcock. The pack will not exceed 50,000 cases unless a notable improvement is shown from now on in the catches. The same, relatively speaking, is true of the Naas River, another important salmon centre. The pack will probably total not more than 10,000 cases. Four canneries are working.

It is still too early to report anything definite about the Fraser River, although the forecast of fisheries officials is that the run will be exceedingly light. The first ten days in August will tell the story. There have been a few good catches in the Straits of Juan de Fuca, through which the fish pass in from the Pacific Ocean, and the Fraser nets have caught a few fish, but the harvest so far has been less than at the same time four years ago.

The sockeye situation is a matter of serious concern to the province as a whole and the salmon packing industry in particular. The trend of the harvest during the last twenty years shows an unmistakable decline, with only a few advances here and there to give contrast to a record otherwise definitely downward. There is small doubt in the minds of most operators that a long closed season on sockeye would assist in rehabilitating the supply, but there seems to be a good deal of hesitancy on the part of every interest concerned to try this out.

Meat Sales Are Five Times As Great Since Installing A Meat Slicer

W. A. Jones, Tillsonburg, Ont., Believes That the Only Way to Successfully Sell Cooked and Smoked Meats is to Have the Proper Equipment for Handling the Same

CLAIMING that his meat-slicer increased his sales five times what they were previous to its installation, W. A. Jones, Tillsonburg, Ontario, believes that the only way to successfully sell smoked and cooked meats is to have the proper equipment for handling same. "The increase in my turnover in meats as a result of having a slicer has more than paid for the cost of one," Mr. Jones remarked. Mr. Jones believes in having the proper facilities for handling his trade, and what is characteristic of his meat department is characteristic of his entire store. He declares that he waits on more people in a shorter period of time, since he got the slicer, than he could before. Particularly now in the warm weather, when there is such a demand for cooked meats, he can slice up a ham much more rapidly, and give a better service to his customers.

Why Little Waste

"We have very little waste from hams and bacon in our store," Mr. Jones told a representative from Canadian Grocer. "A ham or a side of bacon, can be sliced right down to the end, and there is scarcely anything that cannot be sold as real good meat. We have no trouble in selling the entire side or whole ham, without having to dispose of the ends at a sacrifice. The real advantage of a slicer is not only the fact that it facilitates service, but that with it, the slicing is of uniform thickness, thus giving greater satisfaction to the customer."

Sales Are Heavy

Sales of cooked meats and bacon are on a large scale in Mr. Jones' store, and he has built up his trade in this connection, because, as he believes, he carries the best bacon and ham obtainable, and he is pushing its sale all the time. His turnover in cheese, too, is in good proportions. He has a cheese cutter that he says paid for itself in less than a year. It is a computing cutter, giving the exact weight. In his opinion it is also a great saver, and from an economic standpoint it is well worth having, apart from the service it renders.

Equipment that means saving of time, and better service to his customers, is everywhere in evidence in the Jones store, as previously stated. Mr. Jones believes that good equipment makes for bigger business.

T. Sedwell has opened up for business at 241 James Street, North Hamilton, Ont.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Aug. 17—There is a very steady and firm trend to the produce market, principally on account of a better demand for export trade which is mainly responsible for higher prices on butter and eggs. Cheese also shows more strength on the same account, but the supply of eggs is smaller and this too is a feature which makes more permanent the higher prices on eggs. The hog market is steady and prices on fresh pork are unchanged but the wide range of prices on beef is remarkable. The lard market is holding firm with another advance during the past week. There is no change in either smoked or cooked meats. The fish trade is still dull with higher prices quoted on haddock, halibut, and Gaspe salmon, the latter being off the market this week.

HALIBUT HIGHER

Montreal.

..FISH—The fish business has not yet shown signs of improvement and this is accredited to the fact that so many people are out of the cities at the present time. Prices are fairly high on most lines and as Gaspe salmon is out of date this week prices on stocks on hand are higher at 26 cents. Halibut is up to 21 cents and haddock is also up two cents a pound.

Gaspe Salmon	0 26
White fish	0 19
Haddock	0 08
Halibut	0 21
Trout	0 18
FROZEN FISH	
Halibut, large and chicken	0 20 0 23
Haddock	0 07
Mackerel	0 15 0 16
Do., Western, medium	0 21 0 22
Steak Cod	0 07½ 0 08½
Market Cod	0 06½ 0 07
Sea Herrings	0 06 0 07
Salmon, dr., B. C.	0 20 0 21
Do., Cohoes, round	0 18 0 19
Do., Qualla, hd. and dd	0 11
Doree	0 12 0 17
Smelts	0 15 0 20

SMOKED MEATS STEADY

Montreal.

SMOKED MEATS— There is a normal demand for smoked meats and prices remain steady and firm.

BACON—		
Breakfast ,best	0 37	0 40
Smoked breakfast	0 41	0 44
Cottage rolls		0 29
Picnic Hams		0 24
Wiltshire	0 33	0 37
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut		0 44
Do. 14-20		0 42
Do., 20-25		0 39
Do., 25-35		0 35
Over 35 lbs.		0 33

COOKED MEATS UNCHANGED

Montreal.

COOKED MEATS—There is no change in the prices on cooked meats. The demand is fair and supplies are sufficient to meet immediate requirements.

Jellied pork tongues	0 38
Jellied pressed beef, lb.	0 37
Hams, cooked	0 51 0 57
Clear fat backs (bbl) 40-50 pcs.	30 00
Pork pies (doz.)	0 80
Mince meat, lb.	0 17½ 0 19
Sausage, pure pork	0 25
Bologna lb.	0 14
Ox tongue, tins	0 59
Head cheese, 6-lb. tins, per lb..	0 16
Do., 25-lb. tin pails, lb.	0 15

STEADY MARKET FOR HOGS

Montreal

FRESH MEATS—There is very little change in the hog market. Prices are steady with a slight increase in the demand and lighter offerings, particularly of select light-weights. The latter are being bought at $14 per hundred. The beef market is fairly steady, but it is interesting to note the wide margin between hind and front quarters. Front quarters are selling at from 5 to 8 cents and at that price there is a big waste since the demand is all for the best cuts and consequently the price on these cuts are kept up.

FRESH MEATS—		
Hogs, live (selected off cars)	11 00	14 00
Abattoir killed, 65-90 lbs.	0 22	0 23
Fresh Pork—		
Legs of pork (foot on)	0 28½	0 29
Loins (trimmed)	0 29	0 30
Trimmed shoulders	0 20	0 22
Untrimmed	0 16	0 18
Pork sausage (pure)		0 25

Fresh Beef—

(Cows)			(Steers)	
0 17	0 21	Hind quarters	0 21	0 23
0 04	0 06	Front quarters	0 50	0 08
0 26	0 28	.. Loins ..	0 26	0 30

NO CHANGE IN BARREL MEATS

Montreal

BARRELLED MEATS—There is no change in the prices quoted on barrelled meats.

Heavy mess pork (bbl)	31 00
Plate beef	23 00
Barrel Pork—	
Canadian Short cut (bbl) 30-40	

EGG MARKET HIGHER

Montreal.

EGGS—There is an upward tendency to the egg market which is attributed to the smaller supplies arriving and an increase in buying for export as well as a good steady local trade. The margin in prices on graded eggs is widening and varies from 38 to 50 cents.

EGGS—	
Extras	50
Fresh selects	44
Do., No .1	38

STRONG LARD MARKET

Montreal.

LARD—The lard market continues to hold its strength with an advance in price. There is a good demand for local account and stocks are moving freely. There is every indication that the present strength of the market will hold. Canadian pure lard is selling in twenty pound wooden pails at 20½ cents per pound.

LARD—		
Tierces, 360 lbs.		0 19½
Pails, 20 lbs.		0 20½
Tubs. 0 lbs.		0 20
Bricks	0 23	0 24

CHEESE IS FIRMER

Montreal.

CHEESE—Although there is no actual change in the prices quoted on cheese there is a stronger feeling following the weakness of last week. Receipts show an improvement but the export also shows an increase.

Large, per lb.		0 25
Twins, per lb.		0 25
Triplets, per lb.		0 25
Stilton, per lb.		0 35
Fancy old cheese, per lb.	0 33	0 34
Quebec	0 24	0 25

BUTTER PRICES HIGHER

Montreal.

BUTTER—The trend of the butter market is much firmer partly due to the improved inquiry for export and also to a steady demand for home consumption. Produce dealers predict a further advance in price during the next few days although the receipts for this week are larger than those of a week ago.

Creamery, prints	0 42	0 43
Do., solids	0 40	0 41

ONTARIO MARKETS

TORONTO, Aug. 17—The produce and provision markets are generally ruling firm and stronger. Butter is higher while cheese is steady and unchanged. Eggs are stronger and higher under an increased production and a better demand. Live hogs are higher which is reflected in a stronger market and higher quotations on lard, shortening and fresh pork cuts. There is a better demand for margarine with a tendency for higher levels. Poultry and fish are unchanged.

BUTTER AGAIN MOVES UP

Toronto.

BUTTER—The firmness that has characterized this market for sometime still prevails. Quotations during the week advanced two cents per pound bringing the price on the best quality to 44 cents per pound and on the second grades around 40 cents. The tendency is that the market will now remain firm and in some quarters even higher prices are talked of. This is attributed to the

higher prices of feed and the fact that pasturage is none too good.

Creamery prints	0 40	0 44

CHEESE STEADY TO FIRM

Toronto.

CHEESE—This market is ruling fairly steady with prices firmly held.

CHEESE—		
Large, new	0 25	0 25½
Do., old		0 34
Stilton, New		27½

STRONG MARKET FOR EGGS

Toronto.

EGGS—The egg market continues strong with prices slightly higher in spite of the fact that production shows an increase with the quality improved since the cooler weather. No. 1's are quoted at 43 to 44 cents per dozen with selects three cents higher.

Selects	0 46	0 47
No. 1	0 43	0 44
Selects in cartons	0 48	0 49

LARD SLIGHTLY HIGHER

Toronto.

LARD—In some quarters one pound prints are advanced one cent, making the price 22 cents. Others however, continue to quote the same as last week.

LARD—		
1-lb. prints	0 21	0 22
1-lb. tierces, 400 lbs.	0 19¼	0 19½

COOKED HAMS EASIER

Toronto.

COOKED HAMS—An easier feeling prevails in the market for cooked meats. This is attributed to the fact that since the weather has become cooler, the demand has somewhat lessened and consequently stocks are fairly heavy. Ordinary round trimmed hams are quoted at 58 cents and square trimmed at 62 cents, a decline of two cents per pound.

Boiled hams, lb.		0 58
Do., square pressed		0 62
HAMS—		
Boiled shoulders, lb.		0 42
Head cheese, 6s, lb.		0 12
Choice jellied ox tongue, lb.		0 66
Jellied pork tongue		0 40
Bologna	0 16	0 18
Macaroni and cheese loaf, lb.		0 23

Above prices subject to daily fluctuations of the market.

ACTIVE DEMAND FOR MARGARINE

Toronto.

MARGARINE—The demand for margarine is steadily improving. One manufacturer stated that a short time ago their output had dropped to about five hundred pounds a week, but during the past two or three weeks, since butter has been rising in price, their sales have increased to three thousand pounds a week. Usually margarine is around ten cents per pound less than butter, but the price at present is around twenty cents less. Under this condition and also the fact that the demand is increasing, a firmer market with higher prices can be expected. The best quality margarine is selling at 20 to 22 cents per pound.

BACON SOME HIGHER

Toronto.

PROVISIONS—This market is firmer with prices all along the line slightly higher, due to the firmer market and higher prices recently paid for hogs. Boneless backs are firm at 46 to 48½ cents per pound. Ordinary breakfast bacon is unchanged but special trimmed shows an advance of two cents, now quoted at 42 to 47 cents. Dry salt meats are up one to one and one half cents per pound while mess pork is advanced $1.00 per barrel making the price $34.00. Short cut backs and pickled rolls are also higher.

Hams—		
Small, 6 to 12 lbs.	0 42	0 42½
Medium, 12 to 20 lbs.	0 42	0 42½
Large, 20 to 35 lbs. ea. lb.	0 29½	0 38½
Heavy, 35 lbs. and upwards		0 28½
Backs—		
Boneless, per lb.	0 46	0 48½
Rolled, per lb.		0 53½
Peameal	0 43	0 43½
Bacon—		
Breakfast, ordinary, per lb.	0 30	0 36
Do., special trim	0 42	0 47
Cottage rolls		0 37
Roll, per lb	0 21½	0 28½
Wiltshire (smoked sides), lb.		0 33
Do., three-quarter cut		0 37
Do., middle		0 39
Dry Salt Meats—		
Long clear bacon, av. 50—		
70 lbs.		0 21½
Do., av. 80-90 lbs.		0 19½
Clear bellies, 15-30 lbs.	0 18	0 20
Fat backs 10-12 lbs.	0 14	0 16

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—		
Mess Pork		34 00
Short cut backs, 200 lbs.		41 00
Picked rolls, bbl., 200 lbs.—		
Lightweight		49 00
Heavy		40 00

Above prices subject to daily fluctuations of the market.

SHORTENING TENDS HIGHER

SHORTENING—The market has a tendency for higher levels. In fact in some quarters quotations have advanced one cent per pound making one pound prints 18 cents. Others however, continue to quote at 17 cents. On the tierce basis, prices range from 14½ to 15 cents per pound.

1-lb. prints	0 17	0 18
Tierces, 40 lbs.	0 14½	0 15

FISH PRICES STEADY

Toronto.

FISH—There is practically no change in this market. There are good supplies arriving and the demand is likewise good for this season of the year.

FRESH SEA AND LAKE FISH

Cod steak, lb.	0 09	0 10
Do., market, lb.		0 09
Halibut, chicken	0 16	0 17
Do., medium	0 22	0 23
Whitefish, Government		0 11½
Do., Georgian Bay	0 17	0 18
Fresh Herring	0 10	0 11
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 16	0 17
Haddock	0 10	0 11
Spring Salmon	0 24	0 25
Mackeral	0 11	0 12
Yellow pickerel, lb.		0 14

FROZEN FISH

Halibut, medium	0 22	0 23
Do., Qualla	0 13	0 14
Flounders	0 09	0 12
Pike round	0 06	0 07
Do., headless and dressed		0 08
Salmon, Cohoe		
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11

SMOKED FISH

Hadies, lb.	0 10	0 12
Fillets, lb.		0 17
Kippers, box	2 25	2 75
Bloaters		2 00

PICKLED FISH

Salmon Snacks, lb.		0 24
Labrador Herrings, kegs, 100 lbs.		0 25
Do., bbls., 200 lbs.		11 75
Do. pails, 20 lbs.		2 00
Holland Herrings, Milchers		1 15

LIVE HOGS HIGHER

Toronto.

FRESH MEATS—Notwithstanding the fact that receipts of hogs during the week were heavy, prices advanced 75 cents per hundred. On the basis of weighed off cars, live hogs are quoted at $14.50 to $14.75 per hundred and there are indications that the market will remain firm. Fresh pork cuts are advanced one cent per pound. Live calves and lambs are easier but there is no change in dressed. Dressed beef is also unchanged.

Hogs—		
Do., heavy, per cwt.	18 00	20 00
Live, off cars, per cwt.	13 75	14 00
Live, fed and watered, cwt.	14 25	14 50
Live, f.o.b., per cwt	13 50	13 75
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 36
Loins of pork, lb.		0 36
Fresh hams, lb.		0 38
Tenderloins, lb.		0 48
Spare ribs, lb.	0 10	0 12
Picnics, lb.		0 21
Montreal shoulders, lb.		0 22½
Boston butts, lb.		0 26
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 17	0 20
Front quarters, lb.	0 05	0 08
Ribs, lb.	0 18	0 26
chucks, lb.	0 06	0 06
Loins, whole, lb.	0 25	0 30
Hips, lb.	0 15	0 17

Cow beef quotations about 2c per pound below above quotations.

POULTRY UNCHANGED

POULTRY—There are no changes in quotations on poultry as compared with last week. The market is steady under a fairly active demand.

Prices Paid by Dealers

	Live.	Dressed.
Turkeys	0 30	0 40
Chickens, spring	0 30	0 35
Roosters	0 16	0 20
Fowl over 5 lbs.	0 23	0 28
Fowl, 4 to 5 lbs.	0 20	0 20
Fowl, under 4 lbs.	0 18	0 18
Ducklings	0 24	0 35
Guinea hens, pair	1 25	1 50
Prices quoted to retail trade: Dressed:		
Turkeys	0 55	0 60
Hens, heavy	0 30	0 32
Do., light	0 28	0 30
Chickens, springs	0 45	0 50
Ducklings		0 40

WINNIPEG MARKETS

WINNIPEG, August 17—Butter prices are unchanged, but the market is firm. Cheese is quoted at higher prices and egg receipts are light with no change in quotations. Cooked meats as well as smoked meats are in good demand. An upward tendency is noted on lard. The hog market remains steady. Fish is in good demand at this season of the year.

Butter Prices Steady

Winnipeg.

BUTTER—Steady prices are quoted on butter this week. Creamery best quality is in good demand at 44 cents. Indications point to higher prices.

BUTTER—

Creamery, best table grade		0 44
Dairy, best table grade		
Margarine	0 21	0 25

CHEESE PRICES ADVANCE

Winnipeg.

Cheese—The tendency of the cheese market is toward higher levels. Dealers are quoting prices higher this week. Ontario new cheese being offered at 27 cents per pound.

CHEESE—

Stilton cheese, large, lb.	0 30
Ont., large, lb.	0 27
Ont, twins, lb.	0 27½
Ont., triplets, lb.	0 28

EGG RECEIPTS HIGH

Winnipeg.

Eggs—There is evidence of a firmer undertone to the egg market, prices are unchanged. Receipts are much smaller and in many cases eggs are being shipped from storage to meet the heavy demand. New laids in cartons are quoted at 46c per dozen with No. 1 candled at 37.

COOKED MEATS UNCHANGED

Winnipeg.

Cooked Meats—There is no change in quotations on cooked meats. Prices are firm with a good demand for all lines. Hams are scarce.

Best quality, skinned, 8-14 lbs.	0 63
Do., 13-16 lbs.	0 61
Roast ham, lb.	0 64
Roast shoulders, lb.	0 64
Head Cheese, 6-lb. tins, lb.	0 16
Jellied Ox Tongues, lb.	0 66
Pork tongues, lb.	0 40
Luncheon cooked meats, lb.	0 21

Winnipeg.

Provisions—Steady prices are quoted on smoked meats this week. The tendency however is toward higher levels, on account of the firmness shown the hog market. Best quality ham has advanced one cent per pound, while bacon remains unchanged.

Hams—

8 to 16 lbs., per lb.	0 48
16 to 20 lbs., pe rlb.	0 47
Boneless, 8-16 lbs., per lb.	0 52
Skinned, 14-18 lbs., per lb.	0 51
Skinned, 18-22 lbs., per lb.	0 50

Bacon—

Back, 6 to 10 lbs., lb	0 54
Cottage Rolls, ooneless	0 31
Bellies, 6 to 10 lbs, per lb.	0 40

POULTRY QUIET

Winnipeg.

Poultry—There is no change in the poultry market. The demand is light with very few arriving.

D. P. Chickens, 3½ lb. and under	0 49
Do., 3½ lbs. and over	0 49
D. P. fowl, 3½ lbs. and under	0 33
Do., 3½ lbs. and over	0 34

LARD PRICES HIGHER

Winnipeg.

Lard—An advance of one half cent per pound is reported on lard. No. 1 quality in tierces of 400 pounds is quoted at 18½ cents. The market is showing stronger tendencies. There is no change in quotations on shortening.

Pure lards, No. 1 quality, per lb. (in tierces, 400 lbs.)	0 18½
Do., wooden pails, 20-lb. pails	4 10
Shortening (wooden pails, 20-lb. pails), per pail	3 40
Shortening, tierces of 400 lbs.	0 15

HOG MARKET STEADY

Winnipeg.

Fresh Meats—The hog market is steady and selected live hogs are quoted at $14.25. Receipts are light. Butcher heifers are fairly plentiful and the best grade is selling from $5.25 to $5.50 while the remainder of fair to good kind are quoted from $4.00 to $5.00. The sheep and lamb market is showing a weaker tone. Only a few lambs are being offered and best grade is quoted at $9.00 the majority being offered at $5.75 to $6.00.

Selected, live, cwt.		14 25
Heavier	11 25	13 25
Light	14 00	14 50
Sows	8 25	10 25

Fresh Pork—

Legs of pork, up to 35 lbs., lb	0 28	0 36
Spare ribs		0 15
Loins of pork, lb.	0 29	0 32
Fresh hams, lb.	0 30	0 38
Picnics, lb.		0 18
Shoulders	0 19	0 22

Fresh beef—from steers and heifers—

Hind quarters, lb.	0 12	0 19
Front quarters, lb.	0 06½	0 08
Whole carcass, good grade, lb..	0 08	0 13½

Mutton—

Choice, lb.	0 22
Choice long hinds (leg and loin)	0 31
Choice Stews	0 07½

Lambs—

Choice, 30-45 lbs.	0 26

Veal'

Good veal, 40 to 80 lbs., hind quarters	0 29

FRESH TROUT SCARCE

Winnipeg.

Fish—Fish dealers report a fair enquiry for fresh fish at this season of the year. The demand for salmon and halibut is active with fresh lake trout reported scarce.

Black cod, lb.	
Brills, lb.	0 09
Herrings, Lake Superior, 100 lbs., sacks, new stock	3 50
Halihut, chicken, cases 300 lbs	0 15½
Do., broken cases	0 16½

Salmon—

Cohoe full boxes, 300 lbs.	0 19
Do., in broken cases	0 20
Soles	0 09
Baby Whites or Tulibees	0 09
Do., broken cases	0 14½

SMOKED FISH

Bloaters, Eastern National, case	3 50
Do., Western, 20-lb. boxes, box	2 10
Haddies, 30-lb. cases, lb.	0 14
Do., in 15-lb. cases, lb.	0 14
Kippers, East., Nat., 20 count, per count	3 75
Fillets, 15-lb. boxes, lb.	0 20

SALT FISH

Steak Cod, 2s, Seelys, lb.	
Holland Herring, milkers, 9-lb. pails, per pail	1 35
Do., mixed, 9 lb. pails, per pail	1 25
Labrador herrings, 100-lb. bbls., per barrel	7 00

Cassina Plant Makes a Drink Like Coffee

Washington, Aug. 16.—Applying scientific methods of tea manufacture to the curing of a wild weed of the South Atlantic states and devising a system of preparing the delicious beverage for human consumption, George F. Mitchell, tea specialist of the U. S. department of agriculture, has rendered available a new, stimulating native and national drink which, potentially, promises to be the cheapest beverage used in our dietary. Mr. Mitchell is not the discoverer of the new drink—the primitive Indians and early settlers in the Carolinas, Georgia and Florida ascertained the stimulating properties of the native cassina plant, a most prolific and profusely growing weed which occurs on even the poorest soils of the section under discussion—but he has accurately appraised its commercial possibilities, and after intensive effort he has devised ways and means of curing the cassina leaves and converting them into a mild and soothing beverage.

The cassina plants are very abundant in sections of Texas, Alabama, Mississippi, Georgia, Florida, the Carolinas and Virginia, attaining a height of from 15 to 20 feet. Cassina plants are frequently used for hedgeing purposes, under which conditions they often grow 18 to 20 feet wide and several miles long.

All the leaves of the bushes can be used for making the new drink. This is an outstanding feature which adapts the cassina plant for beverage manufacture, inasmuch as the cutting and curing of the leaves are simplified and not expensive hand-labor operations as in the case of the tea leaf harvest. About two decades ago Uncle Sam acclimated and adapted many varieties of tea to cultural conditions in South Carolina, but his representatives were unable to produce the tea satisfactorily on a commecial scale due to the fact that the choice, tender leaves and buds of the tea plants have to be cut by hand, making the cost of harvest labor excessive.

This impediment to the development of a commercial industry will not handicap the cassina beverage project because mechanical harvesters can be used to expedite cutting.

At present large amounts of wild cassina are available as waste weeds on abandoned land which could be profitably harvested and cured for beverage purposes. Mr. Mitchell purposes to continue his investigations and to attempt to breed and cross-breed varieties of the wild cassina which are richest in caffeine so that ultimately he can specialize in the production of these superior strains under painstaking conditions of proper cultivation and care. He makes the drink exactly like coffee by either boiling for three minutes or percolating for five minutes.

CANADIAN CHILLED BEEF ARRIVES IN ENGLAND

Montreal, Aug. 16.— The two shipments of Canadian chilled beef which were recently despatched to England by a packing company in Toronto on vessels of the White Star Dominion Line with the idea of testing the British market, are now reported from the other side to have met with a splendid reception, the meat being found to be in excellent condition and of first-class quality. English trade journals, commenting on the arrival, hold out very encouraging hopes for the future of the industry.

Visit Us at the Toronto Exhibition—

Retail Merchants Day August 31st.

A special day has been arranged this year at the Toronto National Exhibition for the Retail Merchants, upon which occasion we invite every merchant in Ontario to come and see our two displays. One in the Manufacturers' Building and the other in the Dairy Building.

Come along and see our fine show of fresh Beef and Lambs also these other lines of Davies Quality products:—

Cooked & Jellied Meats
Smoked Hams & Bacon
Peerless Pickles
Davies Canned Foods

And those many other delicious products which represent many of our attractive lines. You'll find these displays most pleasing and you will have the opportunity of seeing a number of lines you probably would like to handle.

Write us for a complete list of our products.

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO

Montreal Sydney Hamilton

Send for our prices.

Special care given mail orders.

Brunswick Brand Sea Foods

Exceptionally Popular Summer Sellers

Recommend **Brunswick Brand "ready to serve" Canned Sea Foods to** your customers for preparing dainty and appetizing warm weather lunches that require no cooking. For campers, picnickers, etc. they are ideal. Suggest and display them well during these remaining summer days. Their high-standard quality, reasonable price and excellent flavor will bring good returns.

¼ Oil Sardines
Finnan Haddies
Kippered Herring
Clams
¼ Mustard Sardines
(Oval and round tins)
Herring in Tomato Sauce

Connors Bros., Limited

BLACK'S HARBOR, N. B.

Winnipeg Representatives:

Chas. Duncan & Son, Winnipeg, Man.

The Trend of Business

AN important factor in commercial success is the study of world conditions and consideration of their effect on the markets of the future.

OUR Monthly Commercial Letters, which we shall send you regularly on request, contain analyses of agricultural and trade developments which will assist you in reaching sound conclusions.

The CANADIAN BANK of COMMERCE

Capital Paid Up $15,000,000 **Reserve Fund $15,000,000**

Head Office: TORONTO

"Dominion Brand"

TOMATO SOUP

The New Soup with the New Label
All Canadian Made

A rich, thick, savoury soup packed full of goodness and appetising flavor; flavor that makes friends for life after one trial.

Stock It!
Display It!
Sell It!

DOMINION CANNERS LIMITED HAMILTON, CANADA

Wholesalers!
Place Fall
Orders Now.

"EASIFIRST"

Gunns LIMITED
WEST TORONTO

EVERY TIME you hand a package over the counter you make:—

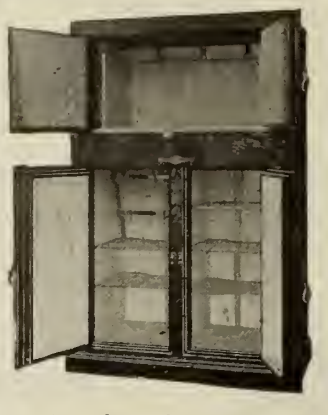
A FIRM FRIEND and
A GOOD PROFIT

"The more they have
The more they want"

Order Now

ARCTIC
REFRIGERATORS

For Grocers



Perfect ventilation and a constant circulation of dry, cool air are the features of Arctic construction. Our special Refrigerator for Grocers is scientifically correct in design to ensure perfect cooling of food products with the smallest consumption of ice. Arctic Refrigerators have been built by us for more than fifty years and the Arctic you buy today has been developed to the highest efficiency through our long experience in studying the requirements of our customers.

Catalogue sent upon request.

John Hillock & Co., Limited
Offices, Showrooms and Factory
154 George St., Toronto

Agencies:—A. Tilley, 54 McGill College Ave., Montreal; George Cameron, Sparks Street, Ottawa; J. McMillan 200 Main St., Winnipeg; Western Butchers' Supply Company, Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B. C

.BACON.

Good Bacon is the result of good selection of the well fed pig in the first place and good curing in the second.

You have both in

"Star" Brand English Bacon

Put up by

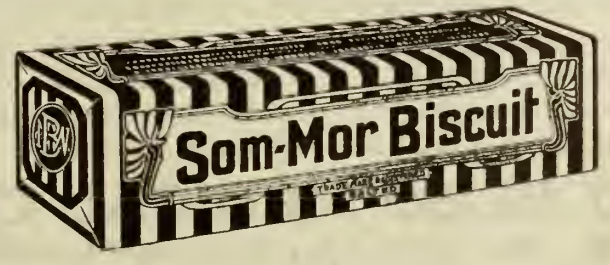
F. W. Fearman Co.
HAMILTON

ASK YOUR WHOLESALER FOR PRICE ON

KING OSCAR SARDINES

TO ARRIVE

Push Som-Mor Biscuit and Pull Some More Profits



The Biscuit in the Striped Package is an attractive, conveniently packed, fast selling line that sells faster after each new customer has been induced to try it. A little push will greatly increase your volume of Som-Mor sales, and increase your profit in greater proportion, through ease of handling, and rapid turn-over.

Sell them Som-Mor and they'll want Som-Mor.

North-West Biscuit Company, Limited,
EDMONTON, ALTA.

WINNIPEG MOOSE JAW REGINA SASKATOON CALGARY NELSON VANCOUVER VICTORIA

MASTER MASON
PLUG SMOKING
"It's good Tobacco"
MASTER
MASTER MASON
MASON
THE man who smokes the big plug has reasons aplenty, aside from the real pipe enjoyment he gets from Master Mason. There is no waste: there's no loss of flavor: and there's the satisfying economy. For the big Master Mason plug is high quality tobacco at the rock bottom price.
The Big Plug 20¢

This Advertisement

is one of a series now running in the Canadian newspapers. The ads actually appearing are, of course, over **four times** the size of this one. They are making scores of new friends for MASTER MASON and sending them to the store where MASTER MASON is sold. They'll go to you if you sell Master Mason. And it will **pay** you to sell Master Mason because it gives you a bigger margin of profit than any other tobacco.

ROCK CITY TOBACCO CO.

QUEBEC -:- CANADA

MASTER MASON

PLUG SMOKING

BLISS NATIVE HERBS **BLISS NATIVE OIL** **BLISS NATIVE BALSAM**

For each $ 8.42 ordered through your Jobber we send you direct without charge:

Half Dozen Bliss Native Oil or Bliss Native Balsam, large size or
One Dozen Bliss Native Oil or Bliss Native Balsam, small size or
One-Fourth of a Dozen Bliss Nat. Oil or Bliss Nat. Balsam, large size and
Half Dozen Bliss Native Oil or Bliss Native Balsam, small size.

ALONZO O. BLISS MEDICAL COMPANY

124 St. Paul Street East, Montreal, Quebec

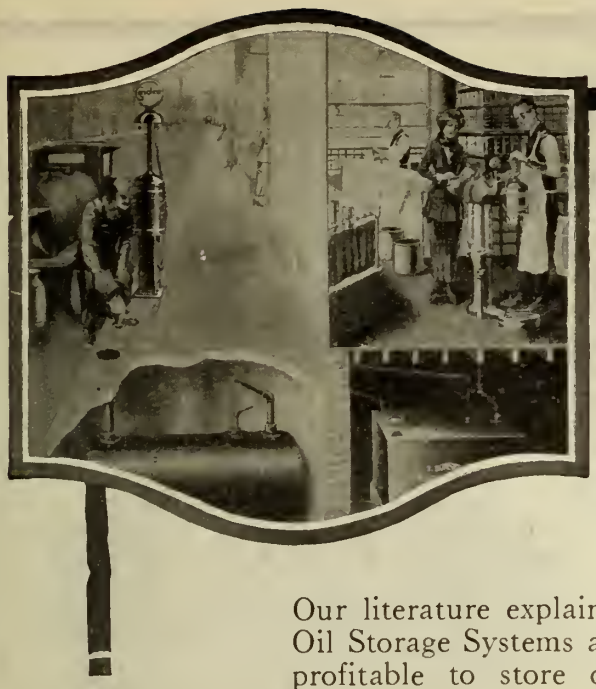
Send For Your Copy To-day

Because of an unusually well balanced and complete editorial service, The Financial Post of Canada is carefully read by Canada's foremost business executives—financial directors—salesmanagers and investors. It contains business and financial information valuable to any forward-looking business men.

One evening spent with it in the quiet of your own home will answer all your questions about The Financial Post.

The Financial Post

143 University Avenue, Toronto



Make Your Street Pay

Can you see the possibilities for profitable business in the automobiles passing your store?

Put in a BOWSER

Gasoline Pump

BY INVITATION MEMBER OF

Our literature explains how and why Bowser Gasoline and Oil Storage Systems are popular with automobile drivers and profitable to store owners. It will be sent to anyone interested.

S. F. BOWSER Company, Limited

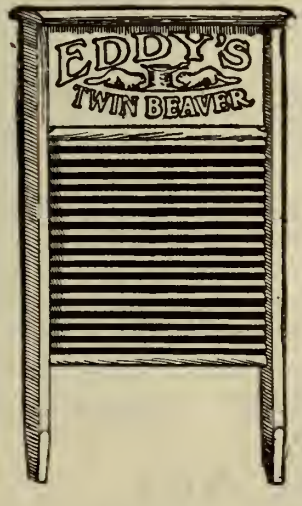
66 to 68 Fraser Ave.

Representatives Everywhere

Toronto, Ontario, Can.

Sales Offices in all Centres

Maintaining A Reputation



Every Eddy Product you stock carries with it the responsibility of maintaining a reputation for superiority sustained continually since 1851.

Better Quality and Better Value are assured by the name Eddy. Eddy Advertising keeps the public "sold" on the merits of Eddy's Matches, Indurated Fibreware, Paper Specialties, etc.

Let your customers know you handle Eddy products.

Made in Canada, by Canadians, for Canadians

THE

E. B. Eddy Co.

Limited

HULL CANADA

KLIM
PURE SEPARATED MILK IN POWDER FORM FOR ALL USES WHERE SUCH MILK IS NEEDED
ONE POUND NET
CANADIAN MILK PRODUCTS LIMITED
TORONTO MONTREAL

There is nothing like KLIM—no source of milk supply that is fresh, sweet and pure under all conditions. Pure pasteurized skimmed milk, powdered by our exclusive "spray" process, in our own plants, which are located in the heart of Canada's finest dairy farms.

Hot Weather has made thousands of new users

Thousands of homes throughout Canada now know the convenience and quality of KLIM. During the hot weather, they have learned that they can have a week's—or a month's supply of milk ahead—that they can be sure of pure milk, always fresh and sweet whenever they need it.

They have learned, too, that KLIM can be used for almost every purpose ordinary milk is used in the homes as a drink, for table use or for cooking.

And they know that for picnics, camping, summer homes, etc., KLIM is ideal.

Get the extra profits KLIM sales mean. Your customers are paying out four or five dollars a month to the milkman. You can have that profit by featuring KLIM in your windows, on your counter and shelves—and by suggesting it to your customers.

Order from your jobber.

Canadian Milk Products Ltd. - Toronto

St. John Montreal Winnipeg.

B.C. Distributors: Kirkland & Rose, Vancouver.

Is It a Good Man You Want?

Wishing and wanting won't get him for you. Advertising probably will. You ask what paper to use? Well, you can waste a lot of good money using wrong papers. The best one to use is CANADIAN GROCER.

This newspaper is probably read by the man you will engage. At any rate, if you want a man trained, the chances are that he sees and reads CANADIAN GROCER. If your advertisement tastes good to him, the chances are he'll answer it. Then it's up to you to land him.

But look for him where he's likely to be—behind some counter or desk in a retail or wholesale grocery house.

You never can tell what's in the mind of men to make them willing to change. Perhaps it's money; perhaps a cranky boss; perhaps climate; perhaps a girl. But it will be something or other.

Sometimes the first insertion of an advertisement finds the man. Sometimes you will have to keep on advertising.

Our part is not to guarantee you answers, or to promise any. We have no control over such things. But we can put your advertisement—and do—into about 6,500 grocery stores, wholesale and retail, all over Canada. This is our part. And surely 6,500 is enough.

Rate is 3 cents a word first insertion and 2 cents per word each subsequent insertion. Numbers count as words. Use a Box Number if you prefer. Five cents per insertion extra for Box Number. Make advertisements brief as a telegram.

Payable Strictly in Advance

Address to:

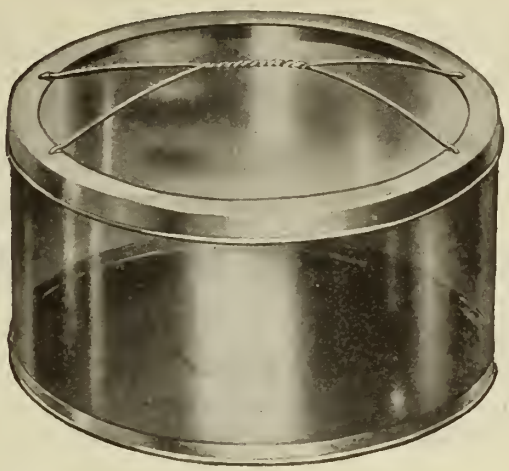
CANADIAN GROCER Want Ads.

153 University Ave. Toronto, Ontario

FIBRE-GLASS DISPLAY COVERS

Prevent Evaporation--Speed up Sales

These ideal display covers protect your bulk goods from dust, prevent deterioration and evaporation and afford such ideal display that they invariably speed up sales.



Fibre Glass Display Covers are light, durable, will not crack, are easy to clean and are cheaper than glass. They are made in a great variety of styles and sizes.

Write for particulars and price list.

Sole Distributors for Ontario

Eby-Blain, Limited

Wholesale Grocers, TORONTO

FIBRE-GLASS FOOD COVER CO., INC.
CHICAGO, ILL.

So Much More Thickly Filled

The housewife notes at a glance the extra heavy filling of "Keystone" Brushes and the superior quality of bristles and fibre employed. She wants a good, serviceable brush—so she buys a "Keystone."

FAR FINER FINISH

Nor does you customer overlook the fine finish given the backs of even the cheapest brushes. No argument is ever required to sell

"KEYSTONE" HOUSEHOLD BRUSHES

This splendid Brand has been the means of helping many Canadian dealers to build up a permanent Household Brush business.

Send for a small supply today and compare them with the brands you are now handling.

KEYSTONE BRAND

Stevens-Hepner Company Limited

Port Elgin, Ontario.

Your Customers need

ERUSTO

The rust and Iodine Stain Remover, and Straw Hat Cleaner.

Their needs make your profits. Keep it in Stock. ERUSTO removes rust and Iodine Stains instantly from the finest Silks, linens and colored goods, it cleans old straw hats like new.

National Specialty Co.
95 Canning Street, Montreal

Sole Agents for Dominion of Canada

Brysen Import Agency Co., Limited

25-29 Latour Street, Montreal

Old English Xmas Pudding (Basins and Tin Moulds)

MINCEMEAT LEMON CURD

PIES (Genuine Melton Mowbray)

PRICE LISTS AND FURTHER PARTICULARS:-

Tebbutt & Co.

"Established upwards of a century"

London Offices:
45 Chancery Lane, London, W.C.2.
ALSO-
A. C. CHAPMAN, 93 Durocher St., Montreal

The Works, Melton Mowbray, England.

The "Easy' way to sell SAL SODA

Arm and Hammer Brand Sal Soda in handy 2½ lb. cartons saves you time and money formerly lost in weighing and wrapping the bulk article. Bulk Sal Soda deteriorates while Arm & Hammer Brand Sal Soda in handy cartons insures the arrival of this super-strength soda at your customer's home in perfect "full strength" condition.

Ask your wholesaler to supply you.

Church & Dwight, Ltd.

MONTREAL

A Good Idea

—would be the purchasing of a small stock of Marsh's Grape Juice — but the profits will repay you doubly.

This delicious Grape Juice is of a high standard quality — pressed from sound Concord grapes.

The Marsh Grape Juice Company

Niagara Falls, Ont.

Agents for Ontario, Quebec and Maritime Provinces:

The MacLaren Wright, Ltd.

Toronto and Montreal

Agents for British Columbia

F.G. Evans Co., Ltd.

Toronto and Montreal

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Summer and Fall Trade

REPRESENTATIVES: W. L. Mackenzie & Co., Limited Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can. J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

BUYERS' MARKET GUIDE
Latest Editorial Market News

Stoneware Jars
Flower Pots
Tea Pots
Glassware

Please ask for copy of latest catalogue

The TORONTO POTTERY CO, Limited
Toronto

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

BARRELS
From 5 to 50 Gallons. For Liquid Containers
PROMPT SHIPMENTS
CANADA BARRELS & KEGS, Limited
WATERLOO, ONT.

Your Wants
are many here below. Use the Want Ad. page and get rid of a few of them.

EUROPE BUYING CALIFORNIA FRUITS

California fruit interests are well satisfied with present market conditions according to reports received from many sources on the Coast. Green shipments to the East by rail have doubled this year over the corresponding period of 1920. During the past thirty days there has been a great increase in shipments through the Panama Canal direct to European ports. On August 15 reduced rail rates become effective, and this is expected to add to the activity.

The following estimates of fruit production for California are given by authoritative sources: Apples, about 4,802,400 bushels; peaches, 244,950 tons; pears, 63,000 tons; prunes, 62,450 tons; apricots, 51,750 tons; cherries, 9,900 tons; plums, 21,700 tons.

GASOLINE MANTLES
FOR THE FINEST—BUY AN R.M.
ASK FOR SAMPLES & PRICES
RECOGNIZED AS THE STANDARD MAKE
R.M. BAG
JUNIOR R-M-BAG
FOR LIGHTING SYSTEMS
FOR HANGING LAMPS AND LANTERNS.
R.M. Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

BARRELS
For all purposes. The best pack age for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

TANGLEFOOT PRODUCTS
STICKY FLY PAPER, STICKY FLY RIBBON, TREE TANGLEFOOT, ROACH-ANT POWDER.
THE O&W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

MAKE BUSINESS BETTER
By Boosting Your Business

These one-inch spaces only $2.20 per insertion if used each issue in the year.

The Canadian Peach Crop

is now beginning to move.

Good Yellow St. Johns are now coming. As usual we will be large factors handling some of the largest accounts. The season is fully ten days earlier than usual.

BANANAS—We have special facilities for ripening and shipping, and handle only the choicest fruit.

Full supplies of California Pears, Peaches, Plums, etc.

White & Co. Ltd.

Wholesale Fruits

Toronto

Grocers who use

Eggs

the N. B. Pulp

Egg Carrier

Save

Money, Time and Eggs

Order from your wholesale grocer or from

Walter Woods, Limited

Hamilton Winnipeg

INDEX TO ADVERTISERS

A

Albert Soaps Ltd..... 14
Annapolis Valley Cyder Co., Limited 1
Anchor Cap & Closure Corporation 29

B

Bain & Co., Donald H... 10
Bickle & Greening, John W. & Co. 55
Bliss Medical Co. A. 56
Bowser & Co. Ltd., S. F...57

Canada Barrels & Keg Ltd. 61
Canadian Bank of Commerce 53
Can. Milk Products 58
Canadian Packing Co. .. 36
Can. Postum Cereal Co.. 63
Canadian National Exhibition 15
Channell Limited, Inside Front Cover
Church & Dwight Co. .. 60
The City Dray Co. 6
Codville Co. 12
Clark Limited, W. 3
Clark D. W. 13
Connors Bros. Ltd. 52
Cowan Co. Ltd. 32

D

Davies & Co., Wm. Ltd.. 51
Dayton Scale ...Back Cover
Dobree & Sons 6
Dom. Canners Ltd. 53
Dominion Slicer Corp. ... 5
Duncan & Sons, C. 8, 12

E

Eby-Blain Ltd. 28, 59
Eddy, E. B. Co. Ltd..... 57
Escott Co. Ltd., W. H. .. 10
Estabrooks Co., Ltd.,T.H. 15
Eureka Refrigerator Co. Ltd. 5

F. W. Fearman Co. 54
Frost Moorman & Co. .. 13

G

Gosse-Millerd Packing Co. ..... Front Cover
Gunns Limited 35, 54

H

Hamblin-Brereton 13
Hayhoe R. B. & Co. 15
Hillock, J. & Co. 54
Hanson Co. Ltd., J. H... 14
Harry Horne & Co. 30
Holbrooks Ltd. 31
Hull Oil Mfg. Co..... 14

I

Imperial Grain & Milling Co. 5

L

Laing & Waters 13
Lambe W. G. A. & Co... 13
Langley Harris & Co. Ltd.13
W. Lloyd Lock Co. 12
Lytle & Co. T. A. 32

M

McLauchlan, J. K. 13
McLay, Brokerage Co... 12
Macdonald Reg., W. C. .. 4
Mackenzie, W. L. 12
Mickle, Geo. T. 13
C. A. Mann & Co..... 13
Magor, Son & Co..... 16
Marsh Grape Juice Co... 60
Marshall, W. A. 12
Maple Tree Producers Association, Ltd. 60
Mason & Hickey 9
Moore, R. M. & Co. 61

N

National Cash Register .....Inside Back Cover
National Specialty Co... 59
Northwest Biscuit Co.... 55

O

Oakey & Sons Ltd., Jno.. 12
O'Donnell & Co., John J.. 13

P

Patrick & Co. W. G. . 13, 34
Pennock & Co. H. P. ... 11

R

Red Rose Tea 15
Rock City Tobacco Co... 56
Ross Can Co. 61

S

Salada Tea Co. Ltd. ..16, 27
Scott-Bathgate Co. Ltd.. 7
So-Clean Ltd. 61
Soper, E. N. & W. E. ... 13
St. Arnaud Fils Cie. ... 14
Standard Computing Scale Co. 30
Stevens-Hepner Co..... 59
Stickney & Poor Spice C. 5
Stroyan-Dunwoody Co... 12

T

Telfer Biscuit Co..... 32
Tebbitt & Co..... 60
G. B. Thompson Co..... 12
Thum Co. (Tanglefoot) O. & W. 61
Tippet & Co. Ltd..... 14
Toronto Laundry Machine Co. 33
Toronto Pottery Co. Ltd.. 61
Toronto Salt Works..... 61
Trent Mfg. Co. 61

W

Wallace FisheriesLtd.... 11
Watson & Truesdale..... 8
White & Co. 62
White, Cottell's 61
Woods & Co., Walter... 62
Williams Storage Co..... 11
Wiley, Frank H..... 12

Dust tells the Story -- It settles on goods that don't settle with you

As you read this message, look over your stock and see where dust finds a permanent home.

Not a pleasant thought, yet it brings forcibly to mind the *reason* for the quick and profitable turnover of Postum, Grape-Nuts and Post Toasties.

There is a reason. It's the Postum Persistent Publicity Policy. Not a whimsical stab at filling the grocer's eye with a spasmodic advertising campaign.

But a year 'round schedule of Postum, Grape-Nuts and Post Toasties messages direct to the consumer in every legitimate advertising channel.

This eliminates all risk on the part of the grocer, guarantees the sale, and on the basis of a wholesome profit on every package.

CANADIAN POSTUM CEREAL CO., Ltd.

WINDSOR, ONTARIO, CANADA

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

YOUNG MAN, 28, THOROUGHLY EXPERienced and efficient; a hustler and one who knows what to do and how to do it, wants position in grocery or general store. Highly recommended. Apply Box 72, Canadian Grocer, University Ave., Toronto.

YOUNG MAN (28) SINGLE WITH FOUR years banking and eight years grocery store experience, capable of taking full charge, desires change about Sept. 15. Could invest small amount. Future prospects considered before high wages. Box 70, Canadian Grocer, 153 University Ave., Toronto, Ontario.

FOR SALE

FOR SALE—GENERAL STORE IN NORTHern Saskatchewan village, good district, good crops and good business, purchaser must have $10,000. Box 74, Canadian Grocer, 153 University Ave., Toronto, Ont.

READER'S NOTICE

Regarding

CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this give your old address as well as the new one.

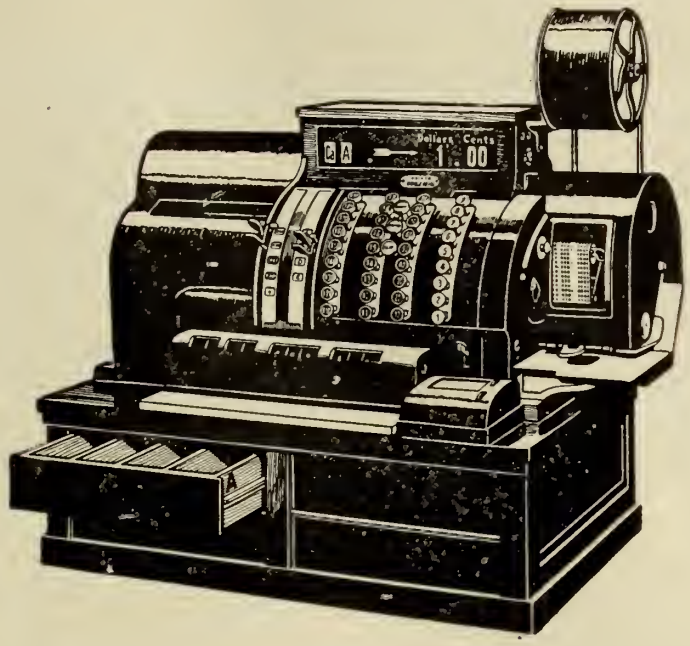
Gives You Reliable Information

In six years the *Audit Bureau of Circulations* has solved the perplexing problem of circulation statements. By a systematic analysis of distribution and methods, this organization is able to supply just the data an advertiser needs. The darkness is dispelled and the bright light of verified facts takes its place. Space buyers no longer find it necessary to grope in the dark.

There are no dark spots in CANADIAN GROCER'S circulation. Our records are audited by the Audit Bureau of Circulations. Copy on request.

All MacLean Publishing Co.'s papers (sixteen) have the A.B.C. audit.

Merchants need National Cash Registers now more than ever before



(1) They stop mistakes.
(2) They stop losses.
(3) They decrease expenses.
(4) They improve trade.
(5) They increase profits.

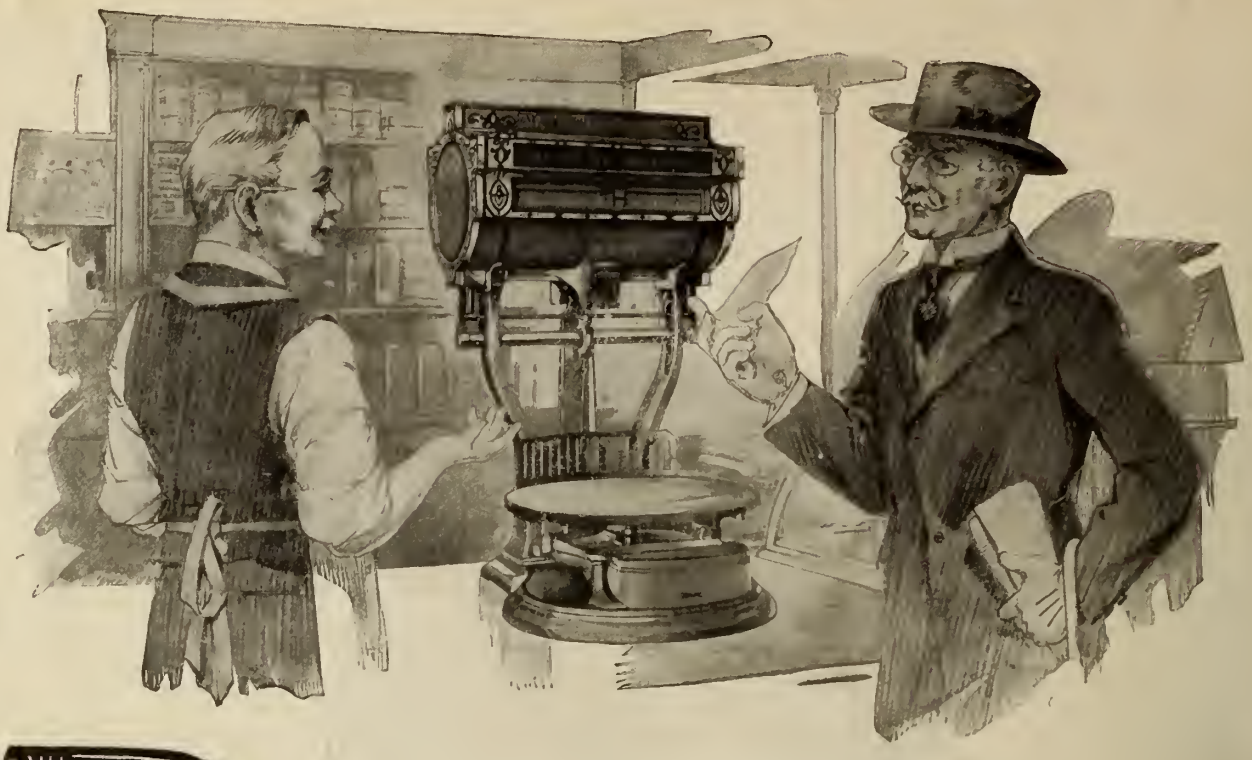
We make cash registers for every line of business.

Price $110 and up.

Easy payments. Liberal allowances for old registers.
Old registers bought, sold, repaired, and exchanged.

We make cash registers for every line of business

NATIONAL
CASH REGISTER CO.
OF CANADA LIMITED



DAYTON

The Banker's Tests

"If I want to know how much money I can lend safely to a storekeeper," says a wise banker, "I apply five tests. I look at his window, his mechanical equipment and fixtures, his stock, his delivery and his advertising."

No equipment in your store inspires greater confidence than Dayton Equipment. The appearance of a Dayton on your counter is far-reaching in effect. It ensures absolute accuracy in weights and price computations, of course. But aside from this —every visitor to your store is favorably impressed with the evidence of progressiveness. Daytons are handsome as well as durable, and add substantially to the smart appearance of your store, appealing especially to the feminine sense of neatness and order. In the minds of your clerks, who know them, they are a symbol of speed and efficiency.

Under the banker's searchlight, the Dayton will loom up as one of the outstanding assets of your store. It stands for sound and healthy business. It stops profit leaks through faulty weights; it speeds up service and fosters confidence between merchant and customer.

INTERNATIONAL
BUSINESS MACHINES CO., LIMITED

FRANK E. MUTTON—Vice-President and General Manager.

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St John's, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV. PUBLICATION OFFICE: TORONTO, ONT., AUGUST 26, 1921 No. 34

Sixteen Tasty Varieties— Each One a Real Treat!

They're different—that's why they're so popular

SCHNEIDER'S COUNTRY PORK SAUSAGES

Made From Pure Pork Meat Only

The unusually fine flavor of Schneider's Sausages has made them remarkably fast sellers wherever they have been introduced. Each one of the sixteen tempting varieties is a real achievement in the art of sausage making. They'll make friends for you as well as customers.

Order a trial supply along with Schneider's popular cold luncheon delicacies—the big summer sellers. These lines include Square Pressed Boiled Hams, Jellied Pork Tongues, Bolognas, Ham Sausage, Jellied Corn Beef, etc. Your orders will receive prompt and careful attention.

J. M. SCHNEIDER & SONS Ltd.

KITCHENER, ONTARIO

We specialize in Mail Order business Write for Our Price List

A Trial Convinces

and your customer comes back for more

Our Advertising is daily inducing more women to try O-Cedar products. The quality of these goods is constantly making repeat sales to those who once give them a chance to reveal their advantages as economizers of time and labor in the home

CHANNELL LIMITED - TORONTO

O-Cedar Polish

IN BOTTLES	IN TINS	O-CEDAR POLISH MOP
30c and 60c	$1.50, $2.50 and $3.50	Large Size $2.00—Small Size $1.25

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK

This Poster as displayed throughout Canada, is 10' high by 25' long.

MAKE BORDEN'S POSTER ADVERTISING YOUR POSTER ADVERTISING

The above Borden "St. Charles" Poster impressive in size, and rich in color is unquestionably one of the most pleasing and efficient advertisements that has appeared in years.

It emphasises the Colored-to-Life image of the **St. Charles** tin and label, just as it is seen in your store. It temptingly suggests some of its uses, and graphically illustrates that it conveniently **fills every milk need.**

But, it goes further in depicting the real pasture fields upon which the cows are fed, and suggests the class of farms from which **St. Charles milk** is collected.

These posters will show at intervals during the year from one end of Canada to the other, they will meet your Customers, and the other fellows' Customers here, there, and everywhere many times a day.

Aside from the direct profits you derive and the prestige that goes to the store that pushes popular and fully recognized brands, you can make an added profit on Borden's by keeping ST. CHARLES packages and store displays conspicuous in your windows, on your counters and shelves, while Borden's poster advertising is current in your town.

Advertising is the motive power of business. You may not be able to employ the big impressive Posters that are possible with the manufacturer doing nation wide business, but you can make the big manufacturer's Posters your own Posters by closely identifying your store with them.

MONTREAL **The Borden Co. Limited** VANCOUVER

CLARK'S

TOMATO KETCHUP

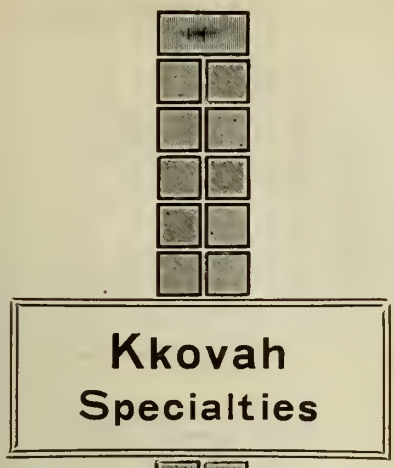
This is the time Mr. Grocer, to **BUY** and **SELL** CLARK'S Tomato Ketchup.

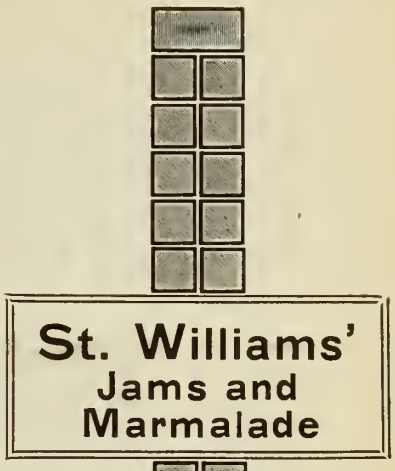
The **TIME TO BUY** because CLARK'S is positively the best on the market.

The **TIME TO SELL** because the demand is on and steadily growing, aided by the extensive CLARK advertising.

Link up with the advertising. Replenish your stocks,–and persuade your customers to try one bottle. Then watch them come back for more.

W. CLARK, LIMITED. MONTREAL





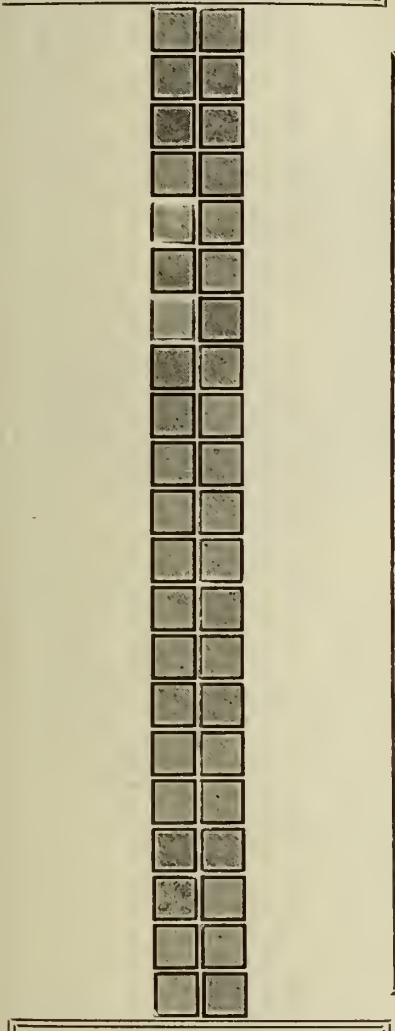
Langley-Harris

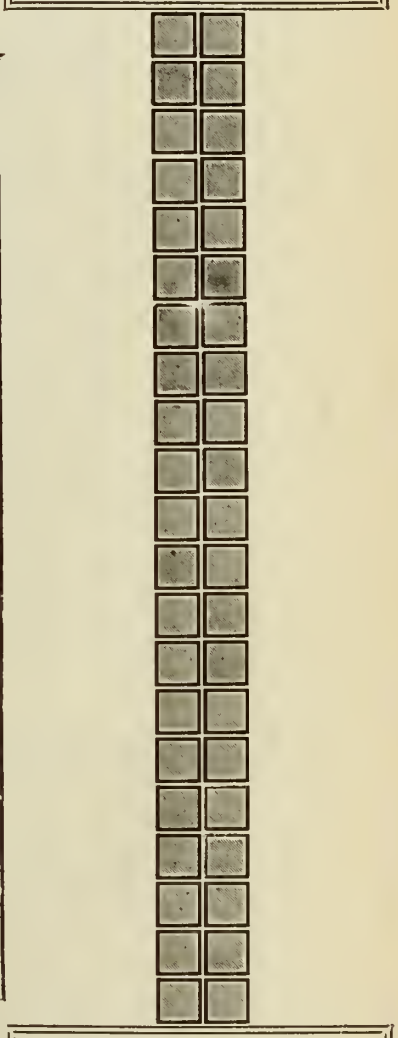
and Company, Limited

FOR

Kkhovah Products
Lemonade, Orangeade, Health Salts
Custard Powder—Lemon and
Chocolate Pie Filler—Lemon Cheese
St. Williams' Jams and Jellies
Armour's Coffee Essence
Armour's Worcestershire Sauce
Curling Brand Package Peas
Maggi Soups—Handsome display case free with half gross.
Grimble's Vinegar
Norseland Sardines
Stower's Lime Juice
Wm. Edge, Bolton, England—Drummer Dyes, Dolly Tints, Dolly Creams
Jeyes' Fluid
Craven's Gums
Aromints
Zem Zem Rolls
Bassett's Confectionery
Fisk Chocolate Bars
Hovell's Wedding Cake Ornaments
Harper's Xmas Stockings
Gibson's Medicated Drops
Kennersly's Pure Licorice
Pascall's Confectionery
Murray's Caramels

Winnipeg Montreal Toronto





British Columbia Apples Now Available for Eastern Markets

Wealthy Apples

Two weeks earlier than usual on account of perfect ribening weather B. C. "Wealthies" are now being shipped in quality and condition rarely touched in the past, no finer September fruit than a B.C. Wealthy Apple. See your jobber at once if you would keep faith with and delight your customers.

McIntosh Apples

"McIntosh Red" is the next B. C. Apple to come your way. The entire crop is of exceptional size, color and quality. Make this — B. C.'s finest apple —your October special. Shipments will arrive from September 25th. Make sure of your supply.

There's Profitable Business For You In These

Advertising space used frequently and generously in the principal dailies of your territory backed by the perfection of the product itself will make the sale of B.C. apples a clean, quick job, bearing a substantial net profit. We'll keep you posted and help to get your customers to order early. Producers and Distributors of B. C. Fruits are behind a definite plan to sell for you the fruit you buy.

Don't be afraid to display 1921 B. C. Fruit. Line up now—the show will do you credit.

All B. C. Fruits two weeks early on account of unprecedented ripening weather.

Eat - Talk - Boost - Sell - B. C. Apples

This series of advertisements issued by the Producers and Distributors of B. C. Fruits.

MACDONALD'S

The Meaning of Tobacco Value

THE reason why Macdonald's Tobacco is so overwhelmingly preferred by Canadian smokers is the same reason why it proves so attractive to the retailer. That reason is **VALUE.**

Value, to the smoker, means "More Tobacco for His Money"—to the retailer "More Money from His Tobacco." There really is more money in Macdonald's for the man who sells it—largely because there is more tobacco in Macdonald's for the man who buys it.

Ads that will not be ignored are insisting that you stock up on

The Tobacco with a heart

MACDONALD'S Cut "Brier" SMOKING TOBACCO
Manufactured by W.C. MACDONALD REG'D INCORPORATED MONTREAL
MACDONALD'S Cut "Brier"
MACDONALD'S Cut "Brier" SMOKING TOBACCO
Manufactured by W.C. MACDONALD REG'D INCORPORATED MONTREAL
MACDONALD'S Cut "Brier" SMOKING TOBACCO
Manufactured by W.C. MACDONALD REG'D INCORPORATED MONTREAL

Now as Never Before—

You Need Sound Financial Information

THERE never was a time when business merchants needed sound, sane, financial knowledge of commercial happenings on which to base present and future investments as they do right now.

For your business profits are not real profits until you have them safely invested in reliable securities.

Why not invest profits from your shop and the coupons from your Victory Bonds in genuine securities, news of which you will find every week in THE FINANCIAL POST Investors' Enquiry Service, a feature for subscribers which will give you the benefit of investigators in all the big financial centres? This service is just as if you paid a man $10,000 a year to be your own personal investigator in Toronto, Montreal, Winnipeg—in fact, every city in the Dominion.

But you cannot hire the services of this staff—you get them free with a subscription to THE FINANCIAL POST, through this splendid Investors' Enquiry Service, which is free to all readers.

But that is not the only thing—this commercial newspaper gives you the financial, industrial, banking news of the country in convenient readable form—just the data you need for your business—just the facts you need for your investments—in fact, a splendid partner of the ambitious merchant.

When 8,425 merchants, business executives, bankers, lawyers find in THE FINANCIAL POST the very facts which will help them in their business, will you not find a weekly reading of its pages very beneficial?

THE FINANCIAL POST
143-153 University Ave., Toronto, Ont.

.....192

THE FINANCIAL POST,
143-153 University Ave., Toronto.

On the understanding that THE FINANCIAL POST contains just the facts I need for safe investment of profit, you may send me a recent issue.

Name .....

Address .....

Canadian Fruits

PEACHES—Fancy-Yellow St. Johns.

PEARS—Some Fancy Bartletts—Now coming—also other varieties.

PLUMS—Crop Short—Now at their Best—All varieties;

Also—
Tomatoes—Canteloupes—Peppers—Pickling Onions—Pickling Cukes;

And—

CALIFORNIA
Fancy Malaga Grapes.

WASHINGTON
Fancy Bartlett Pears.

All Orders Promptly attended to.

Hugh Walker & Son Ltd.
THE HOUSE OF QUALITY
Guelph - - Ontario

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

There is every indication that for the next three months prices of Pure Jams will have a strong tendency to advance.

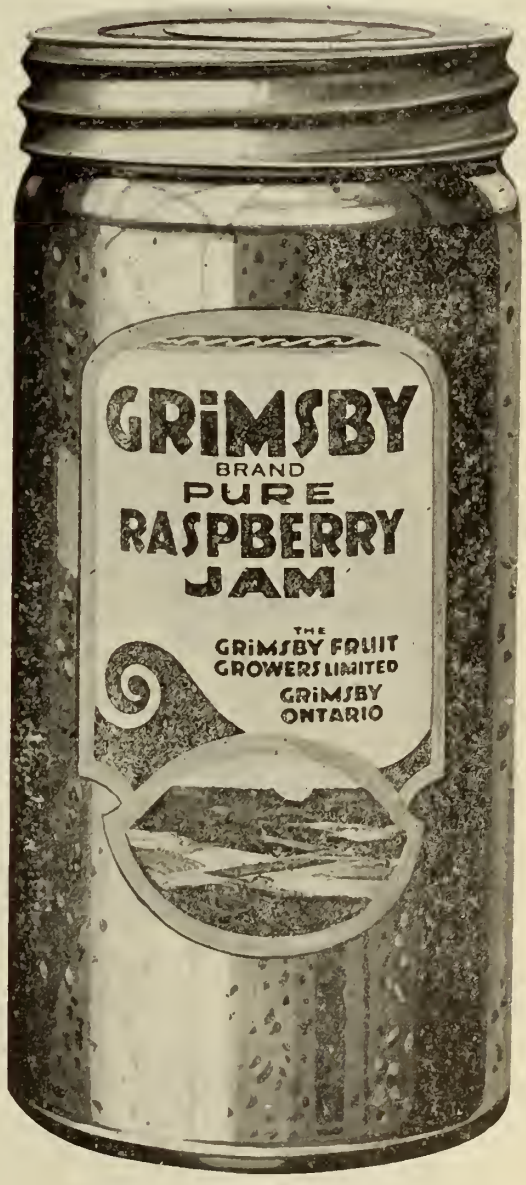
The wise retailer will buy Jams now and insure his customers the best grades of Pure Jam by specifying the "GRIMSBY LINE."

Order through your wholesaler.

The Grimsby Fruit Growers, Limited

GRIMSBY - ONTARIO

SELL THE GRIMSBY LINE



MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

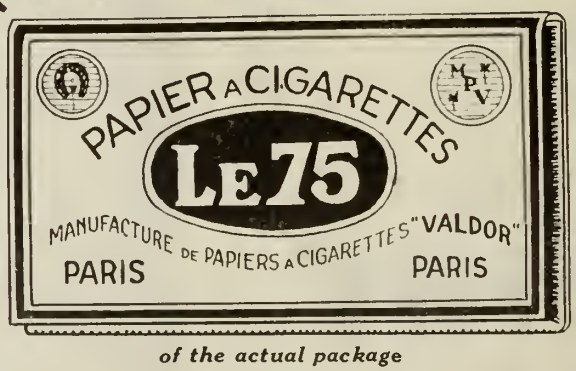
If you have anything to sell to the Trade, you should advertise it in this paper.

LE 75 French Cigarette Papers

Finest Quality--Order to-day from your jobber

This cut is a facsimile

A White Gummed Paper That Will Satisfy Your Trade



100 Leaves to Book
Automatic Doubles
50 Books to Box

of the actual package

CANADIAN DISTRIBUTORS:

DONALD H. BAIN CO.

Wholesale Commission Merchants, Brokers and Importers

Head Office, WINNIPEG, MAN.

Branches: SASKATOON REGINA CALGARY EDMONTON VANCOUVER MONTREAL LONDON, ENG.

When writing to advertisers kindly mention this paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

Standard Goods Win Abiding Trade

Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE
WINNIPEG, MAN.

Branches with Resident Sales Managers at
Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
Fort William, Ont.

SELL
Thompson's Salted Peanuts
and have satisfied customers.

The original drum-shaped package, filled with the finest salted peanuts, roasted and salted to perfection.

Packed in attractive display of 40 packages each.

ORDER FROM YOUR JOBBER TO-DAY
BULK PEANUTS

Salted Peanuts in Pails, 30-lb. Cartons, Barrels, also Display Cards 36 pkgs. Each.

Try "Nifty Brand"

Whole Blanched Jumbos in 5-lb. tins with envelopes, also in bulk as above.
Packed in Canada by

A. E. Thompson
149 Notre Dame East, Winnipeg

G. B. Thompson & Co., Western Agent,
Box 2015, Winnipeg

RELIANCE
Water-Glass
Castor Oil
Glycerine
Sewing Machine Oil
Carbolic Acid (10%)
Ink, Mucilage

Order from your jobber or write us

RELIANCE INK CO., LTD., WINNIPEG

Goods well advertised and well displayed are easiest sold. Advertised to ½ million buyers weekly. Codville Co. Ltd.

6

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toron
Halifax, N.S.; Winnipeg, Man.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

Merchandise Brokers — Manufacturers' Agents
WE COVER CANADA
LOGGIE, SONS & CO.
32 Front St. West
TORONTO CANADA

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

HAMBLIN-BRERETON CO., Ltd.
Grocery and Confectionery Agents and Importers
Toronto and Kitchener, Ont.
Winnipeg and Calgary.

LAING AND WATERS
Manufacturers Agents & Grocery Brokers
28 Wellington St. East
TORONTO
Desire correspondence with manufacturers unrepresented in this district.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

To get buinesss you must go after it. Others do it—why not YOU?

The CROWN *Trade-Mark*
BRAND
on a bag of white beans is a guarantee of their uniform size and choice quality
Only the very finest hand-picked Canadian White Beans go into bags marked
CROWN BRAND
For your own protection insist upon having this line of known quality.
G. T. MICKLE - Ridgetown, Ont.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

When writing Advertisers kindly mention this paper

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 Place Royale, Montreal
Established 1876
Telephone Main 1581

Be Sure You Ask Your Jobber for
Dominion Spring Clothes Pins

Manufactured by
The J. H. Hanson Co., Ltd.
MONTREAL

B. & S. H. THOMPSON & CO.
LIMITED
Head MONTREAL Office

Agents for Canada for the HOMCO Products, including Hard and Soft Soaps, Soap Chips, Salad Oils, Compound Lard, Castor Oils, Sanctuary Oil, etc.

ENQUIRIES INVITED

TEA LEAD
(Best Incorrodible)
Buy "PRIDE OF THE ISLAND" Brand
as extensively used for years past by most of the leading packers of Tea in Canada.
Island Lead Mills, Ltd.
Tel. Address: "Laminated," London. LIMEHOUSE, LONDON, E., England
A.B.C. Codes used, 4th & 5th Editions.
Canadian Agents: J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.
HUGH LAMBE & CO., TORONTO.

OAKEY'S "WELLINGTON" KNIFE POLISH
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.
John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.
Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

Suggest

STICKNEY & POOR'S

PURE GROUND

NUTMEGS

to your customers

STICKNEY & POOR'S

nutmegs are packed in handy shaker top cans.

This is an appreciated convenience and will help you sell these goods.

Always

Order

By Name

Your co-operating servant

"MUSTARDPOT."

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century Honored 1921
HALIFAX
Mustards - Spices - Seasonings

EUREKA

REFRIGERATORS

are so built that a constant, positive circulation of cold, dry air is maintained. This feature fully covered by patents.

Your customers will appreciate the care you give to keep your perishables sweet and wholesome.

Don't repeat last summer's waste. Get a Eureka.

Write for our new catalogue.

Eureka Refrigerator Co., Limited

Head Office: Owen Sound

Branches: Toronto, Montreal, Hamilton

Storage and Distribution

Winnipeg

Insurance 30c

We operate the largest fleet of motor trucks in

Western Canada

Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

The City Dray Company
LIMITED

246 Princess Street,

Track P. 18 **Winnipeg**

A CUSTOMER

who has been using inferior macaroni, is very likely to use more of this food if supplied with a really good quality.

Try it out with Columbia.

The Columbia Macaroni Co., Ltd.

Lethbridge, Alberta

Did You Ever Think You'd Be Selling "Hired Help"?

HERE'S YOUR LAUNDRESS

MIRACLE

WASHING CREAM

Well, when you start selling Mir-A-cle Washing Cream that's practically what you will be selling.

Housewives all over the country are just learning of the wonderful saving there is in using Mir-A-cle to help do the wash. The instant success of this household help is almost a "miracle" in itself. You know from your sale of other wash day aids how quickly the modern housewife grasps at something to lessen toil and save time.

The beauty of Mir-A-cle is that it really does all that is claimed for other wash aids, and more too. That's why it has met with a whirlwind sale everywhere it has been introduced.

MIRACLE

Washing Cream

Not a Soap Substitute but a Dirt Solvent Used With Any Laundry Soap.

Dealers everywhere are welcoming the addition of Mir-A-cle to their household necessity lists, because its use does not call for a cutting down of the soap order, and repeat orders mean steady business. There is also a wonderful profit in it for progressive dealers.

Order From Your Wholesaler or write direct to

McLennan Chemical Company, Limited,
Windsor, Ont.

50

Willing to Sacrifice Other Teas to Sell ONLY Salada

Last week we heard from one of our customers thus:-

Dear Sirs:

I have always been a great seller of SALADA Tea. Now the result is I have a lot of other kinds of package tea on hand, and I was wondering if you would exchange with me. If so let me know by return mail. I will let you settle the price. Give me whatever you can for it.

I have some ———, ———, ———, and also some ———, with spoon and knives and forks in it. I will let you have it all and sell only SALADA. I will clean out on all package tea but SALADA.

Yours truly,

(Signed) ———————

THIS is but one of the many such letters we are receiving all the time.

We cannot, of course, do as this letter suggests, but the request shows the popular appreciation of SALADA and the reason for our steadily increasing sales.

When ordering please remember, we prepay freight on sixty pounds or more.

SALADA TEA COMPANY OF CANADA, LIMITED

We Want to See You

It's more than likely that we know your handwriting, but let's meet face to face at the Exhibition Booth of

PURITY FLOUR

Make it your headquarters

Main Aisle--Manufacturers' Building

Western Canada Flour Mills Co., Limited

Toronto **Winnipeg**

Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.
Newmarket, Ontario

Toilet Paper

A staple commodity which warrants your careful buying judgment.

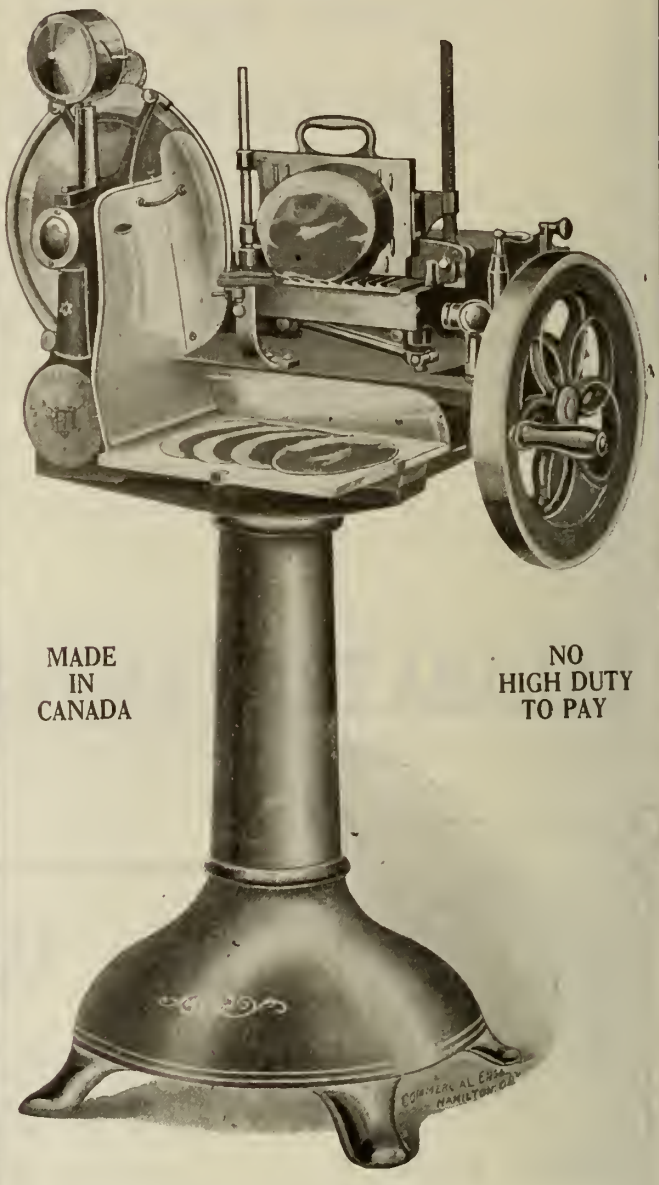
INTERLAKE

Assumes full responsibility for Quality — Value — and Appearance of all their papers. Will you write us for our booklet of samples.

***The* Interlake Tissue Mills Co., Limited.**

Head Office: Toronto. Branch: Montreal.
Mills at Merritton

THE
RED BIRD



MADE IN CANADA

NO HIGH DUTY TO PAY

See it at the Fair

An invitation is extended to you to visit our exhibit and see our complete line of

Computing Scales
and
Meat Slicers

Booth 109 Industrial Bldg. No. 4

WE INVITE COMPARISON

Mr. Thos. Ferguson will be in charge of the exhibit and he will be glad to explain to you the many new features and improvements.

The Canada Scale & Slicer Co., Limited
Bowmanville, Ontario

A SATISFIED TEA CUSTOMER

is always a steady customer.

This is why grocers like to get behind Red Rose Tea and push it, because people quickly recognize that they are getting greater value in Red Rose Tea although it costs them no more than other teas.

A Red Rose Tea customer will learn to like your store and the other goods in it and you'll put your business on a solid foundation of quality—

If you sell Red Rose Tea

T. H. ESTABROOKS CO., LIMITED

St. John, N. B. Montreal, P. Q. Toronto, Ont. Winnipeg, Man. Calgary, Alta.

Drimilk *Is Your Guarantee*

This name is your assurance of freshness---Pure sweet milk.
Do your customers like things fresh?
Drimilk made to-day and delivered to-morrow.
This means something.

THE DRIMILK CO., LIMITED
Cortland, Ont.

Donald H. Bain Co,
Winnipeg
Western Distributors

Eastern Offices : 10 Ste. Sophie Lane, Montreal.

Every good grocer should stock these proven "sellers"

ROBINSON'S "PATENT" BARLEY and ROBINSON'S "PATENT" GROATS

The sales records of any products are infallible signs of their popularity. Judged by these Robinson's "Patent" Barley and Robinson's "Patent" Groats are popular sellers of the highest rank and their sales make for satisfied customers.

MAGOR, SON & COMPANY, LIMITED

191 St. Paul St. West, Montreal 23 Scott Street, Toronto

$100 SAVED
And a More Sanitary Machine

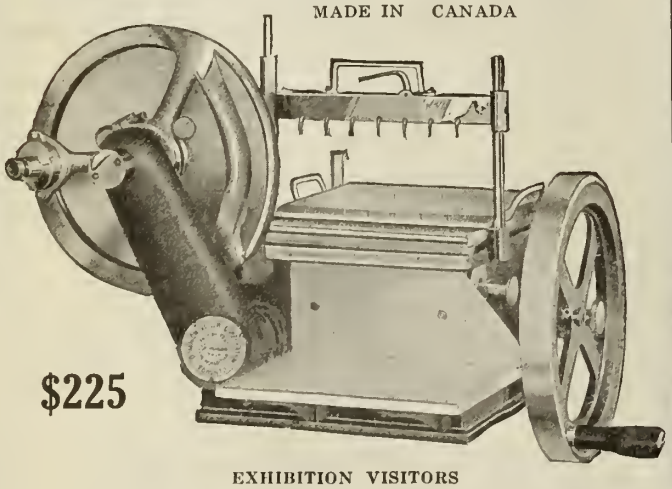
Think of a machine composed of Reinforced Porcelain, only 1 in. metal in contact with your meat.

And You Have the Dominion

A Machine without Frills

Few parts, equal in performance and capacity to any the world over.

MADE IN CANADA

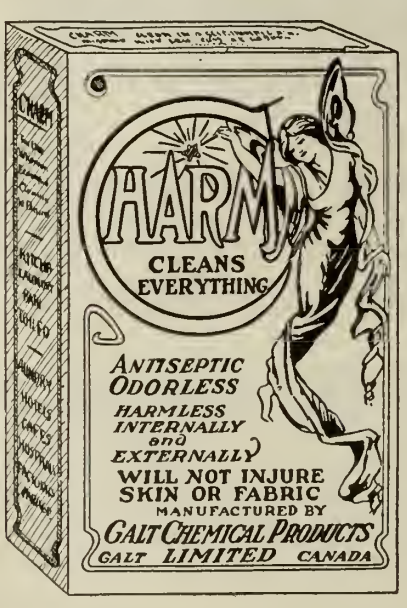


$225

EXHIBITION VISITORS

Give us a call and see machine demonstrated. Write for circular and booklet. Dominion Slicer Corporation, 110 Church St., Toronto

CHARM
..... a sure repeater



CHARM

The wonderful new cleaner that is making a big hit everywhere it has been introduced. It cleans everything perfectly without injury to hands or fabrics.

CHARM

Softens water, cuts grease, saves soap and does things soap cannot do. It forms no suds, has no odor and is a pure safe effective cleaner. Every household has many uses for Charm—Order a supply from your wholesaler. It's a sure repeater.

Galt Chemical Products Limited

Galt, Ontario

CANADIAN GROCER

VOL. XXXV. TORONTO, AUGUST 26, 1921 No. 34

Careful Buying and Quick Turnovers

A. Hodges, 1660 Dufferin Street, Toronto, Doubles Business in Five Months, in Spite of Reported Depression—Turns Stock Once a Month—Sells for Cash Only But Delivers Goods—Alive to Good Delivery Methods

FIVE months ago, A. Hodges, 1660 Dufferin Street, Toronto, took over the business he is now conducting, and in that time he has doubled the turnover of his predecessor. Mr. Hodges feels gratified at the results to date, and believes that in the coming five months he will again double his present business. He is an optimist and sells goods all the time. Present conditions or depression of trade that has been the chief topic of conversation since the beginning of the year, have not discouraged him, and when he took over the grocery business he gave his energy, thought, and time to its development. Now that he has doubled his sales he is not content to rest, but with renewed effort, he declares, he is going after bigger things.

Requires Close Attention

Situated in a very good part of the city, he has clients to draw upon for his trade, but he also has plenty of competition, so that the path to success has not been an easy one. Discussing his progress in the retail grocery business, with a representative of Canadian Grocer the other day, he stated that the grocery business was not an easy one to master, that it required constant attention, and careful thought. In the past few months when markets have shown such rapid changes, and chiefly in the downward direction, the most important thing for a grocer has been his buying. "Just what to do was sometimes puzzling, but I realized from the outset that I must proceed cautiously, and if I bought all right, I was bound to get along" he said. I watch the markets closely, (and just here he spoke of the value of the trade paper in this regard. He had taken Canadian Grocer from his first start in business. "I have aimed to turn my stock over once every month. I don't think I accomplished this right at the first, but at present I don't think I have any lines that I am not turning at least once a month, and of course, a great many things I turn oftener than once in thirty days. It is only in quick turnovers that a grocer can make a success, particularly the grocer with a small beginning. Since I have taken over this store I have bought often, and made quick turnovers.

Do Not Be Out Of Things

"In carrying too light a stock, is there not a danger in sometimes being without lines that your customers may ask for?" the representative of Canadian Grocer asked.

"It is not necessary to have your stock so light that you are apt to run out of things," Mr. Hodges replied. "I always endeavor to keep my stock in plentiful supply, at the same time endeavoring not to over buy. I do not want to have any dead stock on my shelves, and everything in my store, I want to keep moving. Too often a grocer creates loss for himself, by permitting stock to lie on his shelves unsold."

Sells Only For Cash

Business is conducted by Mr. Hodges on a strictly cash basis. Credit accounts are not extended to anyone, with the exception of permitting a few days for payment in instances where Mr. Hodges knows the customer to be absolutely trustworthy. Monthly or even weekly accounts are not granted. Mr. Hodges believes that the cash business is the better plan, and in starting out that way, people become used to it, and very rarely ask for credit. Mr. Hodges' store is not cash and carry. He believes in giving his customers the service of delivery. In a district such as where he is located, there are a good many telephone orders, and delivery is almost essential. "People want their groceries delivered," Mr. Hodges added, "and I do not think that the cash and carry idea will ever eliminate the legitimate service grocery."

Goods Carry Price Tickets

All goods in this store carry price tickets, and the customer who is shopping here, can see at once the price of practically any line she wants to buy. Everything has its price conspicuously displayed. Mr. Hodges believes this plan of pricing everything aids sales. He is of the opinion that in careful buying, turning his stock over quickly, and insisting on cash transactions, he can sell at an attractive figure. He does not aim to cut prices nor to especially undersell his competitors, but he does endeavor to give his customers the benefit of good buying, and by watching this end of his business very carefully, he perhaps is enabled to sell a little lower, but at the same time at a profit. Goods are well displayed, and display is an important factor in promoting sales in this store. "Get the goods out where the people can see them" is Mr. Hodges' idea, and he finds that this feature is not to be lost sight of, in the successful conduct of a grocery store. Goods are suggested to customers in this way, and particularly if the price ticket is on them, informing them of the cost. Sales are frequently the result.

Leaders Bring Customers

Mr. Hodges, at all times, buys certain lines of goods at what he declares is an attractive price. He offers them at a reasonable profit, attracting the people to the store to buy the particular line that is a leader. For instance the other day, when the Grocer representative was calling at this store, a brand of salmon of very good quality, was piled near the main door, where people on entering could not fail to see it. The price on it was sufficient to warrant further inquiry. A good deal of it was sold. Several times has Mr. Hodges followed this plan of selling, and he has found it a very gratifying method of increasing sales, as well as winning new customers for the store. A woman brought into the store to buy a particular line at a special price, very often buys other goods, and not infrequently gives a good sized order before leaving. Permanent customers are secured in this way.

While a comparatively short time in the grocery business, Mr. Hodges is enthusiastic about it, and what he has already done in the way of building his trade. He is alive to good selling methods, and is ready and willing to put them into practice, where they recommend themselves to him.

Indications Point to Changes in Tea Markets

Canadian Spot Stocks Are Light and Primary Markets Are Advancing — Japan Teas Are Already Moving Upwards

MONTREAL--Tea, being one of the first commodities to face a severe and continuous decline, is quite naturally also one of the first lines to show unmistakable signs of activity and advance when conditions change. Although there has been considerable talk of overstocking of teas in Canada, at no time have stocks in this country been really large, but the impression comes from a comparative standpoint on account of the very conservative buying of the retail trade and the public. Figures that show that importation of all grades of tea during the last three years show that the importation for the eleven months ending May 31st, 1921 were almost half of the same eleven months of 1919. Under these circumstances it can be easily seen that stocks in Canada have been sharply reduced. The decrease in Japan teas alone amounts to over 15,000, pounds this year.

Japan Market Higher

When these facts have been taken into consideration, it is interesting to note that cable and mail advice from China to-date indicate that the agreement not to produce black tea, is being well adhered to .Only 15,000 half chests of Hoochows have come to the market and the Pingsuey production is but a fraction of the normal supply. The Japan market has advanced sharply on account of the extreme shortage. The expected offerings of first crop did not materialize and second crops are very poor in quality, small in supply and high in price. The supply of baskets, also by products, such as dust siftings and nibs seem to be the shortest of all. If not more than 15,000,000 lbs. of Japan teas come forward, which seems to be quite probable, it seems assured that a shortage is ahead.

Expect Half of Normal

After the heavy losses of the past two seasons, the tea men are extra cautious. Last year's export was less than half of normal, and this year taking precautions they have reduced their production. A recent cable from Calcutta, India, is the information that black tea production to-date shows a shortage of 7,000,000 lbs. Colombo. Calcutta and London have all advanced their prices sharply. In summarizing this, in view of the fact that spot stocks in Canada are lighter than they have been in years, the affect of the primary market must be almost immediately reflected in the Canadian wholesale market. To those who take these facts seriously it seems evident that prices on both Japan and black teas must be higher in the near future.

HUGE STOCKS OF SUGAR WILL SOON PRESS ON THE MARKET

New York, Aug. 27.—The bubble in the sugar market will burst soon predicts the Federal Sugar Refining Company in its last weekly review of the sugar situation, and while prices may stay at or near present levels temporarily, it says a break may be expected with unforetellable results.

"Buyers will find it advantageous to stay close to shore," advises the Federal review, calling attention to the huge stocks which will soon be pressing on the market. "The Cuban stock is estimated at over 2,000,000 tons as compared with 600,000 tons this time last year. There are also still the sugars to arrive from Porto Rica, Hawaii, Philippine Islands, St. Croix, Brazil, San Domingo and other outside sources, in addition to the old Louisiana and domestic beet sugar stocks still unmarketed and the new Louisiana cane and domestic beet crops coming soon.

"Only 46 per cent of this year's crop has been so far shipped from Cuba, as compared with 82 per cent at the corresponding date last year, according to the Federal statisticians. Of the 1920-1921 crop, up to the present, only 1,765,582 tons of the estimated total of 3,850,000 has been exported. At this time last year the shipments totaled 3,065,174 tons out of 3,728,975 tons. "Cuban legislators are severely attacking the Sugar Finance Commission, expressing the prevailing belief that there is a movement in progress to extend the commission's control to the coming crop. It is demanded that the planters be allowed to dispose of their crops freely by abolishing the commission. Added to the local situation is the concern of the island about the tariff legislation in the United States. Cuban feeling is strong that the island is not receiving the benefits intended in the reciprocity treaty between the two countries

"The Federal correspondents in Europe report good weather for the growing beet crops, favorable rains prevailing in France and in central southern and eastern Germany."

Ten Cents Per Cwt. Is Charged For Delivery of Salt

Montreal—It has been brought to the attention of the Wholesale Grocers' Association that some members, that is, Montreal wholesalers, are not adhering to the standard price list of salt, particularly in not conforming with the practice of adding ten cents to the cost per hundred pounds as listed on all sales of salt delivered by motor truck in the vicinity of Montreal. It is suggested by the executive that the ten cents per hundred pounds be more strictly added to the invoice price of salt delivered by motor truck to all points mentioned in the "special supplement to the Quebec Equalized Rates' Book 1919."

It can be easily seen that in the case of a heavy and low priced commodity, like salt, that the wholesaler must charge something for delivery or lose money on the transaction. It will make it easier for all, if wholesalers stand together in such an arrangement and if the retail grocers will understand and accept the arrangement as a just and fair charge on a commodity that yields such a small profit and relatively costs so much for delivery.

Wants Change In Regulation In Regard to Gelatine

Montreal — Since according to legal definition of certain food proucts by present regulations gelatine and glue are the same thing, manufacturers and importers of gelatine have moved to have the Government regulations changed. These manufacturers and importers met at the Montreal branch of the Canadian Manufacturers Association and, it is announced by R. W. Gould, secretary of the Association, than those now in force in this regard are taking steps to have the Government formulate some better regulations than those now in force in his regard. It was pointed out that the test for gelatine is a chemical one and not that of a pure food law with the result that glue can lawfully be supplied to fill an order for gelatine.

Recommendations were drawn up and sent to Toronto with the request that Toronto manufacturers and importers confer on them, after which the matter will be taken up with the authorities at Ottawa.

Out of Business

"Is there an undertaker in this great town of yours you speak of so highly?"

"Not now. There was one, but as nobody ever died he quit and began running a repair shop for the Centenarian Motorcycle Club."

Proving Price Declines in Groceries

Almys Ltd., Montreal Adopt Idea of Window Display Showing Price Comparisons and Pointing Out Declines That Have Taken Place as Compared With a Year Ago.

MONTREAL—Another grocery has adopted the plan of demonstrating to the public through a window display the increased value in grocery lines. This plan is particularly effective at this time since everybody is standing off watching the markets in different lines for increased value for their money. In clothes it seems more evident than in food, for the average purchaser is buying a suit or a hat once or twice a year, and in that time the difference in price is more noticeable. On the other hand in grocery lines, purchases are made almost every day and as the drop in prices has come gradually, the people are apt to let it pass unnoticed and later turn around and ask when grocery prices are going to come down.

Illustrating how Almy's Ltd., Montreal, showed public prices were down.

Proving Prices are Lower

Then too such a demonstration proves that prices are lower at a mere glance, and in that way tends to counteract the restraint in buying that has come with the high prices. It is conceded that when the public realizes the prices are down they will buy more freely. Some lines that at one time reached a peak were almost boycotted by the buying public, but with the decline comes increased sales in these lines. It is therefore the duty of the retailer to impress upon the public the fact that prices are coming down, or rather that they have already come down and in that way renew confidence in the market and increase sales.

The grocery department in Almy's Ltd. Montreal under the management of Herbert Taylor has dressed a grocery window on the stret floor and conveys vividly to the passing public that the buying power of a dollar in grocery lines has greatly increased in the last year. There are many ways of demonstrating this fact. One way may be to put one bag of sugar on one side of the window with a price ticket on it, quoting the cost of one year ago. Then have a red ribbon stretching from the window glass to the rear of the window dividing the display in two. One the other side of the window another bag of sugar may be placed with a number of grocery lines the cost of which balanced up will aggregate the value of sugar one year ago. A sign over this side of the window will convey the idea that all these groceries can be purchased for the price of one bag of sugar a year ago. A sign on the inside of the window on one side may bear the year 1920 and on the other side 1921.

The accompanying photograph shows the method used by Almy's Ltd. to demonstrate a fact that the public in general are eagerly looking for in all lines these days, a fact that when once realized by the buying public will increase business and do much to get things back to normal.

Retailers Must Pay Sales Tax In Certain Cases

Montreal—According to a Government circular recently received by the Montreal Board of Trade retailers will be held responsible by the Department of Customs and Excise for the payment of sales tax under conditions indicated in that circular.

Firms selling exclusively by retail, and not subject to this sales tax, and making goods to a consumer's order, are not subject to this sales tax, it is stipulated, but firms selling exclusively by retail, and manufacturing goods to the order of the individual customers and also for stock, must pay sales tax on the goods made for stock.

If a firm sells partially by retail, but also does business with the trade, the department rules that the tax applies in respect of their entire business. But the accounts of the manufacturing and wholesale branch may be segregated from those of the retail branch. The department will hold retailers responsible under the above rulings on all sales made after May 10th, 1921.

Extension of Time In Stamping Act Is Appreciated

MONTREAL—Recently numerous objections have been raised by manufacturers, importers, and particularly manufacturers' agents in the city, to the recent provisions of the Budget which was passed last session and which stipulated that the country of origin of the manufactured goods must be plainly stamped on all imported goods and that this should be in force on October 1st of this year. It is the latter clause which has met with such serious objection by merchants throughout the country since in many cases it would necessitate an unvoidable financial loss. The official report, however, has come from Ottawa, to the effect that this law will not be in force until the first of the year 1922. This announcement is greeted with satisfaction by the majority of importers in this city since it has cleared up a matter which has caused considerable worry in the past few months. Large quantities of goods ordered before the Act came into force have already been shipped to this country and do not bear the name of the country and do not bear the name of the country in which they were manufactured. In this case it would mean a considerable loss to those importing these lines. However, the extension of time granted by the Government will make it considerably easier for the manufacturers and importers to comply with the regulations of the Government.

The Basis for Selling Gasoline

Some Merchants Report Losses in this Line—In all Petroleum Products There is a Natural Expansion and Contraction of Volume Due to Temperature

IN view of protests which have been made at various times by merchants, particularly those in Western Canada concerning the basis for selling gasoline and other petroleum products, an investigation of the subject was recently made setting forth some new angles showing why some merchants report losses on selling these products and showing where lies the responsibility for rectifying the situation. Considering the large number of grocers and general merchants who are now selling gasoline, this article should prove particularly interesting.

In all petroleum products there is a natural expansion and contraction of volume due to temperature and briefly, the trouble arises over the fact that the merchant who buys gasoline, coal oil lubricating oils, and other petroleum products such as turpentine and linseed oil on the weight basis and in turn sells them on measure basis, loses when the temperature is lower than the standard temperature at which the weight is taken. This loss is directly due to the fact that a lesser volume will weigh the required amount for a gallon when the temperature is a colder than the stndard and in turn if the temperature is higher than the standard at which it is weighed by the oil companies, the merchant will have a greater volume.

Where the Variation Comes In

Thus in the case of gasoline the standard temperature at which the weight of gallon is taken is 60 degrees Fahrenheit allowance being made for specific gravity. A drum is filled with gasoline and it is weighed, the number of gallons to a certain weight being ascertained by referring to a chart which the oil companies have prepared on the basis of varying density. If the contents of this drum show on a weight basis to be 50 gallons and this gasoline is subsequently emptied into a tank and pumped out in Imperial gallons by a gasoline pump when the temperature is about 20 degrees there is a variation of 40 degrees from the standard. The oil companies figure there is a variation, due to contraction and expansion, of approximately 1 per cent. for each 20 degrees, so that in this case there would be a loss of 2 per cent. or 1 gallon in 50. On the basis of a profit of two cents per gallon, and with gasoline selling at 40 cents per gallon it is evident that the ordinarly small profit of $1.00 on the 50 gallons is cut to 58 cents due to the entire loss of one gallon at 40 cents, and the 2 cents profit on it. Similarly on 100 gallons the ordinary profit of $2.00 is cut to $1.16 when sold at 40 cents per gallon due to the entire loss of 2 gallons when sold at 40 degrees lower than the standard.

When the temperature rises above 60 degrees the merchant stands to gain by securing a larger volume by weight than the imperial gallon measure will give. When this condition prevails he benefits to the same extent as he loses when the temperature is below 60 degrees. Thus on 100 gallons of gasoline purchased in drums and sold at 80 degrees he would have 101 gallons if measured out by Imperial gallon measure. If sold at 100 degrees, such as frequently prevails at this season of the year the content of the drums would measure out 102 gallons Imperial measure, being 2 per cent. greater due to the variation of 40 degrees from standard and this difference being in such a direction as to expand the gasoline. Of course the temperature of the air cannot be taken as an example, the temperature of the gasoline itself must be taken. It is noteworthy that gasoline is generally a few degrees different to the temperature of the air.

Loss from evaporation is a very minor consideration in the sale of these products, so that some means of equalizing the basis on which these products are bought and sold to overcome the difference due to buying on a weight basis and selling on a measure basis is the important factor.

Motorist Affected Too

It is not the intention to discredit the sale of gasoline by weight, rather it appears that this is a fairer way in which to sell gasoline than on the measure basis such as is done where sales are made direct from tank waggons. As far as the ultimate consumer is concerned—the motorist—it must be kept in mind that the gasoline in his car just prior to use is heated up to approximately the same degree no matter whether it is used winter or summer. Its value per unit is therefore the same at time of use. Therefore if he purchased his gasoline on a weight basis he would be sure to get the same number of units at all times, which is not the case on the present basis of sale. Thus the present system is unfair to the merchant and to the customer.

Broad Question

The question is a broad one, taking in the attitude of the pump manufacturers toward the matter of providing a pump which might measure on a weight basis or make other allowance for varying temperatures, and it also brings in the Weights and Measures Department at Ottawa which appears to have been very lax in not having amended the regulations to cover the needs of the present day while sending inspectors around to prosecute where any variation is found. If an inspector comes around when the temperature is 20 degrees and he measures out what should be 100 gallons of gasoline from a tank he will find only 98 gallons because of the contraction due to temperature. The merchant is then penalized unjustly. The problem is to find a basis for standardizing the basis of sale with the basis of purchase so that the retailer and the consumer will be treated fairly. This is up to the Weights and Measures Department which so far has shown little attempt to amend the law to meet today's conditions.

This subject will be discussed further in the next issue giving some of the opinions of the oil companies and pump manufacturers and extending its scope to the other products mentioned.

TESTING OLIVES BY SMELL FOR POISON

Poinonous ripe olives have an odor somewhat sharper and more gamy than Roquefort cheese, while non-poisonous olives are entirely free from this odor.

The distinguishing mark has been proved by Dr. Randle C. Rosenberger, professor of hygiene and bacteriology at Jefferson College. The physician had obtained olives from the bottle which contained those that killed three persons in Greensburg, Pa., recently, as well as olives from the store where the bottle was bought.

The peculiar odor of the poisonous olives was noticeable as soon as the cork was removed.

A PATRON'S FEELINGS

How does he feel as he leaves your store?
Feel as if should purchase more?
Feel as if he should come again
To stop five minutes or maybe ten,
And bask in the welcome your place affords?
Or does he feel he's at naked swords
With all your salesmen, as forth he wends?
On patron's feelings your trade depends.

When sober thinking regains its sway
He may discover his weekly pay
Will purchase maybe a fiftieth more
When spent with you at your little store.
And yet if he leaves with his feelings hurt—
A feeling that maybe you'd "done him dirt,"
He'll trade elsewhere till the sore place mends—
On patrons' feelings your trade depends.

Guelph Grocers Enjoy Picnic

Annual Event is Held at Puslinch Lake with Many Wholesalers And Travellers as Guests of the Guelph Association—Retailers Win The Ball Game

GUELPH (Special). The fourth annual picnic of the Guelph Retailers Association held recently to Puslinch Lake, added another success to the list of similar events. In fact it can be said that this year's picnic easily eclipsed any that preceded it. The weather was all that could be desired, although at one stage the lowering clouds threatened to dampen things, but nothing happened to mar the pleasure of the outing, and it is a certainty that a tired but happy lot of men made their way home from the lake in the early hours of the evening.

Committee Deserves Credit

The arrangements made by the committee, composed of H. Todd, W. Morris, F. Stout, S. Tovell, C. C. Borden, and S. E. Wiggins with Archie Bennelick as president, and E. J. Drake as secretary, were complete in every detail, and to them must go the credit for the splendid success that attended their efforts.

There was close to one hundred in the party, comprising nearly all the local grocers and representatives of wholesalers and manufacturers, which left the Y. M. C. A. corner, taking devious routes to the scene of the outing. They all arrived in due time, and there was but one mishap, which fortunately did not turn out to be serious. There is always a supply car for this picnic, and this year it was the one belonging to the Hicks-Groom Co. When they had almost reached the lake they ran into a wire which had been stretched across the road, and which was not seen by the driver until they had run into it. Whether this was an attempt to injure somebody, or whether it was intended to cause a wreck and get what was in the car is not known, but the driver of the car had to get out and take the wire off the crank handle of his car before he was able to proceed. It was over fifty feet long, and he still has it in his possession. Fortunately no one was injured.

Retailers Win Ball Game

The first thing on the program after the arrival at the lake was the baseball game of the Wholesalers and Travellers against the Retailers. The latter won by a score of 12 to 10. Those who played with the Travellers and Wholesalers were Robt. Moore, G. W. Walker, E. J. C. Walker, Copeland, Kent, Hadden, Schmuck, J. H. Simpson, Quillie, Hicks, Hind, Groom and Rogers. On the Retailers' team were: Benallick, Barber, Northmore, Love, Morris, Nichols, Spires, Borden, Elsley, Hood and Scott.

The ball game was followed by the holding of the races, and the program was a long one. Through the kindness of the wholesalers and manufacturers splendid prizes were available for the different events, and this resulted in making the competition in every event exceedingly keen. There were many amusing incidents in connection with the races, and the best of good feeling prevailed throughout the afternoon. The prizes were pretty evenly distributed.

At six o'clock everybody sat down to a bountiful supper, spread on long tables on the lawn outside of the hotel, and to judge by the way those grocers went to it, they must have had a strenuous afternoon.

After supper, President Archie Bennelick in a short address extended a hearty welcome to the guests of the afternoon. He hoped that everybody had a good time, and that next year they would all be back again. A few short addresses were delivered by the guests in response to the welcome accorded them.

Winners of the Races

Following are the results of the various events of the day:

Baseball game—The Travellers and Wholesalers, captained by Archie Groom defeated the Retailers, captained by Frank Barber, by a score of 12 to 10.

Sack race—1, W. Thatcher; 2, N. Northmore; 3, R. Elsley; 4, R. Torpey.

Three-legged race—1, Elsley and Hind; 2, Love and Northmore; 3, Bennelick and Barber.

Lath race—1, N. Northmore; 2, F. Stout; 3, A. Bennelick; 4, C. Hicks.

Leap frog race—1, Hind and Elsley; 2, Barber and Scott; 3, Chapple and Connor.

200 yard dash—1, N. Northmore; 2, E. L. Robinson; 3, A. Bennelick; 4, A. C. Robinson.

Centipede race—1, Elsley; Hadden; Torpey, Copeland, Love and Hood; 2, Schmuck, Groom, Hind, Thatcher, Freeland and Connor.

Egg race—1, Chapple; 2, Thatcher; 3, Hicks; 4, Copeland.

Fat man's race—1, C. Spires; 2, W. G. Hood; 3, J. C. Hadden; 4, Copeland.

Somersault Race—1, Benellick; 2, R. Elsley; 3, W. Thatcher.

Oxo skirt race—1, Chapple; 2, F. H. Barber; 3, F. Stout.

Boot race—1, F. Stout; 2, R. Torpey; 3, F. Love; 4, G Freeland.

Medicine ball relay race—1, Readwin, Hicks, Thatcher Tiffen, Barber and Husson; 2, Elsley, Hadden, Nichols, Hind, Hartley, Northmore; 3, Love, Torpey, Hood, Gable, Warner and Walker.

Wheelbarrow race—1, Hind and Torpey; 2, Elsley and Northmore; 3, Love and Hicks.

Married men's race—1, Chapple; 2, Thatcher: 3, Bennelick; 4, Husson.

Donkey race—1, Elsley, Nicholis, Hood

(Continued on page 25.)

A happy assembly of Guelph Grocers at their annual picnic at Puslinch Lake recently.

Retailer Knows Power of Advertising

Hugh Savage, Editor of the Cowichan, B. C. Leader, Addressing a Body of Retail Merchants, Says that Every Wide-Awake and Progressive Retailer Knows that in His Newspaper Advertising He Has An Indispensable Business Builder

THE FOLLOWING is an account of an address given by Hugh Savage, editor of the Cowichan B. C. Leader, at a gathering of retail merchants in Vancouver:

In the country newspaper and those who are engaged in the retail trade I see two of the greatest forces in community building. In scores of centres in this province these forces are amicably allied, working toward a common goal. Indeed I might venture the assertion that the progress of these centres is in direct ratio to the firmness of the bonds which link retailer and editor.

What do I mean by these bonds? Is it the link of materialism, of business, of buying and selling? To a certain extent it is, but it would be a grevious error to imagine that this business tie was the sole tie.

Far greater and more lasting is the pride they share in belonging to and working for the development and betterment of their common community.

The retailer is a business man, but, stripped of his apron and obliging mien, we see him playing a greater part on the stage of our rural life. He is the pillar of the church, the backbone of the Board of Trade, the business brain behind the activities of the fall fair. I frequently see him the object of those countless appeals for charities and subscriptions for every cause under heaven. Once a farmer supported his desire to canvass the storekeepers for subscriptions by the statement that they were making their money out of him and his kind. Of a piece with this fallacy is the sentiment of those who strive to fan enmity between the rural town dweller and those actually on the land.

We know that the country town or its neucleus, the store and post office near the railway station, are the result of the development—agricultural or otherwise—of the surrounding country. The interest of store and farm are one.

As a centre grows is becomes the duty and in general, actually is the self-imposed task, of the retailer, allied with his fellows, to induce settlement, initiate industries, and speed up the wheels of progress.

Retailers Build up Towns

It is the retailer who is building up the superstructure of our village, on the foundation laid by agriculture or other development. It is the retailer who is in the main responsible for the inauguration of the weekly newspaper. He may or may not found it himself—the paper I represent was so founded—but it is he who provides it with that business, without which it would be exceedingly difficult for it to operate.

In turn, the advertising columns of the weekly press are his greatest ally in creating an influence which, in proportion to its quality restricts the outflow of that trade which might and does still go outside to build up fortunes for the few in the big cities, instead of remaining at home, a life giving trade, creating opportunities and livelihood for more local people.

The weekly newspaper is the shop-window of the individual retailer in which his displayed goods are inspected in every country home, by the entire family. It is a whole town of shopwindows, compelling attention from the outside—holding up the mirror of country life, not merely in its function of a retailer of news, but a message bearer, a salesman of salesmen, serving every progressive retailer in its community.

Power of Advertising

The past eight years has seen a great change in the relationship of the retailer and the country newspaper. No longer is it necessary for the editor, in his capacity of advertisement salesman, to pound and pound into prospective customers the truths of that great power we call advertising.

Every wide-awake and progressive retailer knows and realizes that in newspaper advertising he has an indispensable business builder. The rank and file in many branches of trade have awakened to the amazing power of publicity. The trail blazers are those whose names are household words in commerce.

There are still those who look on newspaper advertising as an "expense." The ranks of retailers who have "arrived" are swelling with those who look on their advertising as a dividend-paying investment, as an additional and indispensable member of their sales staff.

Consider your advertising in the same light as buying merchandise. The possesion of merchandise alone, no matter how advantageously bought, will never make a merchant rich. He must sell it at a profit to make money. And it is advertising of the right kind that will accomplish this. There are many forms of advertising, but experience has shown that the newspaper is by long odds the best and most remunerative.

The Logical Medium

The weekly paper is the logical medium, for it is taken into the home by at least 85 per cent of the people. It is read by all members of the family. It is the one journal from which the people buy, through the advertisements.

For this reason every merchant should devote more time to the preparation of his announcements. Many retailers pay little or no attention to the arrangement or composition of their advertisements. They scribble them off at the last minute on a piece of wrapping paper, sending them to the publisher without any particular message, resulting in an advertisement which represents the skill of the printer in mind reading. He may or may not interpret aright the features the retailer desires to be stressed. It is like throwing a lot of miscellaneous merchandise into the shop window, and leaving its arrangement to change.

The main thing is that advertising, properly thought out, and persistently inserted in the paper, will bring results. Do not overlook the value of illustrating your message with cuts. Spasmodic advertising will not accomplish results, for its effect is lost just at the time when it is beginning to be felt. Watching a garden once in the season will never make a bountiful crop.

As Important as Delivery

The retailer's advertising is as important as his delivery wagon. Does it not feed the wagon. The combined pulling power of the retailer's advertisements of any given community is the best antidote to that bane of rural interests—the city mail order house. The country newspaper is, therefore, the greatest bulwark against mail order onslaught.

Take any section of this province, and it will be found that, where every retailer in it is alive to the menace, and appreciative of the preventive—as shown by the advertising columns of the weekly press — the percentage of business going outside is less than in the community where lack of advertising patronage is evident.

Retailers, like other classes in business, must hang together or hang separately. Yet in every community there are men who take advantage of the benefit their town derives from its progressive retailers and give nothing. They do not believe in newspaper advertising, neither do they join the local retail merchants association.

A Strange Reason for Advertising

One of the strongest reasons I ever heard as an argument against newspaper advertising was that of the retailer who said that he would not advertise as he would have to put on more help to handle the business, and he

Merchants attending the convention of the B. C. Board, R. M. A. at Duncan, B. C.

couldn't afford to pay the help. This is unbelievable, but true. Your association, like others, has a wide field for the education of some retailers in elementary business principles.

Your combined advertising, as shown in the weekly press is the barometer of the progress and prosperity of your community. It not merely protects you from losing business, but it develops and creates the maximum of business. Advertising is the vital spark of business. It has brought cheaper and better goods to the public and made many retailers rich.

The country newspaper has changed greatly in the past eight years. The introduction of modern machinery, the knowledge of costs, the adoption of business methods, is becoming the rule —not the exception—in the weekly office.

The public is a little shaken in its old idea that anything will do to "fill up" its columns—news or advertising. The weekly press is giving better service to its patrons, subscribers and advertisers.

You are chiefly concerned with its function of bringing together buyer and seller. Let me say that the bane of every weekly publisher is the retailer who brings in his change of advertisement an hour or so before the paper goes to press.

Change Advertisement each Issue

Every retailer should change his message each week. It means more work for the newspaper, but the paper is out to render the maximum of service and the publisher knows that the best possible results for the investment of the retailer's money means more business for both.

A word about printing. This was the last commodity to go up in price. It will be the last to go down. Labor costs have recently increased, machinery prices have not lowered, while paper, which was a small percentage of the total cost, is dropping but slowly—and appears to depreciate in quality with the drop.

Every country newspaper has a job printing business in connection with it. The retailer, intent on keeping business in the community, prices being equal, will give the printer-publisher a fair chance. He is among you to stay. Don't buy loose leaf ledgers from city travellers and pay through the nose for the re-fills, as some do. Don't be misled by the first order "cheap price," which attempts to show your fellow resident is the grossest profiteer.

Indispensable to One Another

The retailer and country newspaper, insofar as its advertising columns are concerned, are indispensable to one another. They are allied links in the vast complexity of the machine we call business. How important a machine this is we may gather from the fact that business—trade—in its sheer materialistic sense—is at the bottom of that frightfulness we know as modern war.

The publisher and the retailer touch the lives of their communities at many points. Both minister to the needs and pleasures of their fellows. To both is assigned a great measure of public responsibility.

Napoleon called the English a nation of shopkeepers. To you I say be proud of your shopkeeping. "Keep the shop, and the shop will keep you," said old Benjamin Franklin.

It is easy to jump the counter and march off to war. It is hard to smile at business worries and to ride straight when the devil pulls. Let me quote a hard-headed business American who told a meeting I attended that the greatest text book on business was the Bible. Do not despise his advice, and be sure the Quakers have lost nothing by their practice of it. Go back from this convention resolved that henceforth men shall know you by your works, and that the best place to tell them how you do it is in the country newspaper.

GUELPH GROCERS ENJOY PICNIC

(Continued from page 23.)

Chapple, Northmore and Kenny; 2, Torpey, Hind, Thatcher, Connor, Love, Husson.

Croquet relay race—1, W. G. Hood's team, 10 men; 2, G. Freeland's team, 10 men.

Coat race—1, Northmore and Love; 2, Hood and Elsley; 3, Moore and Borden.

Skiddoo race—1, Connor; 2, Gable; 3, Rogers.

In addition to the above there were two drawings, one for a fifty pound sack of sugar, which was won by J. C. Walker, and one for Macdonald's Cut Brair tobacco, won by Joe. Hadden. The Simpson Co., furnished the cigars at the supper table, and the Canadian Gum Co. kept everybody supplied with gum during the progress of the sports.

SAIDY DATE

The U. S. Department of Agriculture is experimenting with some new dates at Indio, California.

In the spring of 1920 Prof. S. C. Mason, of the Bureau of Plant Industry, was sent to Egypt by the department to secure offshoots of the Saidy date. About 1,000 offshoots of this variety were secured from the Libyan desert and about as many from the Nile Valley near Cairo. About 800 other offshoots, largely of the Hayany variety, were also secured in the Nile Valley.

All of the offshoots reached California late in August and were set out in the offshoot-rooting houses of the Government date garden at Indio, early in September, 1920. The offshoots are doing well but at last reports were still under quarantine.

Might Bring 'Em

Proprietor—Have you had many evidences of the effect of our magazine campaign of advertising, "Sunshine in Every Room?"

Manager—Not a word. You see our rival, the Grand Mazazzam, is advertising "Moonshine in Every Room" and turning 'em away."

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Publish ed in Canada

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

Vol. XXXV. TORONTO, AUGUST 26, 1921 No.34

Indicates Improved Business

THE STATEMENT of a Canadian manufacturer to the effect that the sales of his product, a certain food preparation, for the first six months of this year, have exceeded those of any other corresponding period in the history of his business, is interesting. This manufacturer looks for continued good business with the approach of the fall season. That there is a very marked improvement in the demand for goods, there seems to be little doubt, and merchants appear to be buying with more confidence.

Discussing present conditions, the president of the National Wholesale Grocers' Association recently said:—

"I think it unfair to make comparisons with 1920, and because sales do not reach the record of that year in dollars and cents to say that the public is not buying.

"Why not make comparisons with 1918 when things were just a little better than what we call normal? When this is done you will find that the housewives are buying what they need. We must not expect them to buy canned corn when fresh on the cob is available and the same thing applies to other vegetables, but, heaven knows, the grocer has thousands of other items to sell if he brings them to the attention of his trade, but in most instances he does not try—he simply waits for the people to come to him to buy what he has to sell.

"If some of the retail grocers would take a leaf from the tea and coffee peddler he would get a surprise. Yesterday, on my way to the office, I noticed one of these fellows at work. I stopped him, asked some questions—looked into his basket. This fellow carried a basket with him that had several specials in it that he took in the houses with him to show his customers. I asked what success he had with this method. His reply was: "I sell something in each place and I change my basket each week." This basket contained seasonable suggestions entirely foreign to the tea and coffee business, but he brought to the housewife's table suggestions that evidently interested her.

"So my answer is, show seasonable goods; do not offer snow shovels in dog days at regular prices."

Keep Your Stocks Up

NOW THAT prices of grocery commodities have reached rock bottom, it remains for the merchant to keep his stock well up to standard, and keep business moving by selling all the time. Business men in close touch with market conditions in foodstuffs believe that the lowest price levels have been reached, and shrewd buyers are already in the market for certain commodities, asserting that buying of these lines at present quotations is good business.

"Sitting on the side of the road looking at a flat tire, is certainly not going to mean progress" remarked a business man the other day. Likewise standing back in one's store, reading newspaper reports of business depression, and thinking along the same lines will not increase sales. The enterprising merchant will counteract this feeling by adopting measures to keep up his sales. He will not neglect his buying, but will keep his purchasing within bounds, at the same time, maintaining his stock in such volume, as to always be able to meet the requirements of the public. Advertising, constantly displaying, and selling talks to the customer at the counter and on the telephone, will stimulate trade, keeping your stock moving and enlarging your buying power. There should be no room for the pessimist in the grocery trade, and with energy applied to turning one's stock, there should be no grounds for complaint.

Retailers' Day

RETAILERS are reminded that next Wednesday, August 31, is retailers' day at the Canadian National Exhibition. Hundreds of merchants will be in attendance on this day, and retailers generally should make it a point to be present. Opportunity will be afforded for exchanging ideas helpful in the development of trade, by meeting fellow business men. This is bound to result profitably for the dealer, to say nothing of his chance to get first-hand knowledge of the goods he is selling, by viewing and getting in touch with the demonstrations of various food products. He will learn as he can in no other way, facts about certain foodstuffs, that will aid him materially in increasing his sales. It will be well worth while for the merchant to set this day apart and come to the Canadian National .

Editorials in Brief

Every line in your store will sell better if so displayed as to make it appear attractive. Many lines will sell themselves if you give them proper display.

* * * *

If people are less inclined to buy than sometimes, cure that tendency by urging them harder with better advertising and more of it, and with better displays and better salesmanship.

* * * *

The reduction in freight rates in the United States will have a direct bearing upon many lines of grocery commodities, and will result in these lines being laid down at a considerably lower cost. For instance, the old rate, on dried fruits, such as raisins and prunes, was $2.00 per hundredweight from the coast to Toronto. The new rate is $1.25 per hundredweght or three-quarters cents per pound reduction.

Correct Margins Are Again Explained

Grocer Writes Inquiring re Margins and What They Should Be on Certain Commodities—"If My Overhead is 20 per cent., What Should the Gross Profit be on the Average?" He Asks.

By HENRY JOHNSON Jr.

DEAR SIR:—Would you kindly state the average gross profit a merchant should get on the following grocery items:

Cereals, canned goods, bottle goods, fruits and vegetables, butter and eggs, cheese, soap and soap powder and sundries.

If my overhead is 20 per cent., what should the gross profit be on the average?

I have figured gross profit on the selling price, but my net gain does not show up as it should. Yours very truly,

It is my thought that the grocery business needs to have a condensed guide, in dictionary form, of correct margins—and if somebody does not write it soon, I believe I shall write it myself. I'll do that if only to get rid of some of these perrenial questions on elementary matters! Surely, that knowledge is needed badly enough to be tabulated and put within the reach of all. It would do more to stabilize the grocery business on the basis of something near to a science than any other thing I can think of.

"Cereals?" What are cereals? That classification runs into a wide variety of items. Rice is a cereal. The correct margin must begin at 20 per cent; but it can work up 40 per cent on the higher grades in certain circumstances. The wise merchant will have two or three popular priced rices with which to meet competition; but he will get fine margins on his fancy heads. Let us think of 3 for 25 cents and 10 as the popular ones. But there can be one at 12½ cents and another—"the very finest thing to be found anywhere, madame," at 15 cents. Now note that the 3 for 25 cents can cost, say, 6 cents or even at a pinch, 6¼ cents. If 6 cents, the margin at 9 cents for a single pound, will be 33 1-3 per cent, and in full 20 cent lots, you will have 25 per cent. But your 10 cents may cost only 6½ and thus yield you 35 per cent, or if 7 cents, 30 per cent flat. The 12½ should not cost more than 8 cents on this schedule, thus yielding 35 per cent, and the 15 cents can cost not more than 8½, possibly only 8 cents, thus giving you 43 1-3 down to 40 per cent.

Good Goods Sell Best Anywhere

Now, the fun of this is that judicious display, plus moderately good salesmanship will result in the sale of a much greater proportion of the 15 cent and 12½ cents than of the lower priced lines. Indeed, you will find your lower priced ones neglected after a time, for folks like big, whole beaned rice. Yet if you had no low priced lines, you would be regarded as "a high priced merchant." Such is human nature.

I have not included any at 20 per cent. That is apt to take care of itself. If there is strong offering competition where your trade can buy a fair rice for, say, 7 cents, four for 25 cents, you must have something as low as that; and maybe you will have to work on 20 per cent to get an acceptable quality to sell on that basis; but strive always for something better, and you can make it go.

So you can reason out your oats, tapioca, sago, barley, starches both laundry and cooking. The aim must be to enhance the average margin. That can be accomplished by judicious assortments and varieties so you can cultivate the tastes and preferences of your customers.

In all this work you must ever remember that "nobody can please everybody." You can neither sell to nor meet the approval of every customer. Do not try it. Be happy if your work appeals to a majority—as it will if you work it right—and you will find that you are gradually attracting more discriminating people to your store. Let me say, too, that money is to be made, ordinarily speaking, only out of the discriminating folks—those who want something besides mere price. Even the cash grocer, even the cash-and-carry grocer—finds this to be true.

Many Items in Broad Classifications

There are so many items in any broad classification that they are apt to mislead and confuse us. In "cereals," for example, we find rolled oats which very often is a highly competitive item. Quite possibly you have to sell this, sometimes, on a margin less than 20 per cent. But here too, you can be your own master provided you know how to lead customers' attention away from price to quality, wrapping or any other character of service.

All such subdivisions run into details which must be studied by each merchant in the light of his location, environment and the kind of service he expects to render.

"Canned goods" again is a term so broad that it could cover an entire stock. Boned chicken is canned goods; so also is the lowest grade tomatoes that any packer may have the nerve to label "standard." Yet the two items are as wide apart in character as are kerosene and tea. Tomatoes in themselves run into five general grades: Baltimore standards, extra standards, choice, extra choice solids and fancy solids, to put it roughly. The same applies to corn. Both must bear margins varying from 20 to 30 per cent, though it is easier to follow out the corn argument logically than that of tomatoes. Think of corn this way:

Food value is about the same—barring the variation in the sugar-water, called "cream," which is added to some grades in greater or lesser proportion, so we start with standard Illinois or Iowa sugar corn at 20 per cent. Next choice westerns at 22½ per cent; then standard easterns—New York, and Maine, for example—at 25 per cent; next extra easterns at 27½ and finally fancy Maine at 30 per cent.

The justification here from the standpoint of the consumer is that food value is about the same and the variations occur in taste, tenderness and other mere palate tickling properties. The merchant looks at them from the standpoint of earnings; and he grades the margins in proportion as they may be items the consumer can afford to pay more for, plus those which turn more slowly and thus must bear more margin. The standard westerns at 20 per cent are apt to be bigger profit producers than the 30 per cent items in many stores because they are near to the people, sell freely in volume and can be turned monthly, while the fancy, high-brow stuff may turn only once a season and thus show very modest earnings even at 30 per cent.

Luxuries versus Necessities

An item like fancy pineapple middles in glass is purely luxury. It is no better than the same goods in tin, but it costs much more and is much more risky. Thus a margin of 40 per cent is not only justifiable but about fundamental on that. Ordinary No. 2 tins of slices should bear 22½ to 25 per cent for obvious reasons.

"Bottle goods"—what is that? Bluing and East India Chutney are both in bottles! Singularly enough, bluing, which is a low-down staple of little intrinsic value, is one which bears a wide margin. But taking something like ordinary ketchup (or catsup, if you prefer), we shall strike margins of 25 down to less than 19 per cent and yet be on solid ground.

For here we shall have the less popular brand which costs us $2.25 and which we sell at 25 cents, thereby realizing 25 per cent, or which costs $2.10 and sells at 23 cents or 2 for 45 cents, realizing 22½ per cent or better, down to the ready seller which costs us, say, $1.95 and sells for 20 cents, yielding us just short of 9 per cent.

Our figures and conclusions are al-

(Continued on page 36.)

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Quebec

Small's Limited, Montreal, who have undergone re-organization and are now known as Small's Maple Products Co., have appointed H. Harris, who has been associated with them for many years as sole representative for Toronto and part of Ontario.

Ontario

Arthur Tuck has opened a grocery store in Oakville, Ont.

Pleading guilty to the charge of selling adulterated bologna sausage, a Toronto grocer was fined $35. and costs in the police court.

Amos B. Gordon & Co. Toronto have moved their offices from the Board of Trade Building 26 Wellington Street E.

The Dominion Match Co. has also transferred its offices from the Board of Trade Building to 26 Wellington Street E.

WILL RECEIVE THE MEMBERS OF FRENCH SAMPLE TRAIN

Ottawa Ont. Aug 22—A. J. Mayor of S. J. Mayor Limited, Wholesale Grocers, second vice-president of the Ottawa Board of Trade, has been appointed chairman of the committee to receive the members of the French "sample" train when it arrives in the city on its way West sometime this month.

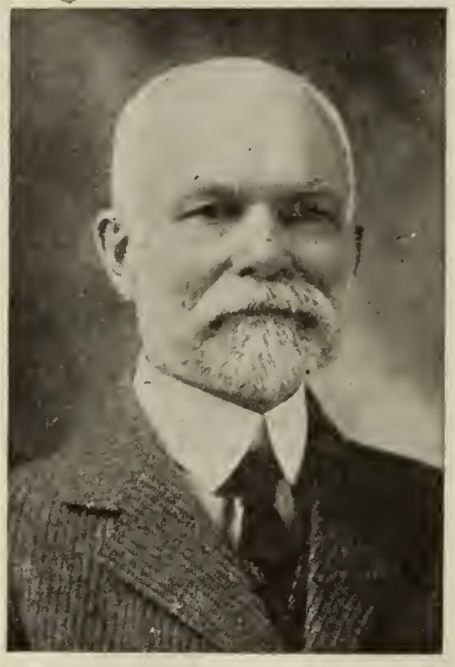
JAPANESE TEA EXPORTS.

In 1918 there were 50,000 tons of tea exported from Japan to America, while in 1919 the amount exported decreased to 30,000 tons, and in 1920 there were only 23,000 tons exported.

New Goods

The Fisk Chocolate Co., Limited., 4-6-8 Clifford St., Toronto, Ont., has recently been organized, for the purpose of manufacturing high-grade chocolate products. It is the intention of the company to specialize in one cent lines, giving the kiddies a pure one cent bar. The company expects to commence shipping September first.
department.

Langley Harris & Co., Ltd., Toronto are the selling agents for the new products.



HENRY WATTERS

of Ottawa, Ont. treasurer of the Dominion Board of the R. M. A. who will be one of the speakers at the Directors' luncheon on Retailers' Day, Wednesday, Aug. 31, at the Canadian National Exhibition, Toronto.

Burglars Robbing Smaller Stores In Owen Sound

One or more burglars are operating in and around the small stores in Owen Sound and vicinity. One day last week a man, carrying a small oil can, stepped into John McMillan's grocery at the corner of Fifth Ave. and Eighth St. E., with the request to purchase a half gallon of coal oil. Mrs. McMillan, who was alone in the store at the time, proceeded to the rear of the building to fill the order. While she was doing so she thought the young gentleman acted rather queerly in the manner in which he slid off the counter; she looked into the till almost at once, and discovered that bills to the amount of $10 were missing. She followed the burglar outside, and when he turned around to see if he was being followed, beckoned to him to return. He was by this time about two-thirds of the way down the block on Fifth Ave. between Eighth and Ninth Streets.

On finding that he had been suspected, he at once dropped the oil can, and started on the run down Fifth Ave., turning the corner and going west on East Ninth St., when he disappeared from view.

It is said that there are a couple of these young men going around to the small stores in Owen Sound as only a few days ago, another lady storekeeper lost fifteen dollars in a similar manner.

President of The Patterson Candy Co. Passes Away

Toronto, Aug. 23—John Patterson, President of the Patterson Candy Co., Ltd., Queen street west, died last Thursday at his home, 71 Indian Grove, in his 61st. year. The immediate cause of his death was pneumonia, but Mr. Patterson had not been well for some time and for the past two years had been virtually retired from business.

Mr. Patterson come to Canada from Ireland over 40 years ago, and in 1888 founded the business which he carried on until his death. At first he was in the retail business, still having a store on Yonge street, but a year later entered the wholesale field, paying particular attention to it, especially during the past 15 years. He was a member of St. Patrick's Chapter and Alpha Lodge, and also was a member of the Canadian Manufacturers Association. Mr. Patterson for some years had been a director of the Merchants Fire Insurance Co.

He leaves two sons, William A. and B. J., who carry on the business founded by their father.

ADVERTISING AFFILIATION CONVENTION WILL BE HELD IN HAMILTON

The Advertising Affiliation Convention will be held in Hamilton, Ont. ,at the Royal Connaught Hotel on September 30 and October 1, when it is expected that over 1,000 members will attend. In addition to the present clubs which hold membership in this organization, viz., Cleveland, Rochester, Buffalo, Canton and Hamilton, five new clubs will line up for the event. It is expected that Erie, Toledo, London, Ont. and Toronto and Montreal will be granted permanent membership in the organization.

Lawrence P. Murphy, for the past 12 years with Bate & Co, Sparks street Ottawa, passed away suddenly in the store on Saturday August 14th. at 1.30. The deceased was employed in the meat department.

NEWS FROM WESTERN CANADA

Western

F. D. Britton, who conducted a grocery store at 42nd street and Victoria Road, South Vancouver, for ten years, has now opened a grocery store at 177 Ewen Avenue, New Westminster.

H. Woolison of Clayoquot Sound Packing Company, while in Winnipeg last week called upon the Company's western representatives, H. R. Pennock & Co.

Filling Orders For Dried Fruits With Difficulty

A. Rosenburg, of Rosenburg, Bros., San Francisco, packers of figs, raisins prunes, etc., is at present touring Vancouver Island accompanied by Lionel Heyneman, also of San Froancisco. Mr. Rosenburg was holidaying in this country two years ago, hence the return visit. The party motored up in a"Pierce Arrow" and declare the reads from San Francisco to Port Angeles to be in excellent condition. According to advices from California the western jobbers are filling their requirements for dried fruits with great difficulty. The western policy has been to postpone the purchase of all merchandise and in the meantime European buying of some magnitude has developed and visible supplies have rapidly decreased. Now the wholesalers are coming into the market in almost a panic, and the prices have been greatly strengthened by this action. Some are going to be disappoited accordig to one broker.

Wholesale Grocery Employees Have Enjoyable Picnic

WINNIPEG, Aug. 24—The employees and friends of the Campbell Bros. & Wilson Co., wholesale grocers held their annual picnic in Selkirk park the other day. Due to the generosity of the patrons, the twelth annual picnic, afforded much enjoyment to over two hundred people, ranging in ages from wee kiddies in arms to veterans of many years service. The programme, a long and varied one, kept every one at concert pitch, for the greater part of the day, and for those who preferred the light fantastic, dancing to the music of the firm's five-piece orchestra, was the attraction, in the pavilion.

The patrons, to whom the picnic owed its being are R. J. Campbell, R. R. Wilson, S. A. Campbell, W. R. Campbell, A. D. Campbell, and Mrs. J. L. Bathgate. The success of the day was due in a great measure to the activities of S. A. Campbell, W. R. Campbell, W. Duff and W. Hull.

J. A. BANFIELD

of Winnipeg, who is presiding at the annual convention of the Dominion Board of the R. M. A. meeting in Winnipeg this week.

MARKETINGS OF LIVESTOCK FOR THE FIRST HALF OF 1921

Marketings of livestock at Canadian stockyards for the first half-years of 1920 and 1921, respectively, show the number of head handled to have been made up as follows:—

	1920.	1921.
Cattle	283,765	265,690
Calves	135,387	100,510
Sheep	91,957	82,653
Hogs	354,784	311,067

The recorded sales at the various yards were:—

	CATTLE.		CALVES.	
	1920.	1921.	1920.	1921
Toronto	145,530	145,874	48,523	36,699
Montreal:				
East End	17,133	12,928	33,715	22,827
Pt. St. Charles	15,179	15,296	42,354	32,573
Winnipeg	46,031	42,346	4,884	4,872
Calgary	45,469		33,403	3,290
Edmonton	14,423	15,843	1,611	1,122

	HOGS.		SHEEP.	
	1920.	1921.	1920.	1921
Toronto	173,846	144,786	28,336	39,563
Montreal:				
East End	22,473	20,336	9,059	7,550
Pt. St. Charles	32,767	42,453	9,802	11,386
Winnipeg	84,442	65,650	6,887	5,564
Calgary	23,866	21,571	35,714	16,516
Edmonton	17,390	16,261	2 159	2,074

Returns at Moose Jaw and Prince Albert are not included in the above figures.

Plans To Build A Good Ice House And Refrigerator

Editor, Canadian Grocer;-

Can you tell me where to get plans to build a good ice house and refrigerater that will keep meat dry and cool?

W.P.R.

Eckville, Alta.

Answer.—Ice can be stored in a very inexpensive building if a few of the fundamental rules for the storing of ice be followed. Cold air does not rise but rather it falls and therefore it is necessary to have the ice above or at least on the same level as the cold room. Your best plan would be to build in the ice house, say, 18 feet square. In the interior of the house build a small storage room leaving room above and around it for the storage of the ice. The walls for this small room will have to be quite tight and strong, and the ceiling may be low, say six feet. It would be better to have a little anteroom or hall from this room to the outside and the doors both outer and inner must be well made, and always kept closed. Regarding the storage of the ice the first thing is to see that the bottom of the ice will be well drained so that no water will collect and melt if from the bottom. The next essential is sufficient ventilation over the top of the sawdust which covers the ice. The ice should be packed in during cold weather and the joints between the blocks should be broken to stop the movement of air. We have heard of the joints being filled with water and allowed to freeze and no doubt this would help considerably in keeping the ice. There should be a space left from 8 to 12 inches wide between the outside walls and the ice and this should be packed well with dry sawdust. Tramping too hard is not recommended. At least a foot of dry sawdust should be spread over the top of the pile and this should be kept dry, at least the first two or three inches of it, by having windows in the ends of the roof. These should be left open at least during the nights. Building the house in the shade of trees or of some other building will also help considerably. Provide drainage at the bottom by putting in an open drain and using about one foot of broken stone, coarse ashes, straw, branches of trees, etc., under the sawdust and ice to allow the water to escape.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centers.

MARKETS AT A GLANCE

A WHOLESALER recently remarked "from now on we can look for better conditions and I firmly believe that the lowest levels have been reached on most general lines and a firmer market can be expected. We are buying fairly heavy and think it good advice for the retail trade to do the same on such lines where strength is shown, particularly in the primary markets."

This appears to be the sentiment throughout the entire trade, both manufacturers and wholesalers freely express the opinion that the turn has come and that the pendulum of low prices has swung to the lowest levels and in fact, on many lines of grocery commodities it appears, that in some instances, the reductions were too drastic and now that distressed stocks are fairly well liquidated, an upward tendency can be expected.

There is no change in refined sugar. All refiners continue to quote on the basis of $8.75 f.o.b. Montreal. There appears, however, to be some irregularity in wholesalers prices, some sales going at below the regular basis. There has been a series of declines in the raw market during the week under review. Porto Ricos opening at 4.85 cents and finally resting at 4.50 cents, at which price the market appears to have steadied. There has also been sales of other sugars such as Philippines and St. Croix at the declines recorded. There were apparently no full duty sugars offered, though it is understood that Canada paid 2.65 cents f.o.b. for 18,000 bags of San Domingo. Other sales of these sugars were made to New York refiners to be refined for export. One American refiner reduced the price ten points making the price $5.90, but the others continue at $6.15. The European beet crops are turning out better than at first estimated and the weaker condition on the New York market is being reflected in lower prices for raws in the United Kingdom.

There is a more active movement in teas, principally by speculative buyers who are apparently taking all the blacks on spot that are offered. This is the result of the stronger condition in primary markets which have shown considerable advance over the lowest points. With stocks of good teas low and production lessened, there is no doubt but that from now on, higher tendencies can be expected.

Shelled walnuts are practically cleaned up both on spot and in primary markets, many importers being entirely out with no prospect for further supplies until the new crop arrives which rarely does much before Christmas. Shelled almonds are also firmer while brazils and pecans hold steady to firm.

Canned goods are stronger and it is intimated that the market will be higher, attributable to the short pack and small carryover. This same condition also exists in jams although in some quarters the low price is still quoted.

QUEBEC MARKETS

MONTREAL, Aug. 24—The grocery market shows improvement, and merchants are looking forward to a good fall business which has been hastened on by cooler weather. This has shown itself plainly in more active buying and is also warranted by a stronger market almost throughout. The grocery market in many phases creates more interest on the part of those concerned than it has for some time. The sugar market is more stable with stronger tendencies. Rice is holding its strength with a slight advance quoted by the millers. Perhaps the most striking feature is the interest that is being taken in the tea market with every prospect for higher prices and an absence of cheaper grades, particularly the lower grade Japans. The cereal market is also steadier with improved movement. Considerable interest has been lately attached to the quotations on canned salmon and an announcement made last week shows the new prices to be higher than last year's. Canned tomatoes are also higher in price and some jams are advanced. In vegetables lower prices are quoted on local produce with a slight drop in potatoes, corn, and a big drop in tomatoes, while cabbages are higher.

CANNED TOMATOES HIGHER

Montreal

CANNED GOODS—The only change in canned vegetables is another advance made by local wholesalers in the prices quoted on canned tomatoes. There is a shortage and a good demand which accounts for a further advance of five cents a dozen. There is little change in canned fruit apart from an advance quoted on Raymond jams, which is purely a matter of supply and demand. The four pound tin of strawberry is advanced 50 cents to $13.25 per dozen and raspberry to $12.00.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	4 40	
Asparagus, imported (2½s)		6 00
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.		1 50
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 45
Do., 2½s	1 80	1 85
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, standard	1 80	1 90
Do., early June		2 00
Do., extra fine, 2s		3 00
Do. Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Choice, 2-lb.		1 87½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS

Apricots, 2½-lb. tins		4 50
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants black, 2s, doz.	4 00	4 05
Do., gals. doz.		16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.		3 10
Do., 2½-lb.		5 00
Do., 2-lb.		4 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, heavy syrup—		
2-lb.		3 90

2½-lb.		4 50
1-lb.		2 90
Pears 1s		3 20
Do., 2-lb.		4 10
Greengage Plums, heavy syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb.		2 25
Do., light syrup		2 00
Pineapples (grated and sliced), 2½-lbs.		4 50
Do., 2-lbs.		3 60
Do., 1-lb.		2 00
Strawberries	4 00	4 10
New Pack Strawberries—		
Standard No. 2, per doz.		4 60
Choice grade		4 70
Fancy Preserved		5 50
Rhubarb, preserved		2 80
Do., gallon		5 75
Canadian Pineapple (sliced)		4 80
New Blueberries, 2 lbs.		2 25
Do., 1 gal.		12 00

IMPROVED BUYING OF CEREALS

Montreal

CEREALS—There is no change in quotations on cereals. The market is quite firm with a marked improvement in buying due to the cooler weather and the approach of the fall season.

Oatmeal, gran. fine standard		4 00
Rolled Oats, 90 lbs.		3 60
Pearl Hominy		3 25
Cornmeal, Gold Dust Brand		3 25
Graham Flour, 98 lbs.		7.65
New Buckwheat Flour		6 75
Pot Barley		5 25
Pearl Barley		5 25
Beans, Ont.		3.50
Do., Can.		3 30
Lima Beans		0 10
White Beans		0 06½
Green peas, dried	0 03	0 05¾
Flaxseed		0 06
Ground Oil Cake, per bag		3 00
Split peas, per bag		6 00

HIGHER PRICES ON SALMON

Montreal.

CANNED SALMON—The new season's prices on canned salmon were issued the latter part of last week and they show an advance throughout. As pointed out previously the catch was small and the supplies will be limited. The advance was even more than was expected. Coupled with this there is a big demand from Europe and the shipments there will cut down orders placed here to 60% on halves and 35% on talls. Reports state that the pack is smaller than last year's which was also short. Wholesalers have advanced chums to $1.50, pinks to $1.60, cohoes halfs flat to $1.80, Red Spring to $3.75, Clover Leaf halfs, to $2..80 and flats and talls to $5.30 and $5.20. Other sockeye brands are advanced to $5.20. The indications are that at this price it is a good buying market.

COFFEE MARKET STEADY

Montreal.

COFFEE—There is no change in the prices quoted on coffee. This market is steady and quite firm with a good demand which is improving in prospect for the fall trade.

DRIED FRUITS STRONGER

Montreal.

DRIED FRUITS—The dried fruit market shows improved activity with buying particularly free on currants and raisins. The whole market is firm with good prospects for the fall. Dried apples are off the market until the new crop and it is expected that the opening price will be around 15c.

Montreal

Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)	0 13	0 15
Peaches (fancy)		0 28
Do., choice, 15.		0 25
Pears (choice)		0 22
Do. fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon, new pack	0 46	0 47
New Pack—		
Orange	0 48	0 49
Citron		0 76
Choice, bulk, 25-lb. boxes, lb.		0 22
Peels (cut mixed), doz.		3 25
Raisins (seeded)—		
Valencias		0 23
Muscatels, 2 Crown		0 22½
Do., 3 Crown		0 23
Do., 4 Crown		0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy Seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 oz.		0 27½
California Seedless, in bulk	0 18½	0 19
Cluster, 20 1 lb. pack.		6 75
Currants loose	0 12	0 15
Do., Greek	0 13	0 15
Dates, Excelsior (36-10s), pkg.		4 85
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 00
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do. 2¼'s, lb.		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), 22-lb. boxes, each		0 11
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 25
30-40s		0 19
40-50s		0 17
50-60s		0 13½
60-70s		0 12
70-80s		0 10½
80-90s		0 09½
90-100s		0 09

PACKAGE GOODS UNCHANGED

Montreal.

PACKAGE GOODS— There is no change in the quotations made on lines listed herewith. The market in these lines is steady with a fair trade passing. Toro soap tablets are reduced one dollar per gross and Pastene's Pastes are reduced to $4.05 per case. It is intimated that there will be further reductions in macaroni and spaghetti but to date these have not come.

PACKAGE GOODS

Breakfast food, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78*
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case	3 40	3 55
Cornmeal, yellow, 24s		2 85
Do., 36s		4 16
Oat Flakes 20s		4 80
Do., 18s		2 00
Do., aluminum, pkg.		6 10
Oatmeal, fine cut, 20 pkgs.		6 75
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		3 25
Hominy, pearl or gran., 2 doz.		3 00
Health Bran (20 pkgs.), case		3 50
Pancake Flour, case		3 60
Do., self-rising, doz.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s, case		6 50
Self-rising flour (3-lb. pkg), doz.		2 80
Do., (6-lb. pkg.), doz.		5 50
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 10⅛
Potato flour		0 12½
Starch (laundry)		0 08⅛
Flour, tapioca	0 15	0 16
Shredded Krumbles, 36s		4 35
Shredded Wheat		4 95
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		
Celluloid Starch, 45 pkgs., case		4 20
Package cornmeal		3 00
Malt Breakfast Food (36 pkgs.)		9 50
Quaker Two-Minute Oat Food		1 80
Macaroni		2 25
Quaker Quakies		3 40

SUGAR MARKET STEADY

Montreal

SUGAR— There has been very little change in the sugar situation. The raw market has had varying drops and rises but none are sufficient to affect this market. There is a steady trend to the market which encourages heavier buying and sales are improving.

Granulated sugar, per cwt.		8 75
Do., barrels		8 80
Granulated, gunnies, 20-5		9 15
Do., cases, 20-5-lb. cartons		9 35
Do., gunnies, 10-10		
Do., cases, 50-2-lb. cartons		9 50
Yellow, light, per cwt.		8 35
Do., medium, per cwt.		8 35
Do., dark, per cwt.		8 15

SPICES IMPROVED

Montreal

SPICES— Business in spices shows a marked improvement in prospect for the fall trade and although there is no change in quotations the trend of the market throughout is steady.

Allspice	0 18	0 20
Cassia, pure	0 27	0 30
Cocoanut, 20 lb. pails, per lb.		0 46
Do., sweetened, lb.		0 38
Chicory (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 35
Pure, ground		0 35
Cream of tartar (French pure)	0 65	0 70
Do. American high test	0 75	0 80
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 40
Do. 80, lb.		0 38
Do., 100, lb.		0 35
Do., ground, 1-lb. tins		0 45
Pepper, black		0 25
Do., white		0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do. package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

HIGHER PRICES FOR RICE

Montreal

RICE—The rice market has not offered, since the early days of the war such a buying opportunity as is at present afforded. Prices are on the upward trend and millers here have in the past week again advanced their prices on the better grades by 25c. per cwt. Many of the wholesalers have however not made any change corresponding as yet , but with the present strength of the market it seems evident that this change must come.

Carolina extra fancy		0 07
Do., fancy)		0 06
Honduras, fancy		0 05¼
Rangoon CC, per cwt.		3 90
Do., B., per cwt.		4 15
Texas rice		0 05
Siam		0 06
Tapioca, per lb. (seed)	0 08	0 09½
Do. (pearl)	0 08	0 09½
Do. (flake	0 08	0 09)½
Honduras		0 07
Siam		0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

MOLASSES PRICES STEADY

Montreal.

MOASSES— There is no change in the molasses price this week following a decline made by certain Montreal wholesalers one week ago. The present price stands with every appearance of steadiness although the buying of molasses is slow at the present time.

	Price for Island of Montreal
Barbadoes Molasses—	
Puncheons	0 71
Barrels	0 73
Half barrels	0 73
Puncheons, outside city	0 69
Fancy Molasses (in tins)—	
16-oz. tins, 2 doz. case, per doz.	2 40

2-lb. tins, 2 doz. in case, case	4 40	7 25
3-lb. tins, 2 doz. in case, case	5 75	10 75
5-lb. tins, 1 doz. in case case	....	8 95
10-lb. tins, ½ doz. in case, case	....	8 60
Corn Syrup—		
Barrels, about 700 lbs.	....	0 06½
Half barrels, about 350 lbs.	....	0 06¾
Quarter barrels, about 175 lbs.	....	0 07¼
2 gals., 25-lb. pails, each	....	2 25
3 gal., 38½-lb. pails, each	....	3 25
5 gal., 65-lb. pails, each	....	5 20
2-lb. tins per case	....	4 00
5-lb. tins, per case	....	5 30
10-lb. tins, per case	....	5 00
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case.	....	4 60
5-lb. tins, 1 doz. in case, case	....	5 90
10-lb. tins, ½ doz. in case, case	....	5 60

CHEAPER TEAS WILL BE SCARCE

Montreal

TEAS— While there is no change in the quotations made at the present time on teas, cable reports indicate that there will be a shortage of the cheaper grades, particularly low grade Japan teas. The advice is that the new crop will be marketed at a higher price with smaller supplies to draw from and a much stronger market. It may be easily understood that when Canada starts to buy tea on a big scale, the present low state of supplies on hand will be suddenly realized.

Ceylon and Indians—		
Pekoes	0 22	0 26
Broken Pekoes	0 32	0 40
Broken Orange Pekoes	0 48	0 55
Javas—		
Broken Orange Pekoes	0 48	0 55
Broken Pekoes	0 35	0 40
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
JAPAN TEAS (new crop)	....	0 77

Above retail prices range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 35	0 40
Orange Pekoes	0 37	0 45
Broken Orange Pekoes	0 37	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

LEMONS REDUCED AGAIN

Montreal.

FRUIT—Another reduction in lemons is recorded this week which brings the price down to $4.75 per case. Oranges are also lower in price, but bananas seem to be able to hold up despite the fact that fruit dealers claim the price should be lower. Malaga grapes are listed now at $7.00 per crate. Canadian peaches and plums are selling here at $1.25 per basket, wholesale.

APPLES—		
Hampers, per bushel	....	2 50
Boxes, 175s, 216s	....	4 50
Bananas (as to grade), bunch	7 00	8 00
Cantaloupes, 36-54s	....	7 00
Lemons, 300-360s	....	4 75
Cal. Naval oranges, 126-150s	7 00	7 50
Do., 176-200-216-250s	....	7 00
Do., Blood Oranges, half boxes	....	3 75
Plums, Canadian, 11-qt. basket	....	1 25
Peaches, Canadian, 11-qt. bas.	....	1 25
Tangerines	....	4 25
Watermelons, each	....	0 90
Georgia Peaches, crate	....	3 00
California plums	3 75	4 00
Malaga grapes, per crate	....	7 00
Montreal melons, per crate	....	2 50

WALNUTS STRONG IN PRICE

Montreal.

NUTS—The only feature of the nut market is the strength of walnuts with higher prices reported for shipments now on order. The spot stocks of Bordeaux are offered at 80 cents but the new crop will have to be quoted at 85 cents at least. There is nothing shipped yet for this market and supplies are low.

Almonds, Tarragona, per lb.	0 22	0 24
Do., shelled	....	0 54
Valencia shelled almonds	....	0 44
Chestnuts (Italian)	....	0 18
Cocoanut (shredded, bulk)	0 33	0 36
Filberts (Sicily), per lb.	0 17	0 18
Brazil nuts (new)	....	0 20
Do., Barcelona	....	0 15½
Peanuts, Jumbo	....	0 15½
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java, No. 1	....	0 11½
Do., salted red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 35
Pecans, new Jumbo, per lb.	....	0 50
Do., large, No. 2, polished	0 29	0 30
Pecanss, shelled	1 00	1 50
Walnuts Grenoble, in shell	....	0 29
Marbot Walnuts	0 26	0 28
Do. new Naples	....	0 26
Do., shelled, Manchurian	....	0 68
Do. Bordeaux	0 63	0 68
Do., Chilean, bags, per lb.	....	0 40
Do., Spanish, shelled	....	0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

LOCAL VEGETABLES LOWER

Montreal.

VEGETABLES—The feature of the vegetable market is the lower quotations made on local produce. The biggest drop is in tomatoes, due to a big crop and the average price now asked is $1.25 per box. Corn is selling lower and new Quebec potatoes show a decline of 50 cents in the majority of cases. Buying is very free in these lines and the supply is also good. On the other hand cabbages, which are not so plentiful, are selling higher at $1.50 per dozen. New red onions show an advance of 75 cents on the old price.

New cabbage, local	....	1 50
Celery, Florida, per crate	4 00	4 75
Corn, per doz.	....	0 35
Do., California	....	11 00
Carrots, per bag	0 75	1 00
Montreal cucumbers, per doz.	0 50	0 75
Garlic, lb.	....	0 50
Horseradish lb.	....	0 60
Leeks, doz.	....	4 00
Lettuce	....	....
Parsley	....	....
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green ,doz.	....	0 50
New potatoes, Mont. (90-lb. bag)	....	3 00
Do., sweet, hamper	....	5 50
Corn, per doz.	....	0 20
Spanish onions, per case	5 50	6 25
Turnips, per bag	0 75	1 00
Tomatoes, Mont., per box	....	1 25
Egyptian onions	....	5 00
Red Onions, per cwt.	....	4 00
Texas Onions, per crate	....	3 50
Yellow onions, per cwt.	....	2 50

ONTARIO MARKETS

TORONTO, Aug. 24.—The markets for general grocery commodities continue to show indications for firmness and it appears that the lowest level on most lines has been reached and that the trend is now inclined to be upward. The pack of sockeye salmon is the smallest on record and the deliveries will probably only be about half of last year which it will be remembered was only 25 per cent. of normal. Canned peas are holding firm. Jams are also firm at the higher prices although in some quarters the low price is still quoted. Cereals are firm at unchanged quotations. The Prune and Apricot Association have named opening prices on the new pack. Shelled walnuts are practically cleaned up, both in primary markets and on spot. Teas show an active movement and there appears to be considerable buying by speculative brokers. Chilies are scarce with a firmer feeling throughout the whole spice market. Potatoes are easier, also lemons and oranges.

CANNED GOODS SHORT

Toronto.

CANNED GOODS—There is a pronounced shortage in this season's pack of sockeye salmon. The deliveries this season will probably be about one half of last year. It will be remembered that last year there was only a 25 per cent delivery and this year it will probably run only about 12½ per cent. New pack Alaska Reds are offered to arrive at $4.00 per dozen for talls. Standard peas are firm at $1.75 per dozen. The new list price on strawberry jam, fours, is 90 cents; raspberry fours, 80 cents and 16 ounce jars $3.75 per dozen. Some wholesalers, however, continue to quote, raspberry fours at 70 cents, strawberry fours at 75 cents, 12 ounce jars at $2.40 per dozen and 16 ounce jars at $3.25 per dozen. As the pack this year was a light one, there are every indications for higher prices on these lines. Clark's pork and beans in chili sauce show an advance, following are the new prices: Individual 95 cents per dozen; No. 1s, $1.35 per dozen; No. 1½s, $1.75 per dozen; 2s, $1.90 per dozen and 3s, $2.85 per dozen.

Salmon—		
Sockeye 1s, doz.	5 35	5 60
Do., ½s, doz.	2 65	3 00
Cohoe 1s, doz.	....	2 90
Do., ½s, doz.	....	1 90
Pinks, 1s doz.	....	1 45
Lobsterss, ½-lb., doz.	3 90	3 75
Do., ¼-lb. tins	1 95	2 40
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	....
Canned Vegetables —		
Tomatoes, 2½s, doz.	....	1 65
Peas, standard, doz.	....	1 75
Do., Early une	....	2 15
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.	....	2 20
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	....	1 50
Pumpkins, 2½s, doz.	1 45	1 50
Spinach, 2s, doz.	....	1 60
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Apples, gal., doz.		5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.	....	3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do. Green Gage	3 25	3 40
Cherries, pitted H.S.	....	4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00

CEREALS HOLD FIRM

Toronto.

CEREALS—The market continues to hold firm with rolled oats in active demand under stronger tendencies. There are no price changes.

Barley, pearl, 98s	5 50
Buckwheat flour, 98s	6 00
Barley, pot, 98s	4 75
Barley Flour, 98s	6 25
Cornmeal, golden, 98s	2 75
Oatmeal, 98s	4 50
Corn flour, 98s	3 75
Rye flour	9 85 6 00
Rolled oats, 90s	3 50
Rolled wheat, 100 lb. bbls.	7 00
Cracked wheat, bag	5 00
Breakfast food, No. 1	6 00
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 50
Flaxseed, 98s	7 00
Peas, split, 98s	5 7
Marrowfat green peas	0 08
Graham flour, 98s	4 75
Whole wheat flour	4 95
Wheat kernels, 8s	6 25
Farina, 98s	6 35

IRREGULARITY IN CORNFLAKES

Toronto.

PACKAGE GOODS—There still appears to be considerable irregularity in prices on cornflakes and shredded wheat, the former being offered at $3.25 to $3.50 and the latter at $4.50 per case. Manufacturers, however, are holding firmly to their list prices. Other lines are firmly maintained at unchanged quotations.

PACKAGE GOODS

Rolled Oats, 20ss, round, case	5 00
Do., 20s, square case	5 00
Do., 18s, case	2 00
Do., Aluminum Prem., 20s	6 10
Corn Flakes 36s, case	3 10 3 75
Porridge Wheat, 36s, reg., case.	6 00
Do., 20s, family, case	6 80
Cooker package peas, 36s, case.	2 85
Cornstarch, No. 1, lb. carton	0 10⅝
Do., No. 2, lb. cartons	0 10⅛
Do., No. 2, lb. cartons	0 09⅛
Laundry starch	0 08⅛
Do., in 1-lb. cartons	0 08⅞
Do., in 6-lb. wood boxes	0 08⅞
Do., in 6-lb. tin canisters	0 12⅝
Celluloid starch, case	4 15
Potato flour, case 20 1-lb. pkgs.	2 50
Do., case 24 12-oz. pkgs.	2 30
Fine oatmeal, 20s	5 75
Cornmeal 24s	2 85
Farina, 24s	3 25
Barley, 24s	2 75
Wheat flakes, 24s	5 00
Wheat kernels 24s	4 50
Self-rising pancake flour 24s	3 00
Buckwheat flour, 24s	3 50
Two-minute Oat Food, 24s	1 80
Puffed wheat, case	4 40
Puffed rice, case	5 70
Health bran, case	3 50
F. S. Hominy gran. case	3 00
Do., pearl, case	3 00
Scotch pearl barley case	2 70
Puffed rice pancake flour, 24s	2 85

NEW PRUNE PRICES NAMED

Toronto.

DRIED FRUITS—The opening prices on new crop prunes have been named by the Prune and Apricot Growers Association. These prices are considerably lower than last year and compare very favorably with those in 1917. Wholesalers have not yet definitely named their resale price, but 30/40 will probably be around 17 cents and 60/70 around 13 cents a pound. There is a good European demand for prunes and the tendency in the market is more inclined to be upward than downward. The reduction in United States freight rates, means that California dried fruits will be laid down at a reduction of three quarter cents per pound.

Candied Peels—		
Citron caps, 12 lb. boxes, lb.		0 50
Lemon caps, 12 lb. boxes, lb.	0 34	
Orange caps, 12 lb. boxes, lb.		0 35
Mixed containing 4½ lb. lemon, 4½ lb. orange, 3 lb. citron caps, per lb.		0 40
Drained Peel, mixed, cut ready for use, in No. 1's cartons, 3 3 dozen per case, per dozen		4 60
Currants—		
Greek, Filiatras, cases		0 17
Do., Amalias		0 17
Do., Patras		0 17
Do., Vostizza		0 23½
Excelsior, pkgs. 3 doz. in case		5 50
Dromedary 3 doz. to case		7 50
Fard, per box ap. 12 lbs.		3 25
Hallowee dates, per lb.		0 11
Figs—		
Smyrna layers, 4 Crn., lb.	0 30	0 32
Do., layers, 6 crn., lb.	0 36	0 38
Natural pulled, in bags		0 10½
Prunes—		
30-40s, 25s		0 20
40-50s, 25s		0 16
50-60s, 25s		0 13
60-70, 25s		0 10
70-80s, 25s		0 09½
80-90s, 25s		0 09
Peaches—		
Raisins"		
California, bleached, lb.		0 27½
Seedless, 15-oz. packets	0 27	0 29
Seeded, 15-oz., packets		0 28
Crn., muscatels, No. 1, 25s		0 22
Turkish Sultanas pkgs.		0 27
Thompsons, seedless		0 28½
Valencia		0 23
Evaporated apples	0 11	0 15

SHELLED WALNUTS VERY SCARCE

Toronto.

NUTS—There is a decided scarcity on shelled walnuts; this applies to both the French and the Manchurian varieties. Stocks in France are practically cleaned up. Spot stocks are extremely low, many importers being entirely sold out and have no further supplies in sight until the new crop arrives. The new crop is estimated to be below normal and prices so far available on the new crop, practically means that the retail trade will pay around 75 or 80 cents per pound for Bordeaux halves. As the new crop rarely arrives in Canada much before Christmas, it looks as though shelled walnuts will be almost entirely off the market before that time. Almonds are also stronger while brazils and pecans are holding fairly steady.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Grenobles, lb.	0 23	0 24
Walnuts, Bordeaux, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, lb.		0 30
Do., sweetened, lb	0 28	0 32
Do., shred		0 25
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 17	0 20
Mixed nuts, bags 50 lbs.		0 32
Shelled —		
Almonds, lb.	0 45	0 50
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.	0 73	0 75
Do., Manchurian	0 60	0 65
Do., broken	0 52	0 55
Peanuts, Spanish, lb.		0 10
Pecans, lb.		1 40

RICE CONTINUES FIRM

Toronto.

RICES—There are no new developments in the rice market which continues in a strong position with tendencies for higher levels.

Honduras, broken, per rlb.	0 07½	0 08
Fancy Blue Rose, lb.	0 08½	0 09
Blue Rose, lb.	0 06½	0 07½
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07*
White Sago	0 07	0 07½
Tapioca, per lb.	0 07½	0 08

ACTIVE MARKET FOR TEAS

Toronto.

TEAS—The market is extremely active for blacks and speculative brokers are buying freely of spot supplies. With the production considerably lessened and prices in primary markets advanced 8 to 12 cents per pound from the low point, the tendency is that spot stocks will also be advanced as the higher priced goods reach this market. New crop Japans are offered on spot at 58 cents per pound for first pickings as compared with 90 cents last year. The stock of Japans available for export is only about one half of former seasons or approximately 15,000,000 pounds. Canada imports between 6,000,000 and 7,000,000 pounds of Japans annually, so on the face it would appear that there is likely to be a shortage before next seasons crop is available.

Ceylons and Indians—		
Pekoe Souchongs	0 25	0 35
Pekoes	0 30	0 58
Broken Pekoes	0 35	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans		0 58
Do., seconds		0 50
Hyson thirds	0 30	0 35
Do., pints	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade.

CHILIES SCARCE

Toronto.

SPICES — Generally speaking the market is ruling firm on all lines, under an active demand. Chilies are scarce and some wholesalers are asking as high as 70 cents per pound, but others continue to sell at 50 cents.

Allspice	0 15	0 18
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 45
Mustard, pure	0 35	0 40
Pastry		0 28
Pickling spices		0 18
Mace		0 75
Peppers, black	0 20	0 23
Do., white		0 30
Paprika, lb.	0 60	0 70
Chillies, lb.		0 50
Nutmegs, selects, whole, 100s	0 22	0 26
Do., 80s		0 35
Do., ground		0 28
Mustard seed, whole		0 20
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Turmeric		0 30
Curry powder		0 35
Cream of Tartar—		
French, pure		0 40
4-oz. packages, doz.		2 00
The above quotations are for the best quality.		
8-oz. packages, doz.		3 50
cheaper grades can be purchased for less.		

SYRUPS STEADY AND QUIET

Toronto.

SYRUPS—This market is quiet with quotations holding steady.

Barrels, about 700 lbs., yellow	0 06½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 60
Cases, 5-lb. tins, white, 1 doz. in case	5 90
Cases, 10-lb. tins, white, ½ doz. in case	5 60
Cases, 2-lb. tins, yellow 2 doz. in case	4 00
Cases, 5-lb. tins, yellow, 1 doz. in case	5 30
Cases, 10-lb. tins, yellow, ½ doz.	

in case		5 00
Cane Syrups—		
Barrels and half barrels, lb..	....	....
Half barrels, ¼c over bbls; ¼ bbls.,½c over.		
Cases, 2-lb. tins 2 doz. in case	6 00	6 50
Molasses—		
Fancy, Barbadoes, barrels, gal	....	1 65
Choice Barbadoes, barrels	....	1 85
New Orleans, bbls., gal.	....	0 56
Do., half bbls., gal.	0 46	0 48
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ dozen to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25

SUGAR SELLING UNDER BASIS

Toronto.

SUGAR—There is no change in refined sugar. All refineries continue to quote on basis of $8.75 F.O.B. Montreal, and wholesalers list remains at $9.09 Toronto. There appears, however, to be some irregularity in wholesalers prices, some sales being made at below the regular basis.

St. Lawrence, extra granulated, cwt.	9 09
Atlantic, extra granulated	9 09
Acadia Sugar Refinery, extra granulated	9 09
Dom. Sugar Refinery, extra granulated	9 09
Canada Refinery granulated	9 09

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c gunnies, 10 10s, 50s; cartons, 20-5s, 60c; cartons

PEACHES COMING FORWARD

Toronto.

FRUITS—The feature of the fruit market during the week was the heavy supply of cantaloupes, which resulted in prices dropping about 75 cents per basket. Sugar sweets are quoted at 40 to 50 cents per basket and Salmon flesh at 65 cents. Yellow St. John peaches are arriving and are selling at 85 cents to $1.00 for sixes and $1.35 to $1.50 for elevens. Bartlett and Clapps favorite pears are arriving freely. The pear crop is a promising one but peaches are a short crop in contrast to the glut of last year. Lemons are again lower, now quoted at $5.00 to $5.50 per case. Oranges also dropped 50 cents per case, the prices now running from $6.00 to $7.00 per case according to size.

Oranges Valencies 100s	....	6 00
Do., 126s	....	6 75
Do., 150s and smaller	....	7 00
Lemons, Verdillis	5 00	5 50
Watermelons, each	....	0 75
Peaches, Elbertas, in boxes	....	2 00
Do., St. Johns, 6-qt. bkt.	0 85	1 00
Do. Do. 11-qt. bkt.	1 35	1 50
Do., white 6-qt. bkt.	....	0 75
Huckleberries, 11 qts.	....	2 75
Lawton berries	0 20	0 22
Cantaloupes, 16-qt. bkt.	0 40	0 65
Pears, Cal. Bartlett, box	....	5 00
Do., Canadian 11s	75	1 00
Bananas, per lb.	....	0 08
Apples, Eating, per bas...	75	90
Do., Cooking per barrel	5 00	7 00
Plums, 6 quart bas	50	60
Do., 11-qt. bkt.	0 85	1 00
Grapes, Cal. Malagas, crate	....	5 00

POTATOES EASIER

Toronto.

VEGETABLES—Several cars of potatoes have arrived from New Brunswick and also from the West, which has resulted in an easier market, at $3.00 to $3.25 per 90 pound bag. Dealers have been complaining about the quality of potatoes arriving from Ontario points. They point out that the Ontario producers have not been grading sufficiently and that too many small ones are in the bag. With the New Brunswick variety, dealers point out that producers in that Province grade closer and that the stuff now arriving is of the best quality. Cucumbers are cheap at 35 to 40 cents per basket. Celery is in good demand at 60 to 65 cents per dozen with the quality steadily improving. Pickling onions are commencing to move also red and green peppers.

Cabbage, per doz.	1 00	1 50
Potatoes, local, per bag	3 00	3 25
Head lettuce, crate	1 50	2 00
Tomatoes, 11s	30	40
New beets, per dozen	0 30	0 40
New carrots, per doz.	0 30	0 40
Wax and green beans, 11 qt. bkt.	....	1 00
Cucumbers, 11s	0 30	0 40
Corn, per doz.	15	20
Onions Spanish, crate	....	6 50
Do., sack, 100 lbs.	....	3 85
Celery, per doz.	0 60	0 65
Egg Plant, 16-qt. bkt.	0 75	1 00

WINNIPEG MARKETS

WINNIPEG, August 24.—There is a steady demand for all lines of groceries and the primary markets are showing a firmer tone. Tea and coffee markets are ruling firm under a good demand. The pack of sockeye salmon is considered very light and in consequence halves and tails are being offered at higher quotations. The sugar market remains steady under a heavy demand. All lines of dried fruit from reports just received from the primary market state that the market is firming up. All lines of nuts are showing a firmer tendency and spot stocks are low. Siam rice has advanced.

CANNED GOODS UNCHANGED

Winnipeg.

CANNED GOODS—There is a good demand for canned corn, peas and tomatoes and a light demand for canned fruits. Sockeye salmon is in good demand and the pack is considered very light in fact almost a failure, and in consequence halves and tails are being offered at higher quotations.

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, per case	7 00	8 00
Do., imp., ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	....	2 45
Do., ½s, 4 doz. case, doz.	....	4 20
Oysters, 1s, 4 oz., 4 doz. case, cs.	....	9 40
Pilchards, 1s, tall, 4 doz. case, cs.	....	7 10
Do., ½s, flat, 8 doz. cs., case	....	9 00
Salmon—		
Do., ½s, flat, 8 doz. in case	....	22 00
R. Spring, 1s, tall, 4 doz. case	....	16 75
Do., ½s, flat, 8 doz. case	....	18 25
Cohoe, 1s, tall, 4 doz. case	....	14 65
Do., ½s flat, 8 doz. case	....	16 50
Pink, 1s, tall, 4 doz. case	....	6 50
Do., ½s flat, 8 doz. case	....	8 25
CANNED FRUIT (Canadian)		
Apples, 6 tins in case, per case	....	3 25
Cherries, 1s, 4 doz. case	7 00	8 00
Peaches, 2s, 2 doz. case	6 50	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	6 50	7 00
Do., Lombard, light syrup, 2s, 2 doz. case	4 75	5 25
Do., heavy syrup, 2s, 2 doz. case	6 00	6 50
Raspberries, 2s, 2 doz. case	8 50	9 00
Strawberries, 2s, 2 doz. case	8 00	8 50
CANNED FRUIT (American)		
Apricots, 1s, 4 doz. case	....	11 00
Peaches, 2½s, 2 doz. case	....	12 00
Do., sliced, 1s, 4 doz. case	....	12 40
Do., halved, 1s, 4 doz. case	....	12 40
Peaches, 2½s, 2 doz. case	....	10 00
Do., 2s, 2 doz. case	....	8 25
Pears, 1s, 4 doz. case	....	12 00
Pineapples, sliced, 2s, 2 doz. case	....	7 60
CANNED VEGETABLES		
Asparagus Tips, 1s, tins, 2 doz. case, per doz.	....	5 00
Beans, Golden Wax, 1s, doz.	4 75	5 00
Beans, Refugee, 2s, 2 doz. case	4 75	5 00
Corn, 2s, 2 doz. case	3 25	4 00
Peas, 2s, 2 doz. case	3 90	4 10
Sweet Potatoes, 2½, 2 doz. case	....	7 00
Pumpkins, 2½s, 2 doz. case	3 00	3 75
Sauer Kraut, 2½ss, 2 doz. case	....	4 10
Spaghetti, 2 doz. case	....	2 15
Tomatoes, 2½s, 2 doz. case	3 95	4.15
Spinach, 2½s, 2 doz. case	....	6 55

STEADY COFFEE DEMAND

Winnipeg.

COFFEE—The coffee market remains firm and prices on spot show no change. The demand is steady and fairly active.

COFFEE—		
Rio, lb.	0 19½	0 20½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	.28	0 30
Santos, lb.	0 26	0 29

Winnipeg.

CEREALS—Higher prices are quoted for rolled oats and 80s are offered at $2.80 per bag. The market for cereals is firm. No change is reported in prices of package cereals. There is a good demand for most lines.

PACKAGE CEREALS		
Rolled oats 20s, rd. cartons	4 75	5 00
Do., 36s, case, square, bkts.	....	3 50
Do., 18s, case	....	2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, case	....	3 40
Puffed Wheat, 3 doz. cs., case	....	4 45
Puffed Rice, 3 doz. cs., case	....	5 75
Grape Nuts 2 doz. cs. case	....	3 80
Package peas, 3 doz. cs., case	....	3 00
Cream of Wheat, 3 doz. cs., case	....	9 15
BULK CEREALS		
Rolled Oats, 80s, per bag	....	2 80
Do., 40s, per bag	....	1 48
Do., 20s, per bag	....	0 77
Do., 10-8s, per bale	....	3 60
Do., 15-6s, per bale	....	4 10
Oatmeal, 98s gran. or stand., bag	3 40	3 50
Wheat granules, 98s, bag	....	6 50
Do., 16-6s, per bale	....	7 05
Peas, whole, green, 100-lb. bag, per bushel	....	4 50
Do. split, yellow, 98s, bag	....	7 95
Do., split, yellow 49s, bag	....	4 00
Cornmeal, 98s, per sack	....	3 25
Do., 49s, per sack	....	1 65
Do., 24s, per bag	....	0 85
Do., 10s, per bale	....	3 65
Buckwheat grits, whole, 981lb. bags, per bag	....	8 75
Beans, 100-lb. bags bushel	....	3 70
Lima Beans, 100-lb. bags, lb.	....	0 10½
Barley, pot, 98s	....	3 85
Do., 49s	....	1 92
Do., 24s	....	1 00
Barley, pearl, 98s, per bag	....	4 95
Do., pearl, 49s, per bag	....	2 52
Do., pearl 24s	....	1 28

DRIED FRUIT FIRM

Winnipeg.

DRIED FRUIT—Prunes are in good demand and are selling freely to take

care of the harvest requirements. California markets on all lines of dried fruits are firm and prunes are quoted from 1 to 2 cents per pound higher than wholesalers locally are asking for same. Raisins are selling well and there is a general shortage of several varieties until the new crop arrives.

DRIED FRUIT

Evaporated apples, per lb.		0 16
Currants, 90-lb., per lb.	0 18	0 19
Do., 8 oz. pkgs., 6 doz. case, lb.		0 16¾
Dates, Hallowee, bulk, lb.		0 14¼
Do., pkge., 3 doz. case lb.		0 15¾
Figs, Spanisb, per lb.		0 15
Do., Smyrna, per lb.		0 12½
Do., black, cartons, carton		0 60
Loganberries, 4 doz. case, pkt.		0 30
Peaches, standard, per lb.	0 20	0 21
Do., choice, per lb.	0 23	0 24
Do., fancy, per lb.	0 24	0 25
Do., Cal., in cartons, per carton		1 10
Do., unpitted, per lb.		0 10
Pears, extra choice, per lb.		0 25
Do., Cal., cartons, per carton		1 25
Currants, 90-lb., per lb.	0 18	0 19
Prunes—		
30-40s, 25s, per lb.		0 21
40-50s, 25s, per lb.		0 16¼
50-60s, 25s, per lb.		0 14
60-70s, 25s, per lb.		0 12¾
70-80s, 25s, per lb.		0 11½
80-90s, 25s, per lb.		0 10½
90-100s, 25s, per lb.		0 08
In 5-lb cartons, carton		0 68
Raisins—		
3 doz .to case, per pkg.		0 21
Choice seeded, 15 oz., 3 doz. to case, per pkg.		0 20
Fancy, seeded, 11 oz., 4 doz. to case, per pkg		0 21¾
Choice seeded, 11 oz., 4 doz. to case, per pkg.		0 19
Cal., bulk, seeded, 25-lb. boxes		0 24
Do., pkt., seedless, 11 oz., 3 doz. to case, per lb		0 22
Do., bulk, seedless, 25-lb. boxes per lb.		0 24
Apricots, choice, 25s, lb.		0 30
Do., 10s, lb.		0 31
Do., Standard, 25s, lb.		0 27
Do., Standard, 10s, lb.		0 29
Do., fancy, 25s, lb.		0 35
Do., fancy, 10s, lb.		0 36

NUT MARKET FIRM

Winnipeg.

NUTS—The shelled walnut market is very firm. Bordeaux walnuts have firmed up considerably owing to the steady demand and lack of supplies from France. Spanish shippers of shelled almonds have withdrawn quotations for September delivery which indicates higher prices on this line. Spanish shelled peanuts have advanced from 1 to 1½ cents per pound.

Winnipeg.

NUTS, SHELLED—		
Almonds, per lb.	0 45	0 47
Spanish Peanuts, No. 1, lb.		0 12½
Pecans, per lb.		1 40
Walnuts, per lb.		0 77½
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, lb.		0 25
Walnuts per lb.		0 25
Almonds, per lb.		0 25
Cocoanuts per sack		11 00
Cocoanuts, per doz.		1 50

FLOUR IMPROVING

Winnipeg.

FLOUR—The demand for flour is improving although merchants still continue buying in small quantities. Quotations remain unchanged.

FLOUR—	
98-lb. sacks	5 32½
Two 49-lb. sacks	5 40
Four 24-lb. sacks	8 50

SIAM RICE HIGHER

Winnipeg.

RICE—Reports from primary markets indicate a stronger market for rice. Siam has advanced on the local market and is quoted at 6 1-4 to 6 1-2 cents per pound. Carolina and Japan however, have shown no change as yet.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.		0 08
Do., 50-lb. sacks, lb.		0 08½
Siam, 100-lb. bags		0 06¼
Do., 50-lb. bags		0 06½
Sago, sack lots, 13 to 15 lbs., lbs., per lb.		0 08¾
Do., in less quantities, lb.		0 09¼
Tapioca, pearl, per lb.	0 08	0 08½

SUGAR UNCHANGED

Winnipeg.

SUGAR—Refined sugar is ruling steady under a good demand.

Extra gran., bags, 100 lbs.	10 00
Do., gunnies, 5-20 lbs	10 40
Do., gunnies, 10-10 lbs.	10 50
Do., cartons, 20-5 lbs.	10 60
Do., cartons, 50-2 lbs.	10 75
Yellow, No. 1 lt., bags, 100 lbs.	9 60
Do., golden, bags, 100 lbs.	9 50
Powdered sugar, bbls.	10 10
Do., boxes, 50 lbs.	10 30
Do., boxes, 25 lbs.	10 50
Icing, barrels	10 20
Do., boxes, 50 lbs.	10 40
Do., boxes, 25 lbs.	10 60
LUMP SUGAR—	
Soft lumps, boxes, 100 lbs.	10 70
Do., boxes, 50 lbs.	10 80
Do., 25 lbs.	11 00
Do., cases, 20 cartons	11 75
Do., cases, 40½ cartons	12 50
Small Lump, boxes, 100 lbs.	10 60
Do., boxes, 50 lbs	10 70
Do., boxes, 25 lbs.	10 90
Do., cartons, 50-2 lbs.	12 00
Hard Lump, barrels	10 70
Do., boxes, 100 lbs.	10 70
Do., boxes, 50 lbs.	10 80
Do., boxes, 25 lbs.	11 00

SPICES IN DEMAND

Winnipeg.

SPICES—There is an improved demand for spices and prices show very little change as far as spot quotations are concerned. The preserving and pickling season has created a brisk movement. The pepper market remains very firm.

Allspice, Jamaica, best qual., lb.		0 28
Cassia, Batavia, per lb.		0 38
Do., China, per lb.		0 25
Chillies, per lb.		0 55
Do., No. 1, per lb.		0 53
Cinnamon, Ceylon, per lb.		0 85
Do., No. 0, carton, doz.		1 00
Cloves, Penang, per lb.		0 95
Do., Amboyna, per lb.		0 90
Do., Zanzibar, per lb.	0 55	0 60
Ginger, washed, Jamaica, No. 1		0 65
Do., Jamaica, No. 2		0 40
Do., Japan or Africa, lb.		0 30
Mace, extra bright Penang, lb.		0 80
Nutmegs, extra large brown, 70 to lb., per lb.		0 70
Do., large brown, 85 to lb.		0 40
Do., medium, brown, 110 to lb., per lb.		0 38
Do., carton of six, per doz.		0 80
Pepper, blk., Singapore, ex., lb.	0 17	0 19
Do., white, per lb.	0 30	0 35
Pickling, ¼-lb., pkg., per doz.		1 00
Do., bulk, No. 1, per lb.		0 28
GROUND SPICE		
Allspice, bulk, per lb.		0 25
Do., No. 2, per lb.		0 25
Do., 2 oz. cartons		0 80
Do., 4 oz. cartons		1 20
Cassia, No. 1 bulk, per lb.		0 30
Do., No. 2, bulk, per lb.		0 25
Do., No. 1, 2 oz. cartons		1 00
Do., No. 1, 4 oz. cartons		1 50
Cinnamon, bulk, per lb		0 45
Do., 2 oz. cartons		1 15
Do., 4 oz. cartons		1 75
Cloves, bulk, per lb.		0 65
Do., 2 oz., cartons		1 45
Do., 4 oz. cartons		2 00

SYRUPS QUIET

Winnipeg.

SYRUPS—The demand for syrups at present is very quiet. Molasses show no change.

CANE SYRUP—	
No. 2s	6 55
No. 5s	7 50
No. 10s	7 00
No. 20s	6 80
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 65
Cases, 5-lb. tins, white, 1 doz. in case	5 75
Cases, 10-lb. tins, white, ½ doz. in case	5 50
Cases, 20-lb. tins, white, ¼ doz. in case	5 50
Cases, 2-lb. tins, yellow, 2 doz. in case	3 40
Cases, 5-lb. tins yellow, 1 doz. in case	4 55
Cases, 10-lb. tins, yellow, ½ doz. in case	4 30
Cases ,20-lb. tins, yellow, ¼ doz. in case	4 30
MAPLE SYRUP—	
Pure, 2½s, tins, cs. of 2 doz.	24 85
Pure, 5s, per case of 1 doz.	22 65
Pure, 10s, per case of ½ doz.	21 05
TABLE SYRUP—	
Maple flavor 2½s, tins, per case of 2 doz.	13 75
Do., 2s, tins, case of 1 doz.	12 00
Do., 1s, tins, case ½ doz.	11 50
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 30
3-lb. tins, 2 doz. case	11 60
5-lb. tins, 1 doz. case	9 50
10-lb. tins, 1 doz. case	9 20

Molasses quotations subject to 5 per cent. discount.

MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	5 25
2s, 4 doz. in case	5 00
2½s 4 doz. in case	4 80
5s, 4 doz. in case	4 50
10s, 4 doz. in case	4 20

NO CHANGE IN STARCH

Winnipeg.

STARCH—There is no change in quotations on starch but there is a good demand for same.

STARCH—	
Cornstarch, No. 1 quality, per lb.	0 10⅝
Cornstarch 1-lb. pkgs., lb.	0 09½
Gloss, 1-lb. pkgs., per lb.	0 10⅞

MEAT EXPORTS FROM CANADA HIGHEST IN VALUE IN 1920

Exports of meat from Canada reached their highest point in value during the year ending March 1920. The total then was 96,161,234, The growth in the export trade since 1913 is seen from the following table, though the effect of inflation of prices, which took place between 1915 and 1920, should be kept in mind when the yearly figures are being compared:—

1913	$ 6,263,936
1914	5,814,852
1915	22,067,941
1916	38,196,542
1917	54,147,743
1918	79,899,705
1919	85,590,161
1920	96,161.234
1921	44,501,520

Hard lines

"Unfair, I say," remarked the sales girl with the red hair.

"What is unfair?"

"The way they treated that ship that just landed from England."

"What did they do to it?"

"It had been only four days crossing the Atlantic, hadn't laid off an hour, had run every minute——„

"Yes?"

"And still, when it got here, they docked it!"

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N.B., Aug. 24.—There is a decided improvement in business and dealers anticipate a big increase in August over the previous month. Rolled oats are 50 cents higher. Lemons are much lower at $6.00 to $7.00 per case while oranges are firmer at $6.50 to $8.50 per case. Bananas are easier at 8 to 9 cents per pound. Stocks of old potatoes are nearly depleted with no change in price while the new variety has declined 25 cents per bushel.

Cornmeal, gran., bags	3 85	4 00
Do., ordinary	....	2 40
Rolled oats	....	9 30
Rice, Siam, per 100 lbs.	7 00	7 50
Tapioca, 100 lbs.	8 00	10 00
Molasses	....	0 65
Sugar—		
Standard granulated	....	8 95
No 1 yellow	....	8 95
Cheese, new, twins	....	0 26
Eggs, fresh, doz.	0 38	0 40
Lard, pure, lb.	0 21½	0 22
Do., compound	0 15½	0 16
Tomatoes, 2½s, std., case	....	4 20
American clear pork	34 00	37 00
Beef, corned, 1s	....	3 45
Breakfast bacon	0 45	0 48
Butter creamery, per lb.	0 40	0 45
Do., dairy	0 32	0 35
Do., tub	0 30	0 35
Corn, 2s, standard, case	....	3 80
Peas, standard, case	....	3 90
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Lemons, case	6 00	7 00
Oranges, California	6 50	8 50
Bananas, lb.	0 08	0 09
Grapefruit, case	8 00	8 50
Potatoes, new, bush.	....	2 00

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Alta., Aug. 24.—A reduction is announced of five cents per pound on one brand of cocoa and chocolate. Baked beans are up 10 cents per dozen on ones, 15 cents on one and halves and 20 cents on twos. Canned tomatoes 2 1-2s, are quoted at $4.25 per case. Peas are firm at higher prices, standards are quoted at $4.20 and Early June at $4.75 per case. B. C. cantaloupes are arriving. Evaporated peaches, choice, are selling at 16 to 18 cents per pound. Clover Leaf salmon, halves, is quoted at $21.00 to $22.00 per case and ones at $19.80 to $20.00. Prunes are firm. Smoked meats are steady.

Beans, B.C., per hundred	5 30	5 50
Rolled oats, 80s	....	3 00
Rice, Siam	5 50	6 00
Japan, No. 1	7 50	8 00
Tapioca	6 75	7 25
Sago	6 75	7 25
Sugar, pure cane, gran., cwt.	....	10 67
Cheese, No. 1, Ont., large	0 26½	0 28
Alberta cheese, twins	....	0 25½
Do., large	....	0 24½
Butter, creamery, lb.	....	0 37
Do., dairy, lb.	0 25	0 30
Lard, pure 3s	....	12 90
Eggs, new laid, local, case	011	0 12
Tomatoes, 2½s	..	4 25
Lemons, case	....	15 00
Corn, 2s, standard case	3 50	3 85
Peas, 2s, standard case	....	4 20
New early June peas, case	....	4 75
Salmon Sockeye 1s, case	19 80	21 00
Do., Sockeye ½s, case	21 00	22 00
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	8 40	10 00
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
B. C. Tomattoes, 4-bas. crate, ea.	....	2 75
Apples, evaporated, lb.	0 14	0 15½
Do., 25s, lb.	....	0 17
Peaches, evaporated, lb.	0 16	0 18
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 9½	0 10
Do., 70-80s	0 11	0 12
Do., 60-70s	0 12½	0 13
Potatoes, local, ton	25 00	30 00

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B.C., Aug. 24.—Two packers have named opening prices on salmon. Sockeye, halves, are quoted at $17.00 to $18.00. Red Spring, $12.50 to $14.00. Cohoes, $10.00 to $11.50. Pinks, $4.50 to $6.00 and Chums at $4.00 to $5.25. The salmon pack is light, and some exporters state they are unable to buy their requirements even at these figures. Hot house tomatoes are weak, selling as low as $2.00. Peaches are in demand at $1.70. Plums at $3.25 and cantaloupes at $4.25 Fresh eggs are selling at 45 cents per dozen. The potato market is strengthening, present price is $25.00 per ton.

CORRECT MARGINS ARE AGAIN EXPLAINED

(Continuedd from page 27.)

ways to be modified by what money we can make on all such things. The 20 cent ketchup may bring us more cash earnings in a year than all the higher priced ones put together. Yet here is one fundamental: that no manufacturer should have our ear—let alone our orders—on any basis that shows us less than 25 per cent on ketchup until he has made his stuff so popular that a lower margin promises us adequate earnings.

So shall we give the ranges thusly?

Cereals, 20 to 40 per cent; bottle goods, 16 2-3 to 50 per cent; fruits and vegetables—fresh, 20 to 50 per cent with an average of 30 per cent; cheese, 25 to 30 per cent; soap, 20 per cent for laundry to 50 per cent for toilet; and "sundries"—well, that's too broad a classification for me! Incidentally, butter and eggs are like sugar—margins fixed by competition—unless you break away by the magic of SALESMANSHIP.

Chances Everywhere to SELL Things

How to make more than open competition will allow on eggs, for example? Oh, say—use your think-tank a bit! Here is what one successful grocer does: He buys eggs in the usual way—all fresh. Then he sorts them into large white, large yellow and small mixed. When I saw him last he was getting 31, 36 and 41 cents for the small mixed, the large yellow and the large white, respectively. The fun was that he had greatest trouble keeping enough supply of the large white—at 41 cents—the highest priced.

He is always in competition with the man who buys and sells without selection—so he is not "high priced." Yet this little headwork and hand work make him big extra profits. You can do likewise. Only if your region be one where yellow eggs are the favorite, price your large yellows high and your large whites at the second price.

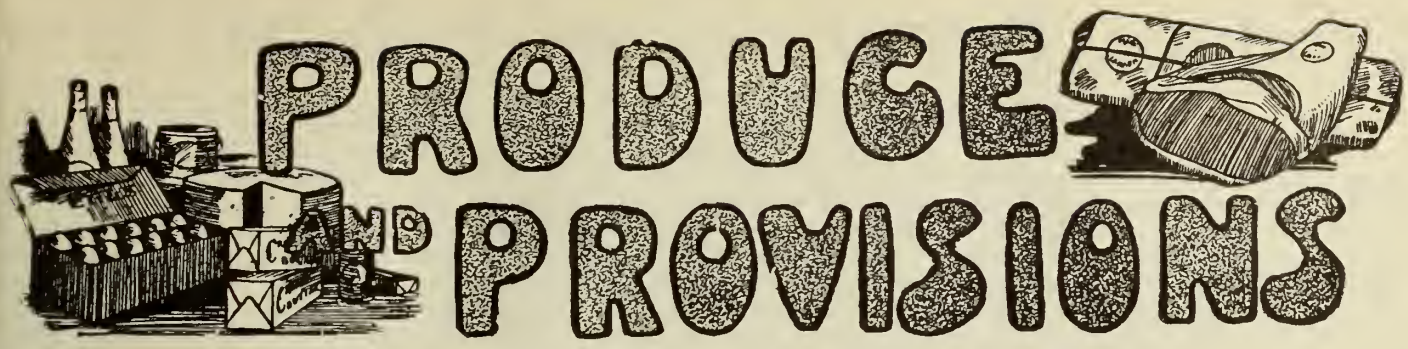
That is about the size of it. You must figure this in all 90 per cent THINK TANK and 10 per cent INK TANK. Get me?

BUTTER QUALITY BETTER THAN ANY PREVIOUS YEAR

Ottawa, Aug. 24.—The quality of the butter submitted to date by the Provincial creameries in the Dominion educational scoring contest is better than in any previous year, according to the Dominion Dairy Commissioner, J. A. Ruddick. Edmonton City Dairy secured the highest score of any sample since the competition commenced in 1919, with 98 points for the July sample. The highest scoring sample for June was supplied by the Central Creameries, Calgary, with 97.5 points, and for May by the Shoal Lake Creamery of Manitoba, with 97 points.

CITY DAIRY EMPLOYEES HAVE ANNUAL PICNIC

The City Dairy Company of Toronto held its annual picnic at Scarboro Beach, recently. Twelve hundred employees attended. A program of sports supper and music by the 75th Battalion band provided plenty of pleasure. A tug-of-war between teams from the City Dairy and the Scarboro Beach Park was won by the City Dairy. The baseball game went to Scarboro Beach the score being 18 to 3.



Display is Important in Selling Meats

St. Clair Avenue Shoppe at 996 St. Clair Avenue, Toronto is Providing Unique Service in District—Sells Only One Brand of Bacon, and Believes in Pushing Its Sale Over All Others.

"CLEANLINESS our motto" is the way a card reads in the St. Clair Avenue Shoppe, 996 St. Clair Ave. west, Toronto, and a visit to this store impresses one at once with the fact that the motto is being observed to the very letter. Everything in white enamel, with glass enclosed counters, the glass being polished to the shining point. Everything is so attractively displayed that one feels at once that this is a delightful place to shop. The St. Clair Avenue Shoppe is under the management of Mr. Grant. It only opened for business a month ago, but already it has proved very popular with the people of this district. Both fresh and cooked meats are stocked, with certain lines of groceries.

The store is finished in white, and the counter is all enclosed in glass. A large meat slicer also finished in white stands between two counters, separating the fresh meats from the cooked and smoked meats. Computing scales too are located for the convenience of service, and facilitate the handling of customers, as expeditiously as possible.

Only One Brand of Bacon

"We sell only one brand of bacon, and one line of cooked ham," Mr. Grant remarked to a representative of Canadian Grocer. "I believe there is no better bacon on the market today, than the kind we are selling here. It is a specially fine bacon, and since we opened our store, we have had people coming in their cars, quite a distance, and from districts far removed from St. Clair avenue section, to buy this particular bacon. I believe in handling only one brand and I intend to push its sales over all others."

Speaking of the glass enclosed counters, Mr. Grant remarked that display of goods always means sales, and what

(Continued on Page 40)

Showing the attractive interior of the St. Clair Avenue Shoppe, 996 St. Clair Avenue, Toronto.—Glass enclosed counter makes for effective displays that mean sales.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Aug. 25.—There is an easier trend to the produce market, which is mainly accounted for in the fact that the English buyers seem to have lost confidence in the stability of this market, at least for the time being. This is particularly the case in butter and cheese and as a result there is an easier market for both although the local prices are unchanged. There is a good demand for eggs with a wider range of prices between selects and No 1's. The hog market is also lower on account of larger offerings and a smaller demand. Fresh cuts of pork are not changed. The beef market shows little change with the same wide margin between the high and low prices quoted on account of the public's refusal to buy the cheaper cuts of meat. Haddock and cod are scarce this week and higher prices are asked. Most fresh fish show higher prices. Frozen fish are a little easier. There is a better supply of halibut on the market with some improvement in the demand. There is no change in smoked or cooked meats.

BUTTER PRICES EASIER

Montreal.

BUTTER—Owing to the fact that bidding from English importers has fallen off considerably, prices on butter show weakness on the local market. The recent strength of the market has appeared unsteady to the foreign buyers who are holding off with the result that the condition is reflected in this market although there is no change in the quotations made by the wholesalers.

CHEESE MARKET WEAK

Montreal

CHEESE—A weaker feeling has developed in the cheese market principally on account of the strength it rapidly developed during the past few weeks. English buyers are not disposed to pay the present prices asked in Canada and buying has fallen off, developing a weaker feeling in the market although there is no specific change in the price quoted by the wholesale trade.

Large, per lb.	0 25
Twins, per lb.	0 25
Triplets, per lb.	0 25
Stilton, per lb.	0 35
Fancy old cheese, per lb.	0 33 0 34
Quebec	0 24 0 25

COOKED MEATS UNCHANGED

Montreal.

COOKED MEATS—There is no change in the quotations on cooked meats. The demand is fair for all lines with a steady market.

Jellied pork tongues	0 38
Jellied pressed beef, lb.	0 37
Hams, cooked	0 54 0 57
Clear fat backs (bbl) 40-50 pcs.	30 00
Pork pies (doz.)	0 80
Mince meat, lb.	0 17½ 0 19
Sausage, pure pork	0 25
Bologna lb.	0 14
Ox tongue, tins	0 59
Head cheese, 6-lb. tins, per lb.	0 16

BARRELLED MEATS QUIET

Montreal.

BARRELLED MEATS—The market for barrelled meats is quiet with prices ruling steady.

Heavy mess pork (bbl)	31 00
Plate beef	23 00
Barrel Pork—	
Canadian Short cut (bbl) 30-40	

SMOKED MEATS ACTIVE

Montreal.

SMOKED MEATS—There is a fairly active market for smoked meats with the demand running for small lots for local and country account. On account of the cooler weather the demand is picking up and prices are steady. The supplies available are sufficient to meet requirements.

BACON—		
Breakfast ,best	0 37	0 40
Smoked breakfast	0 41	0 44
Cottage rolls		0 29
Picnic Hams		0 24
Wiltshire	0 33	0 37
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut		0 44
Do. 14-20		0 42
Do., 20-25		0 39
Do., 25-35		0 35
Over 35 lbs.		0 33

EGG PRICES ADVANCED

Montreal.

EGGS—Owing to the cooler weather there is an increased consumption of eggs as shown by the egg market. This coupled with the fact that there is a keener demand for export has lent a stronger tone to the domestic market, with indications of higher prices. The prices quoted this week show an advance of one cent a dozen on selects with a bigger demand running in that direction. No. 1's are selling at 40 cents which is also an advance on the price price quoted one week ago.

EGGS—	
Extras	50
Fresh selects	45
Do., No. 1.	40

LARD MARKET STEADY

Toronto.

LARD—Lard maintains the strength it has gained during the past few weeks and with a good demand holds the price of 20½ cents a pound in 20 pound pails.

LARD—	
Tierces, 360 lbs.	0 19½
Pails, 20 lbs.	0 20½
Tubs. 0 lbs.	0 20
Bricks	0 23 0 24

FRESH FISH GO HIGHER

Montreal.

FRESH FISH—Haddock and cod are scarce and prices are advanced one cent. Lake trout is advanced to 20 cents per pound. Better shipments of halibut from the Pacific coast are arriving. The first car of Labrador salt herring arrived in Montreal early this week. Frozen cod is a little easier in price. The fish business is picking up a little but shipments of fresh fish are not as large as was expected.

Montreal.

Market Cod	0 06
Steak Cod	0 09
Gaspe Salmon	0 26
Dressed B. C. Salmon	0 25
White fish	0 19
Haddock	0 08
Halibut	0 22
Trout, Lake	0 20
FROZEN FISH	
Halibut, large and chicken	0 20 0 23
Haddock	0 07
Mackerel	0 15 0 16
Do., Western, medium	0 21 0 22
Steak Cod	0 08 0 08½
Market Cod	0 05½ 0 07
Sea Herrings	0 06 0 07
Salmon, dr., B. C.	0 20 0 21
Do., Cohoes, round	0 18 0 19
Do., Qualla, hd. and dd	0 11
Doree	0 12 0 17
Smelts	0 15 0 20

LOWER PRICES ON HOGS

Montreal

FRESH MEATS—Lower prices are quoted on live hogs as a result of bigger offerings on the market and a less keen demand for supplies. Selects show a decline of one half cent a pound being quoted at $13.50 per hundred and heavies are selling at between $10.10 and $11.00. There is very little change in the beef situation. Prices still show a wide margin as a result of the big preference that is shown for front quarter cuts.

FRESH MEATS—	
Hogs, live (selected off cars)	10 00 13 50
Abattoir killed, 65-90 lbs.	0 22 0 23
Fresh Pork—	
Legs of pork (foot on)	0 28½ 0 29
Loins (trimmed)	0 29 0 30
Trimmed shoulders	0 20 0 22
Untrimmed	0 16 0 18
Pork sausage (pure)	0 25

Fresh Beef—

(Cows)			(Steers)	
0 17	0 21	Hind quarters	0 21	0 23
0 04	0 06	Front quarters	0 50	0 08
0 26	0 28	.. Loins ..	0 26	0 30

Truth Crushed to Earth

A London temperance orator was in the habit of holding forth in a workman's hall, and was constantly being interrupted.

The next time he lectured in that hall he engaged a prize-fighter to sit in the gallery and keep order. He was contrasting the clean content of home life with the squalor of drunkenness.

"What do we want when we return from our daily toil?" he asked. "What do we desire to ease our burdens, to gladden our hearts, to bring smiles to our lips and joy to our eyes?"

As the orator paused for breath the prize-fighter shook his fist at the unruly members of the gallery and whispered in a loud undertone;

"Mind yer, the first bloke what says 'beer,' out he goes!"—Everybody's.

ONTARIO MARKETS

TORONTO, Aug. 24.—Speaking generally the produce and provision markets have an easier tone. Live hogs have shown a substantial decline during the week, with the big packers endeavoring to further reduce the price. This is reflected in an easier tone on all pig products. Lard and shortening are unchanged in quotations, but in some quarters it is predicted that reductions will materialize in the near future. Cooked hams are again marked lower. Smoked hams are also lower while bacon is unchanged. Eggs are steady to firm at slightly higher prices on selects. Cheese is easier, with prices down about one half cent. Butter is firm at slightly higher quotations. In the fish market there appears to be a scarcity on fresh trout and in consequence prices on this line are somewhat higher, but on the other hand, reductions are noted on fresh herrings, haddock and flounders. Spring chickens are easier under heavy receipts.

BUTTER AGAIN HIGHER

Toronto.

BUTTER—The market continues with a firm tone with prices advanced one cent one pound, bringing the best quality creamery to 45 cents per pound, while second grades are selling around 41 cents.

Creamery prints	0 41	0 45

CHEESE SLIGHTLY EASIER

Toronto.

CHEESE—The market is slightly easier with quotations down one half cent per pound. Large cheese is being offered at 24½ cents to 25 cents Some old cheese is still available at 34 cents. New Stilton is quoted at 27½ cents and old at 36 cents.

CHEESE—		
Large, new	0 24½	0 25
Do., old		0 34
Stilton, New		27½
Do., old		0 36

EGGS HOLD FIRM

Toronto.

EGGS—The market is firm at 44 cents per dozen for No. 1 and 47 to 48 cents for selects.

Selects	0 47	0 48
No. 1.	0 44	0 44
Selects in cartons	0 49	0 50

EASIER TREND TO LARD

Toronto.

LARD—The lard market has a slightly easier undertone and although quotations are unchanged, in some quarters lower prices are being talked of.

LARD—		
1-lb. prints	0 21	0 22
1-lb. tierces, 400 lbs.	0 19¼	0 19½

SHORTENING STEADY

Toronto.

SHORTENING—The market is unchanged. Prices are ruling fairly steady.

1-lb. prints	0 17	0 18
Tierces, 40 lbs.	0 14½	0 15

COOKED HAMS AGAIN DROP

Toronto.

COOKED MEATS—Quotations on cooked hams again declined one cent pe pound during the week, making a decline of five cents per pound since the high prices which prevailed some weeks ago and which was created by the heavy demand during the excessive hot weather. Ordinary round cooked hams are quoted at 57 cents and square pressed at 61 cents. Other cooked meats are unchanged but the tone of the market is an easy one.

Boiled Hams, lb.	0 57
Do., square pressed	0 61
HAMS—	
Boiled shoulders, lb.	0 42
Head cheese, 6s, lb.	0 12
Choice jellied ox tongue, lb.	0 66
Jellied pork tongue	0 40
Bologna	0 16 0 18
Macaroni and cheese loaf, lb.	0 23

Above prices subject to daily fluctuations of the market.

MARGARINE ACTIVE

Toronto.

MARGARINE—There continues to be an active demand for margarine. This activity is due to the higher prices on butter and the fact that there is such a large spread in prices as compared with butter. The best grades of margarine are quoted at 21 to 22 cents per pound.

SMOKED HAMS EASY

Toronto.

PROVISIONS—Smoked hams are down one cent per pound making the small and medium sizes 41 cents. Heavier sizes are down in proportion. There is no change in bacon.

Hams—		
Small, 6 to 12 lbs.	0 41	0 41
Medium, 12 to 20 lbs.	0 41	0 41
Large, 20 to 35 lbs. ea. lb.	0 27	0 35
Heavy, 35 lbs. and upwards		0 27
Backs—		
Boneless, per lb.	0 46	0 48½
Rolled, per lb.		0 53½
Peameal	0 43	0 43½
Bacon—		
Breakfast, ordinary, per lb.	0 30	0 36
Do., special trim	0 42	0 47
Cottage rolls		0 30
Roll, per lb	0 21½	0 28½
Wiltshire (smoked sides), lb.		0 33
Do., three-quarter cut		0 37
Do., middle		0 39
Dry Salt Meats—		
Long clear bacon, av. 50—		
70 lbs.		0 21½
Do., av. 80-90 lbs.		0 19½
Clear bellies, 15-30 lbs.	0 18	0 20
Fat backs 10-12 lbs.	0 14	0 16

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess Pork	34 00
Short cut backs, 200 lbs.	42 00
Picked rolls, bbl., 200 lbs.—	
Lightweight	49 00
Heavy	40 00

Above prices subject to daily fluctuations of the market.

FRESH TROUT SCARCE

Toronto.

FISH—There is a scarcity of fresh trout, which, coupled with an active demand has resulted in higher prices being quoted. Fresh trout is selling at 18 cents an advance of one to two cents per pound. Fresh herrings, flounders and haddock are easier at 9 to 10 cents per pound.

FRESH SEA AND SALT FISH		
Cod steak, lb.	0 09	0 10
Do., market, lb.		0 09
Halibut, chicken	0 16	0 17
Do., medium	0 22	0 23
Whitefish, Government		0 11½
Do., Georgian Bay	0 17	0 18
Fresh Herring	0 09	0 10
Flounders, lb.	0 09	0 10
Fresh Trout, lb.		0 18
Hadock	0 09	0 10
Spring Salmon	0 24	0 25
Rainbow Salmon	0 13	0 14
Mackeral	0 11	0 12
Yellow pickerel, lb.		0 14
FROZEN FISH		
Halibut, medium	0 22	0 23
Do., Qualla	0 13	0 14
Flounders	0 09	0 12
Pike round	0 06	0 07
Do., headless and dressed		0 08
Salmon, Cohoe		
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11
SMOKED FISH		
Hadies, lb.	0 10	0 12
Fillets, lb.		0 17
Kippers, box	2 25	2 75
Bloaters		2 00
PICKLED FISH		
Salmon Snacks, lb.		0 24
Labrador Herrings, kegs, 100 lbs.		0 25
Do., bbls., 200 lbs.		11 75
Do. pails, 20 lbs.		2 00

LIVE HOGS DROP $1.25

Toronto.

FRESH MEATS—A combined effort of the packers brought about a decline in live hog prices during the week, amounting to $1.25 per hundred. As we went to press last week, hogs on the fed and watered basis were selling at $14.25 but owing to heavier receipts and the lack of outside competition, packers were successful in reducing prices to $13.00 on the fed and watered basis. This week they are bidding one dollar below this figure but as we go to press no sales have been made at that price. The heaviest run of cattle this year was a feature at the Union Stock Yard during the week. These heavy shipments are the result of the shortage of feed and despite the falling market, farmers are disposing of their holdings sooner than carry them over. Dressed hogs are easier with lower prices on all lines of pork cuts. There is little change in other dressed meats.

Hogs—		
Dressed light, per cwt.		20 50
Do., heavy, per cwt.	18 00	20 00
Live, off cars, per cwt.		12 50
Live, fed and watered, cwt.		13 00
Live, f.o.b., per cwt.		12 25
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 35
Loins of pork, lb.		0 35
Fresh hams, lb.		0 39
Tenderloins, lb.		0 46
Spare ribs, lb.		0 10
Picnics, lb.		0 20
Montreal shoulders, lb.		0 22
Boston butts, lb.		0 25
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 17	0 20
Front quarters, lb.	0 05	0 08
Ribs, lb.	0 18	0 26
chucks, lb.	0 06	0 06
Loins, whole, lb.	0 25	0 30
Hips, lb.	0 15	0 17

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 13	0 14
Spring lambs, lb.	0 17	0 20
Yearling lamb, lb.	0 12	0 15
Sheep, whole, lb.	0 10	0 12

Above prices subject to daily fluctuations of the market.

CHICKENS EASIER

Toronto.

Poultry—Receipts of spring chickens are becoming heavier and in consequence prices are easier. Ducklings are also down five cents per pound.

Prices Paid by Dealers

	Live.	Dressed.
Turkeys	0 30	0 40
Chickens, spring	0 30	0 35
Roosters	0 16	0 20
Fowl over 5 lbs.	0 23	0 28
Fowl, 4 to 5 lbs.	0 20	0 20
Fowl, under 4 lbs.	0 18	0 18
Ducklings	0 20	0 30
Guinea hens, pair	1 25	1 50
Prices quoted to retail trade: Dressed:		
Turkeys	0 40	0 50
Hens, heavy	0 30	0 32
Do., light	0 25	0 28
Chickens, springs	0 40	0 45
Ducklings		0 35

WINNIPEG MARKETS

WINNIPEG, August 24.—The produce and provision markets show very little change. The butter market continues firm while cheese, eggs and lard show a slight decline. Smoked meats are selling well and holding firm at unchanged quotations. There is a good demand for fish.

BUTTER STEADY

Winnipeg.

BUTTER—No change is reported in the market for butter this week. Prices are steady under an active inquiry. Best table grade creamery is quoted at [illegible] per pound.

BUTTER—

Creamery, best table grade		0 44
Dairy, best table grade		
Margarine	0 21	0 25

CHEESE PRICES FIRM

Winnipeg.

[illegible] change is reported in [illegible] cheese this week. Prices are firm and there is a good demand for both large and twin cheese. Manitoba large cheese is quoted at 25 cents per pound and Ontario at 27 cents.

CHEESE—

Stilton cheese, large, lb.	0 30
Ont, large, lb.	0 28½
Ont., twins, lb.	0 27
Ont., triplets, lb.	0 28

EGG MARKET STEADY

Winnipeg.

EGGS—Eggs are holding steady and firm and receipts have fallen off considerably. The demand is good and new laid eggs in cartons are quoted at 46 cents per dozen with No. 1 candled at 37 cents.

COOKED HAM LOWER

Winnipeg.

COOKED MEATS—The demand for cooked meats is not quite as active, due to the cooler weather. Cooked ham has declined and is now quoted from 56 cents to 61 cents per pound.

Best quality, skinned, 8-14 lbs.	0 61
Do., 13-16 lbs.	0 59
Roast ham, lb.	0 62
Roast shoulders, lb.	0 40
Head Cheese, 6-lb. tins, lb.	0 16
Jellied Ox Tongues, lb.	0 65
Pork tongues, lb.	0 40
Luncheon cooked meats, lb.	0 21

NO CHANGE IN SMOKED MEATS

Winnipeg.

PROVISION—There is a good demand for all kinds of smoked meats, and quotations remain unchanged.

Hams—		
8 to 1 6lbs. per lb.	0 48	0 46
16 to 20 lbs., per lb.		0 47
Boneless, 8-16 lbs., per lb.		0 52
Skinned, 14-18 lbs., per lb.		0 51
Skinned, 18-22 lbs., per lb.		0 50
Bacon—		
Back, 6 to 10 lbs., lb		0 54
Cottage Rolls, boneless		0 31
Bellies, 6 to 10 lbs, per lb.		0 40

POULTRY MARKET QUIET

Winnipeg.

POULTRY—There is practically no change in the poultry market. Receipts are light under a quiet demand.

POULTRY—	
D. P. Chickens, 3½ lbs. and under	0 44
Do., 3½ lbs. and over	0 46
D. P. fowl, 3½ lbs. and under	0 28
Do., 3½ lbs. and over	0 30

LARD STEADY

Winnipeg.

LARD—No changes are reported in the lard or shortening market. Lard in tierces is quoted at 18 1-2 cents per pound and shortening at 15 cents.

Pure lards, No. 1 quality, per lb. (in tierces 400 lbs.)	0 18½
Do., wooden pails, 20-lb. pails	4 10
Shortening (wooden pails, 20-lb. pails), per pail	3 40
Shortening, tierces of 400 lbs.	0 15

BETTER DEMAND FOR FISH

Winnipeg.

FISH—No changes are quoted in the price of fish this week. The demand has been better than for some time past. Fresh halibut and salmon are selling freely.

Black cod, lb.	
Brills, lb.	0 09
Herrings, Lake Superior, 100 lbs., sacks, new stock	3 50
Halihut, chicken, cases 300 lbs	0 15½
Do., broken cases	0 16½
Salmon—	
Cohoe full boxes, 300 lbs.	0 19
Do., in broken cases	0 20
Soles	0 09
Baby Whites or Tulibees	0 09
Do., broken cases	0 14½
SMOKED FISH	
Bloaters, Eastern National, case	3 50
Do., Western, 20-lb. boxes, box	2 10
Haddies, 30-lb. cases, lb.	0 14
Do., in 15-lb. cases, lb.	0 14
Kippers, East., Nat., 20 count, per count	3 75
Fillets, 15-lb. boxes, lb.	0 20
SALT FISH	
Steak Cod, 2s, Seelys, lb.	
Holland Herring, milkers, 9-lb. pails, per pail	1 35
Do., mixed, 9 lb. pails, per pail	1 25
Labrador herrings, 100-lb. bbls., per barrel	7 00

LIVE HOGS LOWER

Winnipeg.

FRESH MEATS—Due to heavier receipts of hogs arriving on the market live selected have shown a decline and are quoted from $13.50 to $14.00 per cwt. Loins of pork have advanced and are quoted at 31 to 36 cents per pound. Picnics have also advanced 2 cents per pound and are selling at 20 cents.

Selected, live, cwt.	13 50	14 00
Heavier	10 50	13 00
Light		14 00
Sows	8 00	10 00
Fresh Pork—		
Legs of pork, up to 35 lbs., lb	0 28	0 36
Spare ribs		0 15
Loins of Pork, lb.	0 31	0 36
Fresh hams, lb.	0 30	0 38
Picnics, lb.		0 20
Shoulders	0 19	0 24
Fresh beef—from steers and heifers—		
Hind quarters, lb.	0 12	0 20
Front quarters, lb.	0 06½	0 08
Whole carcass, good grade, lb.	0 10½	0 13½
Mutton—		
Choice, lb.		0 22
Choice long hinds (leg and loin)		0 35
loin)		0 31
Choice Stews		0 07½
Lambs—		
Choice, 30-45 lbs.		0 22
Veal'		
Good veal, 40 to 80 lbs., hind quarters		0 25

DISPLAY IS IMPORTANT IN SELLING MEATS

(Continued from page 37)

is true of wearing apparel or other merchandise is true of meats and groceries. No matter what the article is, if it is put out where the pople will see it, it is going to sell. As the photograph of this shop indicates, cooked meats as well as the fresh and smoked varieties are well displayed, under glass, free from contamination of dust and dirt, and yet so placed that everyone can see for herself, just what she is going to buy. Several customers were served while the Canadian Grocer representative was in the store, and in almost every instance the woman purchased something because she had first seen it in the window, or after entering the store, saw just what she wanted in the counter. According to Mr. Grant the location of the meat slicer saves a good deal of time, and on Saturday night particularly when he says they are the busiest, customers can be served very quickly. Discussing the question of waste in slicing up a cooked ham or a side of acon, Mr. Grant said that with a slicer, waste was an unknown quantity. He was always able to cut these meats up, without having to discard ends or sell them at a reduced figure. He was always able to get the same price for both the entire ham or side of bacon.

Will Prepare Meats on Order

A feature of the trade of the St. Clair Avenue Shoppe, is the service provided to customers, in the way of cooking meats for them. For instance if a customer wants a chicken cooked and prepared for dinner, the St. Clair Shoppe will do it. Roast meats, and salads, are prepared for customers on order. At the rear of the store is a large oven for this purpose. Already people are appreciating this service, as orders for roasts and salads during the past week have been on a large scale..

It is the aim of the management of the St. Clair Avenue Shoppe to handle only best of meats and produce, and to render a service to the public that will be appreciated. Business is conducted on a cash basis, but deliveries are made, telephone orders being payable on delivery.

DAVIES
QUALITY
PRODUCTS
THE DAVIES COMPANY LIMITED TORONTO

PERFECTION
The Better Brand of Bacon

There is considerable satisfaction when buying some articles by name. In one instance we know you will not be disappointed, and that is when you buy "Perfection" brand Hams and Bacon.

This "Perfection" brand Bacon is our highest grade product, Mild Cure, very select, and in every way prepared to please the most fastidious buyers.

Try a shipment of:—

"Perfection"

Smoked Hams **Breakfast Bacon**

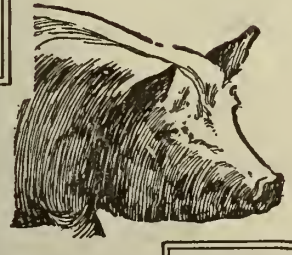
Boneless Backs **Backs in Casings**

We would like your instructions to make a trial shipment.
Write us for prices.

Special attention given to Mail Orders.

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

Sydney, N. B. Hamilton



HEINZ OVEN BAKED BEANS

Require but little selling effort to keep them moving, outbound, over your counter. Proper displaying is all that is needed. That is what makes them so profitable for you to handle.

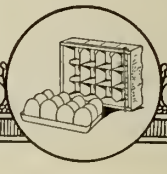
Along with the other 57 Varieties, Heinz Oven Baked Beans are so well and favorably known that people buy them without hesitancy, feeling sure of their goodness.

H. J. HEINZ COMPANY

Complete satisfaction. Grocers are pleased with the time saved, trouble eliminated and added profit gained. Housewives are delighted with the convenient and sanitary Tray Delivery and the fact that every egg is delivered sound and unbroken.

Star Egg Carrier Delivery will increase your egg business and more than double your profits. Write for a copy of our booklet 184.

STAR EGG CARRIER & TRAY M'F'G COMPANY



1037 JAY STREET ROCHESTER NEW YORK

SAMUEL DOBREE & SONS

LONDON, ENGLAND

Established 17th Century

Growers and Producers of

SUGAR MOLASSES COCOA

IMPORTERS AND EXPORTERS

Branches in all parts of the civilized world

Canadian Branch

UPPER WATER STREET

HALIFAX, N.S.

Purity TABLE SALT

"Purity" Salt Has a Recognized Place on the Market

"Purity" salt is made in a most sanitary, up-to-date Canadian plant. Its purity has given it a first place in the selling market. You can give your customers their choice of either the free-flowing table salt in cartons or that put in bags.

The Western Salt Co., Limited

Courtright, Ont.

JELL-O

"Canada's Most Famous Dessert"

THE steady growth of popularity which Jell-O has enjoyed in the past 15 years was the natural result of our endeavor to make the finest possible jelly powder.

THE GENESEE PURE FOOD COMPANY OF CANADA, Limited.

MADE IN CANADA
At Bridgeburg, Ontario.

A Big Seller with the Grocery Trade

SANATAS TONIC

A body builder and a wonderful blood purifier.
SANATAS TONIC will be in great demand by Hospitals and Invalids.

Every bottle guaranteed by Expert Chemists.
Buy Sanatas Tonic—the profits are big.
Packed 1 dozen bottles to the case, 2 sizes, 16 or 32 oz.
Watch for our travellers or order direct.

SANATOR LIMITED

20 Jacques Cartier Square
Montreal

Western Agents	Quebec Agents	Ontario Agents
Richardson Green Ltd.	Hudson & Orsali	McGillivray Bros.
170 Market St., Winnipeg	St. Paul St., Montreal	123 Bay St., Toronto

Agents required for Maritime Provinces and P. E. Island

7 Direct Lines Out of Stratford

Make It the Quickest Shipping Centre

We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits" — ***saving double freight and double cartage.***

Phones—Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.

James Lloyd & Son Box No. 266 **Stratford, Ont.**

A Good Idea

—would be the purchasing of a small stock of Marsh's Grape Juice — but the profits will repay you doubly.

This delicious Grape Juice is of a high standard quality — pressed from sound Concord grapes.

The Marsh Grape Juice Company

Niagara Falls, Ont.

Agents for Ontario, Quebec and Maritime Provinces:

The MacLaren Wright, Ltd.

Toronto and Montreal

Agents for British Columbia:

F.G. Evans Co., Ltd.

Toronto and Montreal

QUALITY AND FLAVOR

ARE THE FOUNDATION OF THE POPULARITY ENJOYED BY

O'Keefe's

BEVERAGES

Made of Purest Ingredients in Scrupulously Clean Plant

ALWAYS BIG SALE FOR

O'Keefe's Imperial Brews
ALE - LAGER - STOUT
and SOFT DRINKS such as
O'Keefe's Ginger Ale - Cola
Sarsaparilla - Lemonade
Special Pale Dry Ginger Ale

Prompt Shipment of all Orders

O'KEEFE'S - TORONTO

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Summer and Fall Trade

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can. J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

Shirriff's

TRUE ORANGE MARMALADE

The Reason Is - It's Good Marmalade

SHIRRIFF'S Marmalade finds a ready sale always—because it's good marmalade There is no other way in which a product can hold its place in public favor. Shirriff's Marmalade is not a luxury, but a necessity, in thousands of homes in Canada. The fact is, Shirriff's is so delicious that people who have once tried it, would never be without a jar (or pail) of Shirriff's Marmalade in the house. If **you** have some customers who do not know how delightful good marmalade really is—introduce them to Shirriff's. It may lead to much profitable business. Most certainly it will uphold your store's reputation for quality.

IMPERIAL EXTRACT COMPANY

TORONTO, CANADA.

Sole Selling Agents
Harold F. Ritchie
& Co. Limited
Toronto & Montreal

MASTER MASON
PLUG SMOKING
"It's good Tobacco"
MASTER MASON
MASTER MASON
THE man who smokes the big plug has reasons aplenty, aside from the real pipe enjoyment he gets from Master Mason. There is no waste: there's no loss of flavor: and there's the satisfying economy. For the big Master Mason plug is high quality tobacco at the rock bottom price.
The Big Plug 20¢

Pays the Biggest Profit

MASTER MASON Plug Smoking Tobacco pays the retailer a larger margin of profit than any other tobacco on the Canadian market to-day. You always make more money on the MASTER MASON you sell. NOW you can sell more MASTER MASON—because our advertising campaign running at present is making scores of new friends for this popular tobacco. The ad shown above is one of a series, (one quarter actual size) now appearing in the Canadian newspapers. These ads are making it easier for you to sell *more* MASTER MASON, and get more PROFIT. Don't delay. Stock up now.

ROCK CITY TOBACCO COMPANY
QUEBEC - CANADA

MASTER MASON

PLUG SMOKING

Exhibition Visitors

Will be cordially received at the Fruit Market (Foot of Yonge St)., where a full Display of

Crawford Peaches,

Grapes, Pears, Plums

from the best packers in the Niagara Peninsula will be on Display.

White & Co., Limited

TORONTO

Eggs

Grocers who use the N. B. Pulp

Egg Carrier

Save

Money, Time and Eggs

Order from your wholesale grocer or from

Walter Woods, Limited

Hamilton Winnipeg

INDEX TO ADVERTISERS

B

Bain & Co., Donald H... 8
Baker, Walter & Co.... 48
Birdland Society 9
Berden Co., Ltd. 1
B. C. Traffic & Credit Association 4

C

Canada Barrels & Keg... 47
Canada Scale & Slicer Co. 16
Cane Wm. & Sons Co., Ltd. 16
Can. Nashua Paper Co.. 48
Channell, Limited. Inside Front Cover
City Dairy Co. 17
City Dray Co., Ltd.... 13
Codville Co. 10
Clark Ltd., W. 2
Columbia Macaroni Co.. 13

D

Davies & Co., Wm. Ltd. 41
Dayton Scale Co. Back Cover
Dobree & Sons 42
Dominion Slicer Corp 18
Drimilk Co., Ltd. 17
Duncan C. & Son 8

E

Eddy E. B. Co., Ltd., Inside Back Cover
Escott Co., Ltd., W. H. 10
Estabrooks Co., Ltd. T. H. 17
Eureka Refrigerator Co. Ltd. 13

F

Frost Moorman & Co. . 11

G

Galt Chemical Co. 18
Genesee Pure Food Co. 43
Gipe Hazard & Co. ... 48
Grimsby Brokerage Co... 7

H

Hamblin-Brereton 11
Hayne, John 47
Heinz, H. J. 42
Hanson Co., Ltd., J. H. 12
Hull Oil Mfg. Co. 12

I

Imperial Extract Co. .. 45
Interlake Tissue Mills Co., Ltd. 6
Island Lead Mills Ltd. . 11

L

Laing & Waters 11
Lambe, W. G. A. & Co. 11
Langley Harris & Co. Ltd., ...3, 11
Lloyd Jas. & Son 44
Loggie Sons & Co. ... 11

M

McLay, Brokerage Co. 8
McLennan Chemical Co., Ltd. 14
Macdonald Reg., W. C.. 5
Mackenzie, W. L. 8
Mickle, Geo. T. 11
Moore & Co., R. M. ... 47
Magor, Son & Co. ... 18
Marsh Grape Juice Co... 44
Maple Tree Producers Ass'n., Ltd. 44

O

Oakey & Sons, Ltd., John 12
O'Donnell & Co., John J. 11
O'Keefe's Ltd. 44

P

Patrick & Co., W. 11
Pennock & Co., H. P. 9

R

Red Rose Tea 17
Rock City Tobacco Co.... 45
Reliance Ink Co. 1
Ross Can Co. 47

S

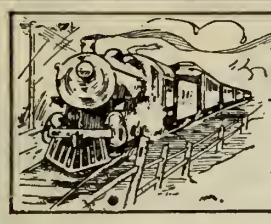
Salada Tea Co., Ltd. .. 15
Sanator Limited 43
Schneider & Sons Ltd., J. M. .....Front Cover
Scott & Thomas 11
So-Clean Ltd. 47
Soper, E. N. & W. E..... 1
St. Arnaud Fils Cie .. 12
Starr Egg Carrier Co.. 42
Stickney & Poor Spice Co.13

T

Thompson Co., A. E. .. 10
Thum Co. (Tanglefoot) O. & W. 47
Tippet & Co., Ltd. ... 12
Toronto Pottery Co., Ltd.47
Toronto Salt Works .. 47
Trent Mfg. Co. 47
Walker Hugh & Son..... 6

W

Watson & Truesdale .. 9
Waterloo Broom and Brush Co. 11
Western Canada Flour Mills 15
Western Salt Co., Ltd. . 42
White & Co. 46
White, Cottell's 47
Woods & Co., Walter .. 46
Williams Storage Co. 9
Wiley, Frank H. 8



BUYERS' MARKET GUIDE
Latest Editorial Market News

Stoneware Jars
Flower Pots
Tea Pots
Glassware

Please ask for copy of latest catalogue

The TORONTO POTTERY CO, Limited
Toronto

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

BARRELS
From 5 to 50 Gallons. For Liquid Containers
PROMPT SHIPMENTS
CANADA BARRELS & KEGS, Limited
WATERLOO, ONT.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS, GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

Your Wants
are many here below. Use the Want Ad. page and get rid of a few of them.

WILL CLEAN UP 1920 RAISINS

F. A. Seymour, assistant to the Raisin Association's president, states that on the basis of sales reported since the reduced price was named by the association on the holdover the entire tonnage brought over from the last crop will be sold before the new crop begins rolling. The company already has withdrawn layers from the market and is preparing now to withdraw seedless within the near future. Orders have been taken aggregating 6,800 tons. These orders come from central points only as the sales forces have not had time to get out from the sales centers since the new price announcement. Reports indicate that sales are continuing to hold up to the first week, according to Seymour.

GASOLINE MANTLES
FOR THE FINEST···BUY AN R.M.
ASK FOR SAMPLES & PRICES
RECOGNIZED AS THE STANDARD MAKE
FOR LIGHTING SYSTEMS
FOR HANGING LAMPS AND LANTERNS
R.M. BAG
JUNIOR A-M-BAG
R.M. Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

---

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

BARRELS
For all purposes. The best pack age for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

TANGLEFOOT
PRODUCTS
STICKY FLY PAPER, STICKY FLY RIBBON, TREE TANGLEFOOT, ROACH AND ANT POWDER.
THE O & W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

MAKE BUSINESS BETTER
By Boosting Your Business

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

YOUNG MAN, 28, THOROUGHLY EXPERienced and efficient; a hustler and one who knows what to do and how to do it, wants position in grocery or general store. Highly recommended. Apply Box 72, Canadian Grocer, University Ave., Toronto.

YOUNG MAN (28) SINGLE WITH FOUR years banking and eight years grocery store experience, capable of taking full charge, desires change about Sept. 15. Could invest small amount. Future prospects considered before high wages. Box 70, Canadian Grocer, 153 University Ave., Toronto, Ontario.

WANTED—I WISH TO RENT A STORE about 15 x 40 feet, in a town of not less than 3,000 population; might consider buying out grocery stock, but prefer renting store only. Address Box 80, Canadian Grocer, 153 University Ave., Toronto, Ont.

POSITION AS CLERK IN RETAIL GROCERY business. Four years' good experience, or will accept employment in "Wholesale house". Distance no object. Age 29. Address, Edgar Cooke, Box 29, Redcliff, Alta.

FOR SALE

FOR SALE—GENERAL STORE IN NORTHern Saskatchewan village, good district, good crops and good business, purchaser must have $10,000. Box 74, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE — GENERAL STORE, IN LIVE town in Alberta; population 1,800. Has High School; 20-bed, fire-proof hospital, etc.; has good pay roll and is recognized as one of the best towns in the province. Turnover last year $150,000. Write for terms. Box 82, Canadian Grocer, 153 University Avenue, Toronto, Ont.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

Good Sellers make business easy

BAKER'S
Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Registered Trade Mark

Made in Canada by
Walter Baker & Co. Limited
Dorchester, Mass. Montreal, Can
Established 1780

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in
Canadian Grocer

It reaches the Buyers It's a Business-Getter

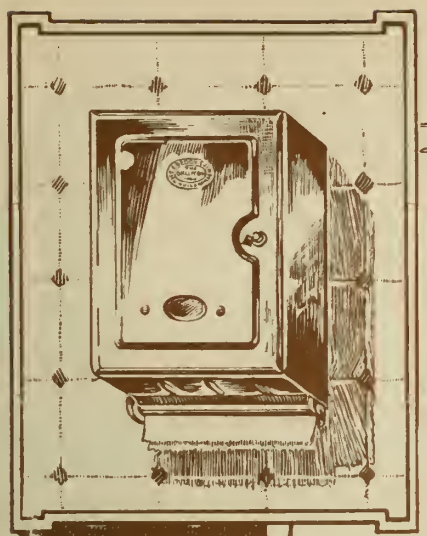
Rates and Information on Request

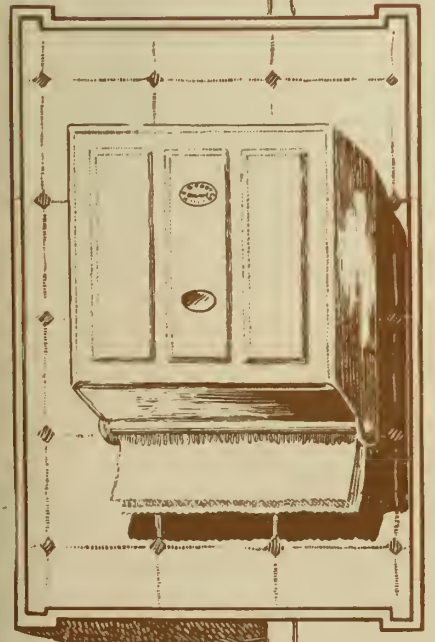
Triangle Sanitary Waxed Paper

CANADIAN NASHUA PAPER CO. LTD. PETERBOROUGH ONT. SERVICE PRODUCTION QUALITY TRADE MARK

A Quality line, which Quality Wholesale Grocers will want to handle. Our Prices are competitive and Service unexcelled.
Enquiries Solicited

CANADIAN NASHUA PAPER CO.
LIMITED
Peterborough - Ont.





There Are Two Ways To Make Money Out Of

EDDY'S ONLIWON

Toilet Paper Holders and Paper Towel Holders

There is no reason on earth why you can't add this line to your stock—and make the profits others are making. Selling Eddy's Onilwon Toilet Paper Holders and refills calls for no great sales effort. And you need not carry a big stock. Every one of your regular customers is a sales prospect that very little persuasion will convert into a purchaser.

Equipped with one thousand sheets of the best and softest Toilet Paper, Eddy's Onliwon can be sold at a very moderate price, allowing you a very good profit.

It's a handsome fixture, nickel plated, neat and compact. It keeps the paper in perfect condition and serves but two sheets at a time preventing waste. It sells because there is nothing as good or as reasonable in price.

Then every Eddy's Onliwon Toilet Paper Holder you serve out ensures a steady trade in Refills. Try out a small order and watch them go. Grocers, General Stores, Hardware Stores, and Drug Stores are selling quantities. It is your opportunity now.

An Economy That Appeals To Women

EDDY'S ONLIWON Paper Towel Holders

It's a moderately priced white enamelled cabinet equipped with extra large Paper Towels that are more absorbent than cotton and just as soft and pleasant to use.

Eddy's Onliwon Paper Towels save finer towels and washing trouble. They are clean, trifling in cost and a really great economy in the home.

Show them to your women customers. There's a good profit on each sale and a constant demand for refills thereafter. We know you can sell them—and there's money in it for you.

Your Jobber Stocks Them

THE E. B. EDDY CO., LIMITED

HULL CANADA

BRANCHES AND AGENCIES:

Halifax	Brockville	Fort William	Calgary
St. John	Kingston	Winnipeg	Lethbridge
Quebec	Toronto	Regina	Edmonton
Montreal	Hamilton	Moose Jaw	Camrose
Ottawa	London	Saskatoon	Vancouver
		Victoria	

N°2

TRADE LOSERS—
have I any in my store?

Pennies are dollars awaiting an opportunity to grow. Pennies make profits and profits make success. The Dayton is a vigilant guardian of pennies all day and every day.

"T. L."—it's a new title.
It may be given to thousands of salespeople
It stands for "Trade Losers!"
A few "T. L's." will soon play havoc with the trade of any store, especially in times such as the present when customers are hard to find.
An alert merchant recently conducted an investigation to ascertain the reason why a number of customers had ceased to deal with him. His inquiry revealed the following reasons:

Indifference of salespeople	40
Unnecessary delays in service (Store under-equipped)	30
Attempts at substitution	20
Errors	10
Tricky methods	9
Slow deliveries	15
Over-insistence of salespeople	15
Insolence of salespeople	10
Poor arrangement of store	6
Refusal to exchange goods	4

International Business Machines Company, Limited.

Frank E. Mutton, Vice-Pres. and Gen. Manager

Head Office and Factory, Royce and Campbell Avenues, Toronto

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

International SPEED ACCURACY ECONOMY Business Machines

Dayton store equipment eliminates DELAYS and ERRORS. It is modern, accurate, automatic. Dayton service means that customers leave the store with a feeling of good will, realizing that they have received honest weight, to the fraction af an ounce.

Dayton equipment lightens the work of clerks, making it easier to correct faults and weaknesses in the salespeople.

(British Columbia Number)

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV PUBLICATION OFFICE: TORONTO, ONT., SEPTEMBER 2, 1921 No. 35

MACDONALD'S

The Biggest Selling *and* Most Profitable Line *in* Canada Today

MACDONALD'S Cut Brier
SMOKING TOBACCO
Manufactured by W.C. MACDONALD REG'D INCORPORATED MONTREAL
MACDONALD'S Cut Brier
SMOKING TOBACCO
Manufactured by W.C. MACDONALD REG'D INCORPORATED MONTREAL

The Tobacco with a heart

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

Women *Must* Have Frequent COLOR CHANGE for their Garments

The steady sale of Aladdin Dye Soap is but the natural outcome of its "place in the scheme of things".

It occupies a place of some importance in the life of the average woman of to-day.

Women **will** dye things. They have discovered how easy home-dyeing can be—and how economical.

And in the use of Aladdin Dye Soap they have found the simplest way of all—and the most dependable.

No wonder it sells readily—it's one of the quality products your business needs to swell the volume of sales and to keep customers coming back to your store.

Aladdin DYE SOAP

CHANNELL LIMITED, TORONTO, Distributors for Aladdin Dye Soap
Manufacturers of O-Cedar Products

CLARK'S SPAGHETTI

With Tomato Sauce and Cheese

Ready to Serve

Delicious to Eat

CLARK'S PREPARED FOODS, Mr. Grocer, are all good Sellers, and this is one of the most popular. Prepared from the very finest Canadian Spaghetti, red ripe tomatoes fresh from the vines, and the highest grade Canadian Cheese, it is particularly appetising.

The QUALITY and PRICE make it a business getter and you will find it a money maker.

Don't forget to keep a good supply of
CLARK'S TOMATO KETCHUP
This is the season.

W. CLARK, LIMITED, MONTREAL

Sell Products With a Reputation

Supply your customers with McCORMICK'S well known and advertised products. These give your customers satisfaction and you, repeat orders.

McCormick Mfg. Co., Limited, London, Canada

Branches at Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port Arthur, St. John, N. B., and Vancouver.

"KKOVAH"

You may **PROFIT** by your visit to the Exhibition if you will favour us by calling at our booth No. 92 Manufacturers' Building, inspecting the goods we are there displaying, and giving our representatives an opportunity to discuss with you prices and terms of our well known Gold Medal Specialties.

KKOVAH HEALTH SALT
KKOVAH CUSTARD
KKOVAH LEMONADE and ORANGEADE
LAITOVA LEMON CHEESE, Etc.

SUTCLIFFE & BINGHAM LTD.,

Toronto, Ont. **Manchester, Eng.**

SOLE CANADIAN DISTRIBUTORS

LANGLEY HARRIS & COMPANY, LIMITED

Winnipeg **TORONTO** **Montreal**

-why it pays to *Push Prunes*

Let us say you buy 5 boxes [125 pounds] at 12 cents. You will have $15 invested. So $15 is your capital.

Now, suppose you consider 30% margin on sales —which is equivalent to 43% on cost—the right margin on prunes. Then your selling price, based on 12 cents cost, will be a little over 17 cents the pound. Therefore, to be perfectly safe, you can sell at 18 cents the pound, 2 pounds for 35 cents.

Here's a safe and sane way to figure out what happens: allow 1 pound on the box [or 4%] for shrink, sampling, overweight. Figure 17% average expense. Together these will make a total burden of 21% on the sales and leave you

9% NET Profit

In this case your earnings will be even greater. Because the 125 pounds of prunes on this basis will sell for, say, $22.20 or:

Gross spread	$7.20
Deduct the 21% burden	4.66
And you have as net earnings	$2.54

This is actually over 11.44%. It happens because the selling price will average more than 17½ cents.

Now, suppose you turn your prune stock once each month on this plan, you will have 12 turns at $2.54 each, or $30.48. This shows net annual earnings of over 200% on your capital of $15. If you buy and sell out every two weeks, you will have $60.96, or more than 400% on your capital.

These are the plain facts and figures showing what can be made on prunes in any store. It can be done by any merchant who watches his margins and keeps his prune stock active. Fair margins plus rapid turnover work real magic with your profits—remember that!

SUNSWEET

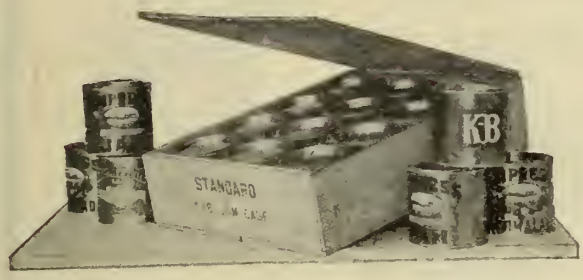
CALIFORNIA'S NATURE-FLAVORED PRUNES

—sell them the year 'round

Canadian Representatives: Sainsbury Bros.
Offices: Toronto, Montreal, Winnipeg, Vancouver, Halifax.

Ask your jobber for Sunsweet Prunes—the nationally advertised brand—the standard of quality by which prunes are judged the nation over. Also write us for sales-helps and merchandising "pointers" that will show you why it pays to push Sunsweet Prunes the year 'round. — California Prune and Apricot Growers Inc. 999 Market Street, San Jose, Cal. 10,800 grower-members.

Is Your Package Here?



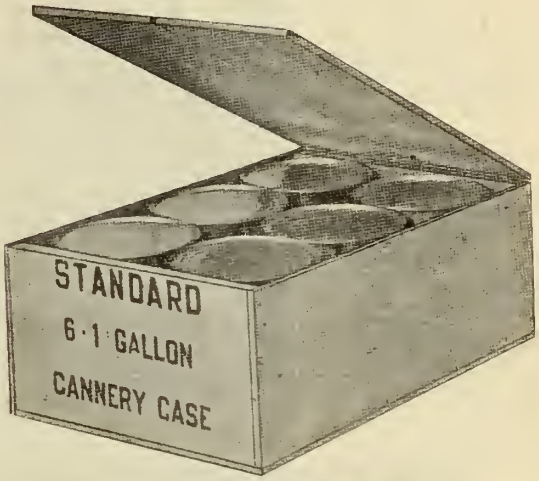
We are making jam cases in shook form for many satisfied jam packers.

The one piece sides make for greatest strength.

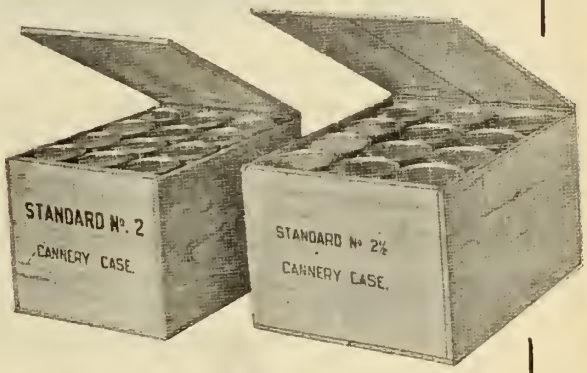
Our egg case shooks make a strong, light package.

You know these statements are true

THE WOODEN box can be stored or piled anywhere. It supports the weight above;the whole pile stands. The Wooden Box is a protection against the sneak thief it cannot be silently rifled of its contents. The Wooden Box protects from damage by rain, snow, or dampness; will not collapse or get musgy if it gets wet. The grocer likes the WOODEN BOX for storing and displaying his wares. He can use it best for delivery carriers on his waggon.



One piece sides.



One piece sides; ends printed in one or more colors.

One piece sides, tops and bottoms. The modern apple package.

We will consider it a privilege to send you samples and quote you prices on packages to suit your particular need. Write

Our Eastern Representatives :

Elliot & Elliot Bartlet Building **Windsor**

or The **Pacific Box Co. Ltd.,** Vancouver, B.C.

EGG CASES

FOR EXPORT AND LOCAL USE

Standard Cottonwood Cases Absolutely Odorless. Ideal Cases for Cold Storage Use.

Also Supplied in Government Standard Size for Export.

BRITISH COLUMBIA MFG. COMPANY, LIMITED

NEW WESTMINSTER, B. C.

EASTERN REPRESENTATIVES: S. H. MOORE & COMPANY, 51 WELLINGTON ST., EAST, TORONTO.

A

good rich Molasses of heavy density and delicious flavor, containing a high percentage of sugar.

You can recommend it for table and cooking purposes.

MADE BY

KELLY CONFECTION COMPANY, Limited, Vancouver

SOLD BY

KELLY, DOUGLAS & CO. LTD., Winnipeg, Calgary, Edmonton

SPECIAL REPRESENTATIVES

CHAS. T. WOODSIDE,
Leeson Lineham Bldg., CALGARY
T. D. WATT,
Shaw Bldg., EDMONTON

Storage and Distribution

Winnipeg

Insurance 30c

We operate the largest fleet of motor trucks in

Western Canada

Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

The City Dray Company

LIMITED

246 Princess Street,

Track P. 18 **Winnipeg**

THE PILCHARD is a delicate fish, caught on the West Coast of Vancouver Island, British Columbia. While resembling a fat herring in size, scientists say the Pilchard is quite a different species, being, in fact, a

Full-grown Sardine

The first sockeye salmon packers to recognize the superior flavour and delicacy of the Pilchard were the CLAYOQUOT SOUND CANNING Co., LIMITED, and their product still leads, as indeed it should, for every single fish is prepared with as much care as you would bestow on a trout for your own table.

"Albatross" Pilchards

are appetizing in appearance and delicate in flavour. No roe, no entrails, no fins nor tails.

Such high standards of cleanliness and quality are maintained in packing

"Albatross" Pilchards

that your customers will thoroughly relish them.

You can stake your reputation on every can of "Albatross" Pilchards you sell.

SPECIFY "ALBATROSS"

Try them and acquire the taste.

Ask Your Jobber for

"Albatross" Brand Pilchards

"The Moderate Price will surprise you"

Packed by

Clayoquot Sound Canning Co., Ltd.

VICTORIA, B. C.

Eureka Refrigeration Equipment

This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

Your letter to us will place you under no obligation to purchase, but it will bring you a whole lot of useful information. Why not write us and talk it over with us now?

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.

Head Office and Factories:
OWEN SOUND, ONTARIO

Over 100 Year's Experience in Mustard Making

That is the experience back of

STICKNEY & POOR'S PREPARED MUSTARD

Since it was first introduced it has been a "big seller."

It is as popular today as it was a century ago because of its "repeat sales."

Cultivate these "repeat sales" with **your** customers. When they ask for mustard sell them Stickney & Poor's Prepared Mustard and you will always have a satisfied customer.

How is your stock of Stickney & Poor's Prepared Mustard?

Always keep plenty on hand and display it well for there is a good **profit** in it for **you.**

Your Co-operating Servant
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century old - Century ho nored 1921
HALIFAX
Mustard - Spices - Seasonings

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

DONALDSON PHILLIPS AGENCIES LTD.
744 Hastings West. VANCOUVER Cable Address "LIVEWIRE"
MERCHANDISE BROKERS, IMPORTERS, EXPORTERS
Canned Salmon, Nuts, Dates, Seeds, Cocoa-butter, Cereals etc.

LE 75 French Cigarette Papers

Finest Quality--Order to-day from your jobber

This cut is a facsimile

A White Gummed Paper That Will Satisfy Your Trade

100 Leaves to Book
Automatic Doubles
50 Books to Box

of the actual package

CANADIAN DISTRIBUTORS:

DONALD H. BAIN CO.

Wholesale Commission Merchants, Brokers and Importers

Head Office, WINNIPEG, MAN.

Branches: SASKATOON REGINA CALGARY EDMONTON VANCOUVER MONTREAL LONDON, ENG.

Mention This Paper When Answering Advts.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

RELIANCE

Water-Glass
Castor Oil
Glycerine
Sewing Machine Oil
Carbolic Acid (10%)
Ink, Mucilage

Order from your jobber or write us

RELIANCE INK CO., LTD., WINNIPEG

250 publications - dailies - weeklies and Farm Journals, advertise Gold Standard Tea. The Codville Co. Ltd.

7

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Marketing Products in a "Big Way"

The house of "Scott-Bathgate" holds an 18 year old reputation for producing big results in the rich Western Provinces—a reputation that you should investigate before you assign your product.

We'll place your product on the market for you in the same successful manner as we have done for Christie's Biscuits, Robertson's Confectionery and Hungerford and Smith's Fountain Supplies. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE

WINNIPEG, MAN.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
Fort William, Ont.

SELL

Thompson's Salted Peanuts

and have satisfied customers.

The original drum-shaped package, filled with the finest salted peanuts, roasted and salted to perfection.

Packed in attractive display of 40 packages each.

ORDER FROM YOUR JOBBER TO-DAY

BULK PEANUTS

Salted Peanuts in Pails, 30-lb. Cartons, Barrels, also Display Cards 36 pkgs. Each.

Try "Nifty Brand"

Whole Blanched Jumbos in 5-lb. tins with envelopes, also in bulk as above.

Packed in Canada by

A. E. Thompson

149 Notre Dame East, Winnipeg

G. B. Thompson & Co., Western Agent,
Box 2015, Winnipeg

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

D. W. Clark & Sons
248 Avenue Road
TORONTO
Grocery Brokers and Commission Agents
We invite correspondence from Domestic or Foreign manufacturers who desire to secure proper distribution.

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

LAING AND WATERS
Manufacturers Agents & Grocery Brokers
28 Wellington St. East
TORONTO
Desire correspondence with manufacturers unrepresented in this district.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

HAMBLIN-BRERETON CO., Ltd.
Grocery and Confectionery
Agents and Importers
Toronto and Kitchener, Ont.
Winnipeg and Calgary.

J.R. Wilson & Company
BROKERS
EXPORTERS IMPORTERS
Dried Fruits--Food Products
27 Wellington Street, East
TORONTO, CANADA

C. A. MANN COMPANY
Strictly New Laid Eggs
Choice Creamery Butter
Fancy Dressed Poultry
Special Attention to Grocers' Orders.
Satisfaction Assured.
LONDON, ONTARIO
PHONE 1577

The **CROWN** *Trade-Mark*
on a bag of white beans is a guarantee of their uniform size and choice quality
Only the very finest hand-picked Canadian White Beans go into bags marked
CROWN BRAND
For your own protection insist upon having this line of known quality.
BRAND
G. T. MICKLE - Ridgetown, Ont.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

When writing Advertisers kindly mention this paper

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 Place Royale, Montreal
Established 1876
Telephone Main 1581

Be Sure You Ask Your Jobber for
Dominion Spring Clothes Pins

Manufactured by
The J. H. Hanson Co., Ltd.
MONTREAL

B. & S. H. THOMPSON & CO.
LIMITED
Head MONTREAL Office

Agents for Canada for the HOMCO Products, including Hard and Soft Soaps, Soap Chips, Salad Oils, Compound Lard, Castor Oils, Sanctuary Oil, etc.

ENQUIRIES INVITED

THE BEST IN 1750 STILL LEADING
PURNELL'S
Pure Malt VINEGAR
IN CASK OR BOTTLE
Purnell & Panter, Ltd., Bristol, England

OAKEY'S
"WELLINGTON" KNIFE POLISH
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.
John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.
Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

When Writing to Advertisers Kindly Mention this Paper.

Are You Prepared for the Fall Trade?

LIQUID VENEER MOP POLISH

Goes Twice as Far

This wonderful new addition to the Liquid Veneer family is going bigger every day. Are you getting your share of the handsome profit? Now is the time to stock up for the fall trade.

Liquid Veneer Mop Polish has met with the instant approval of every housewife who has used it. Once they have tried it nothing else will do.

Our advertisements this fall will contain an offer of a free sample bottle.

It is up to you to take advantage of the increased sales that are bound to result.

Liquid Veneer Mop Polish will renew any dusting mop as it has never been done before. It will transform dirty, dull, scratched floors and give them original finish and luster.

You can offer your customers this wonderful polish with our strong money back guarantee. They must be satisfied in every way or you are authorized to refund their money.

We in turn, will reimburse you for any Mop Polish so returned.

Ask your jobber or write us for full particulars about the Liquid Veneer Products. There is money in them for you.

Liquid Veneer Products are made in Canada.

BUFFALO SPECIALTY CO.

Bridgeburg, Ontario.

For All Bulk Foods, Use the

BUTTER
LARD
DRIPPING
SAUSAGE
HAMBURG

"Riteshape"

FRUIT
VEGETABLES
PICKLES
FISH
MEATS

All sizes, from ½-lb. to 10-lb. All Riteshape containers warranted perfect. Each shipment carefully inspected, accurately counted, then assembled into sealed packages suitable for an average day's supply and your whole order packed in strong wooden crates. The Riteshape will save you time and money and make a splendid impression of quality on your customers.

Write for Sample and Prices

Victoria Paper & Twine Co.

430 Wellington Street West, Toronto

Sole Canadian Wholesale Distributors for the manufacturers—The Oval Wood Dish Company, New York.

The Perfect Wood Container

Odorless, non-absorbent, clean, handy, economical, neat and compact. No waste of the food product. Requires less paper and string to wrap. Makes unusually attractive display on counter or in window.

GROCERS' BANQUET

AT

"CAFE FLORENCE," 30 King St. West

on WEDNESDAY EVENING, the SEVENTH INST., at EIGHT P.M.

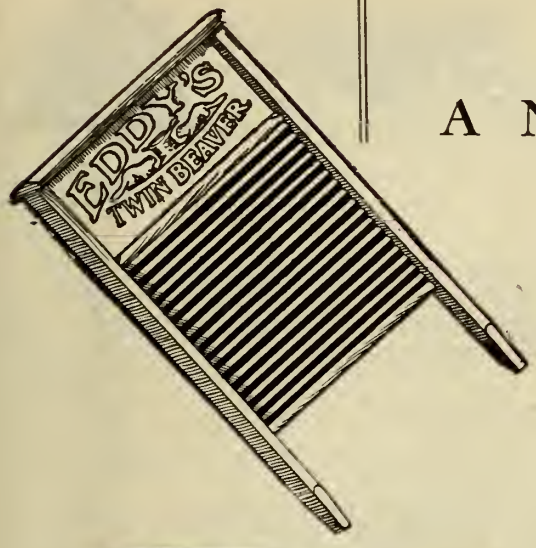
The Associated Grocers of Ontario, Limited, extend a hearty invitation to fellow grocers from out of town and their wives, and also to grocers and their wives of the city, to attend a banquet as announced above.

Come and avail yourself of this opportunity of good fellowship. Prominent merchants interested in the trade will speak, and a good musical programme has been arranged. Phone or write the following for reservation and admission tickets.

A. B. Taylor, Phone Adel. 6940, 6 King St. West
W. R. Scott, Hill. 3400, Dupont and Davenport
S. F. Dove, Phone Gerr. 2187, 222 Coxwell Ave.

Don't fail to avail yourselves of this opportunity to get together and learn of interesting facts of the trade.

(This will be an opportunity to considerably benefit yourselves and your business.)



EDDY

A Name That Guarantees Quality

To the customer the name "Eddy" is an assurance of money's worth in Matches, Indurated Fibreware, "Onliwon" Towelling and Toilet Paper and other paper specialties.

Eddy Products are known all over the Dominion. Widespread consumer advertising reaching into every Canadian community is enhancing the Eddy demand and bringing extra sales to every Eddy dealer.

Every Eddy product is an All-Canadian product.

The E. B. Eddy Co., Limited

HULL, CANADA

Malcolm Milk Products

THE great convenience of these wholesome *MALCOLM MILK PRODUCTS* especially for campers, picknickers, etc., makes them ideal lines to feature in your windows during the vacation season. Get up a good Malcolm display today. The quality of these "all Canadian" milk products ranks them with the most popular summer sellers. Order your requirements from your wholesaler.

The Malcolm Condensing Co., Limited

ST. GEORGE, ONTARIO

Royal Acadia Sugar

When Buying Sugar---

Specify ROYAL ACADIA. Remember that there is no purer, sweeter sugar on the market. It is packed with a view to giving the grocer the cleanest sugar in the most easily handled sanitary bags.

When Selling Sugar---

Let your cutsomers know that you are giving them ROYAL ACADIA SUGAR, the highest grade of sugar obtainable. Recommend to them the sugar in cartons, it will pay you, please them and will save you time and trouble.

Note that each granule of **ACADIA SUGAR** *is a separate glistening diamond of sweetness.*

Acadia Sugar Refining Co., Limited

MONTREAL - - HALIFAX

"Dominion Brand"

TOMATO SOUP

The New Soup with the New Label
All Canadian Made

A rich, thick, savoury soup packed full of goodness and appetising flavour; flavour that makes friends for life after one trial.

Stock It!
Display It!
Sell It!

DOMINION CANNERS LIMITED HAMILTON, CANADA.

Wholesalers!
Place Fall
Orders Now.

A Cordial Welcome Awaits You at the Red Rose Tea Booth!

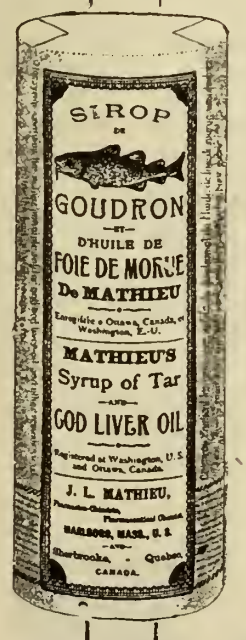
You are cordially invited to visit the Red Rose Tea booth at the Toronto Exhibition. You will be sure of a good cup of tea and a welcome from our representative there.

Last year we served Red Rose Orange Pekoe tea to 26,000 people. This year we expect to serve a greater number.

Come in and see our facilities for making and serving tea and judge for yourself the popularity of Red Rose Tea and how much people really enjoy a tea of such fine quality.

T. H. ESTABROOKS CO., LIMITED

St. John, N.B. Montreal, P.Q. Toronto, Ont. Winnipeg, Man. Calgary, Alta.



You'll win appreciation as well as excellent profits if you recommend

MATHIEU'S SYRUP of TAR and COD LIVER OIL

Here is a mighty profitable side-line that you'll find an excellent seller during the Fall and Winter months. **Mathieu's Syrup of Tar and Cod Liver Oil** is not only a highly efficient cough cure but it also possesses tonic properties that will build up the system at the same time it cures the cold. Mathieu's Cough Remedy contains no injurious or habit-forming drugs and its reputation is nationally established. It pays to feature this side-line.

J. L. MATHIEU CO.

Proprietors

SHERBROOKE, QUEBEC

Two popular leaders

COLMAN'S MUSTARD
KEEN'S MUSTARD

If you supply your customers' requirements with either Colman's or Keen's Mustard you can rest assured of satisfaction. These incomparable mustards are the finest products that human skill and care can produce and they always live up to your highest recommendation.

Look over your stock to-day and order from your wholesaler.

Magor, Son & Co., Ltd.

191 St. Paul St. W. MONTREAL

30 Church St. TORONTO

Make your Canned Goods Pay

A complete line under one label —and guaranteed

There's always trouble with canned fish stocks when you handle many brands from various sources. Get the full line from one house, and you've cut your worries in half—and increased your sales, for one G-M product sells another. Ask the grocer who sells the complete line—he'll tell you. It's a good time to order now.

If there's anything you don't know about our line—write us.

Gosse-Millerd Packing Co., Ltd.
Vancouver, British Columbia

CANADIAN GROCER

VOL. XXXV. TORONTO, SEPTEMBER 2, 1921 No. 35

Firmer Markets in Groceries Apparent

Stocks in Wholesalers' Warehouses and on Retailers' Shelves are Assuming Small Proportions — A More Active Inquiry, Small Stocks and a Lessened Production are Contributing Factors in Stronger Situation

FOR some time past conditions in the markets for many lines of general grocery commodities have shown firmer tendencies and it is becoming increasingly apparent that stocks in wholesalers' warehouses and on retailers' shelves are taking on a lean and hungry look. Speaking generally, the primary markets are decidedly stronger, under a more active demand, small stocks and a lessened production. Undoubtedly the depression in business for the past nine months has had a great deal to do with it, causing the pendulum of low prices to swing just as much too far in that direction, as it did when prices were at the peak. The result of this has been that goods were being disposed of at a less price than the cost of production, so much so, that production has decreased to such an extent, that under stimulus of an active movement for the stocks available, stronger markets with prices advancing are in evidence.

Just how far the upward trend will go, will depend, not altogether upon the law of supply and demand, but also upon the amount of money in circulation, unemployment which will cause people to a large extent to hesitate in their buying through their lack of the wherewithal to purchase. This strong condition in the markets is particularly evident in teas, canned vegetables, sockeye salmon, jams, spices, nuts, and rices.

Speculative Buying in Teas

There is a more active movement in the spot market for teas than there has been for several months, principally of a speculative character which is influenced by anticipation for higher prices, based on reports of short crops and rising primary markets. The production of Indias and Ceylons has been cut fully twenty-five per cent. It is estimated that the India production alone will be less than last year by 30,000,000 pounds. Japans are also only one half the crop of other years, and it is estimated that the total output of Japan this year will only run about 15,000,000 pounds. Canada's imports of teas are the heaviest on blacks, but the average annual importation on Japans has been around 6,000,000 pounds. Prices in primary markets on all grades of tea are now six to twelve cents per pound higher than the beginning of the year with the outlook decidedly upward.

A recent cable from London market says:—

"The present abnormal stock in the United Kingdom, amounting to 218,000,000 pounds, is composed to a fairly large extent of poor quality tea, for there appears to be no market at present. Russia, our pre-war customers for this class of tea, has recently taken a small quantity, but any real revival of trade in this direction is most unlikely for some time yet. The optimism now permeating the market arises from the fact that recent arrivals are a much finer quality, and also that the Indian new seasons crop is smaller than that of last year by nearly 30,000,000 pounds; facts which show that the efforts made at the beginning of the year to produce quality rather than quantity have been efficacious. Recent prices obtained at the Mincing Lane auctions have shown a consistent upward movement, especially in the case of good common leaf tea."

Rising Market in Peas

Those who hesitated to book their requirements on canned peas are now confronted with a rising market. The opening prices on canned peas as announced by the canners to apply on orders placed previous to July fifteen was a low one compared with the opening price of last year. This announcement however, was immediately followed by an advance of seven and one half cents per dozen, and since then another advance was registered of 5c. per dozen. The pack of peas this year was small, running from 25 to 30 per cent of normal and coming on practically a bare market, the trade is faced with a situation which makes higher prices seemingly inevitable.

It will be remembered that early in the year, canners announced that their policy this year would be to pack only the amount of goods that would be sufficient to cover sales. This was evidently carried out in the case of peas, but no doubt the poor crop of this year had something to do with the extremely small pack. Just what will happen with corn and tomatoes, nothing can be definitely learned, except that canners firmly maintain that they will strictly adhere to the policy of packing according to bookings. The fact is however, that last year's pack is fairly well absorbed and what stocks are available are bringing much higher prices than at the beginning of the year.

A Light Salmon Pack

The pack of salmon this season will be the smallest in the history of the salmon packing industry. Cannerymen are taking orders but they claim that the deliveries on sockeye will only be around one half of last year. Last year's deliveries amounted to only 50 per cent. of normal requirements, so it looks as though the trade can only expect about one quarter of their requirements.

Eight years ago, the big cycle year, there were 2,000,000 cases of sockeye salmon packed on the Fraser River, but the pack so far this season on that river amounts to only 25,000 cases. The season will be over in about another week and it is estimated that the whole pack of British Columbia will not amount to more than 160,000 cases.

Advanced Prices on Jams

The situation in jams is similar to that of canned vegetables. Early in the year jams were caught in the depression to such an extent that prices dropped to far below the cost of production, in fact, to less than half the opening price of last year. This had the effect of fairly well cleaning up stocks. But it also caused a hesitation to place future orders for this year's goods. Jam manufacturers therefore adopted the same policy as the canners, to pack only sufficient to cover what they had sold. A short pack of raspberry and strawberry was the result. Jams are commencing to show a more active

Continued on page 20

A Little Preachment on Question of Extending Credit

By Roy A. Hunter

"EVERY Grocer is an anthropologist" says a Penticton, B.C., grocer.

Before the Canadian Grocer could agree with him he had to find out what anthropology is. It appears that anthropology is a discourse on man and the doctrine of the human mind and body. If anybody knows all the little kinks in the mind of man and all the little vagaries of mankind that man is the grocer. A book could be written on the variety of suberfuges that have been employed to get from the grocer an order of groceries when the necessary cash was not in hand.

Getting out of Their Depth

The grocer often tenders his good counsel to those who through ignorance or carelessness are in danger of getting "out of their depth." Mr. Kelly, of the Broadway Table Supply, Vancouver, told me of a case where a school teacher who was "batching" started out on a scale that her salary, although a good one, would not justify. He recommended a weekly accounting and a careful record of household expenditures. The suggestion was kindly received, the grocer avoided the loss that he eventually would have had to bear, and the "school m'am" kept out of debt.

Should Know His Earning Power

Mr. Amos, of the Ideal Cash Grocery, Nelson, B.C., says:—

"A grocer owes it to himself to acquaint himself not only with the approximate earning power of his every customer, but also his habit of living, his style of living, whether he owns his property and whether he is likely to be permanently employed. I recently had a new customer come to me whose orders for the month approached the sixty mark. I ascertained that the salary of the head of the house, and sole earner, was $135 per month. That was not good enough. I insisted thereafter on cash. I got all that was owing to me, and the customer left me. Since that time two other grocers have lost money on that family because they did not take warning at the disparity between the taste and the pocket-book of that customer."

Keep List of Customers

In the grocery store of Basham & Finch, the proprietors showed me the statement compiled by the local grocers' association from data supplied by the members. There were quite forty names on the sheet, and in five columns opposite the customers' names were set their indebtedness to the five merchants co-operating. There were the bold figures in black and white (confidential of course) and between the lines Mr. Basham or Mr. Finch read for me the discourse on the human mind and body that is called such a long name.

Extravagant in Prosperity

There was the story of the railroad man who made $252 a month. That was good money, but as Walt Mason says, "They merrily blew in their kopecs without a thought of the rainy day." Came the "lay-off" on the railroad, and a substantial amount is now being repaid to the various merchants at the rate of a few dollars a month. There is that other family where the husband is a "good-fellow." They are given to entertaining. The grocer sees the extras going out and the bill reaching the danger point. He suggests a more moderate bill and prompter payments. The customer is highly indignant. Pays his bill and marches off to another grocer, but the other members of the credit arrangement all know the story and that customer finds that he must really buy just what he can pay for.

Recently one customer whose name appears in several columns lost his job. He could not pay. Mr. Basham went to him and proposed that he clear some land for him on the following basis. He was to receive seven dollars a day or twelve with his team. He would receive half in cash and the other half would apply on his bill. Surely that was fair. The customer worked two days.

One customer who owes several merchants small amounts but never seemed able to catch up brought in a recent order as follows, "20 lb. sugar, 1 lb. butter, 1 bull Durham." "That is not a good account" says Mr. Finch. One customer's account on being analysed revealed the fact that out of a total of $65 indebtedness, $32 had been spent for cigarettes. "That man," said Mr. Finch "is a poor risk."

"What would you consider a safe risk?" the Canadian Grocer asked.

The Safest Risk

"Generally speaking," said this grocer, "I find that the "bible-believing" type of citizen is the best credit risk. I don't fall for the unctuous customer. Don't misunderstand me. But the clean-living, law abiding, sober citizen will not let you down unless he's up against real adversity, and even so will do the best he can to square up. The man who is cut off at $25 may nurse a mild grievance against you. The man to whom you give $100 credit will positively dislike you and the man who gets into his town merchants' debt to the extent of several hundred dollars will hate them like poison. Quite often co-operative associations are started by those whose only source of bitterness is the fact that they owe their various merchants. I know of one case where a secretary of a co-operative store owed the merchants he aimed to compete with some two hundred dollars, and the president of the same concern, through the courtesy of the merchants was being allowed to overtake his indebtedness at the rate of $5 per month."

Are in Every Town

Such records of extravagant wives, thriftless husbands, impecunious social climbers, mostly folks not wilfully dishonest, just indiscreet, are found in every town. Where the merchants keep as good track of their customers as those in Penticton do, though the tales may be varied and the conditions pitiable at times, the merchants will not suffer many losses. It would appear after all that the Penticton merchant is right, "Every Good Grocer is an Anthropologist.".

FOOD PRODUCTIONS ASSOCIATION WILL MEET

Toronto, Sept. 1 (Special.)—Tenders have been called for the new Pure Food Building to be erected on the Canadian National Exhibition grounds. A meeting of the Food Products Association will be held next week in the Administration Building Exhibition grounds, to hear the details from the exhibition board and to go over the plans, which have been revised a little from those submitted in the spring.

FIRMER MARKETS IN GROCERIES APPARENT

(Continued from Page 19)

movement with prices advanced five to fourteen cents on fours, according to the brands. Some manufacturers claim that they will be entirely sold up on strawberry by the end of the year.

Looks Like Famine in Walnuts

There is a decided scarcity of shelled Bordeaux walnuts, many importers being entirely cleaned up with nothing in sight. The stocks in France are practically exhausted and as a new crop rarely arrives in Canada much before Christmas, the outlook is far from promising. It is freely expressed by importers that the market will be bare of supplies long before the new crop arrives. Manchurian walnuts are also showing stronger tendencies for higher prices and scarce supplies.

Small Stocks of Spices

Supplies of spices of practically all kinds are fast dwindling. There is more activity at present than there has been for some time, with the result that distressed stocks, which to a great extent, were responsible for the low prices, are nearly exhausted. Manufacturers are therefore obliged to turn to the countries of origin for their supplies and as the primary markets, in nearly all lines, are higher, they are forced to pay a higher cost and consequently prices on spot will naturally reach a higher level.

The attractive display of fancy biscuits in J. McTaggart's store in Vancouver, where the sale of biscuits is an important feature.

"What is Your Best Paying Line?"

J. McTaggarts & Sons, Ltd., Vancouver, B.C., Find That Biscuits Can be Boosted as Easily as Any Line and Show a Good Profit—"Retail Grocer Too Often Underestimates Importance of Biscuits."

By Staff Correspondent Canadian Grocer

"WHAT is the best paying line in the store?" a Canadian Grocer representative asked a clerk in J. McTaggart & Sons Ltd., Vancouver.

"Biscuits", replied S. S. Gordon. "In my opinion there is not a single line of goods sold in a retail grocery store that can be boosted so easily and the sales increased so rapidly as biscuits. I think the retail grocer often underestimates the importance of biscuits, and for this reason permits them to get sidetracked into less prominent positions where they are likely to sell less rapidly, get stale and soft, and disappoint a good customer. In this store I have watched the sales of our biscuits increase at least 500% during the last five years."

"Well, what reason would you give for the expansion in your biscuit business?" Canadian Grocer asked.

Four Good Reasons

"There is not one reason," said Mr. Gordon. "There are four equally good reasons. Probably the first reason would be continuous display. Our biscuits are always displayed both in window and at various prominent positions around the store. In the pre-war days, when most of the biscuits were coming from the Old Country, we did not display the biscuits as we do now."

"Why?" was the rejoinder.

"Well, the British firms packed most of their biscuits in half pound sealed packages. These do not lend themselves to display. But at the commencement of the war, when Old Country biscuits could not be shipped we commenced to sell the best Canadian biscuits. These are packed mostly in bulk, and can be displayed to advantage. They make a nice showing, look appetizing to the public and bring many people into the store. In connection with our window display I might mention that we had glass covers made which fit tight over the biscuit boxes and permit maximum display, but eliminate dust and dirt. We introduced these covers, and one of the wholesalers thought so highly of the idea, that with our permission he has manufactured a number of them for distribution to his customers at cost, so a great many dealers are using these covers now, showing how very valuable they are to the retail grocery man, and approved of by the public.

Buying in Volume

"Then again, we started buying in volume. I mean that we cut out handling lines that were scarcely ever asked for, and instead bought heavy on biscuits that made the strongest appeal to the customers. In this respect we have found that if you give the people the sort of biscuits they like, they will get the habit of continually coming to your store for their purchase of biscuits, and will eventually buy something else. We have therefore in our store at the present time, not a great many lines of biscuits, but the ones we have, are those that have proved their popularity with the public. The consequence is that we are enabled to move them rapidly, and always have them fresh and crisp.

Suggesting Biscuits

"Suggestion is another reason for our increased biscuit sales. We suggest biscuits to the telephone customers. We suggest biscuits to all purchasers before Sundays and holidays, as we know that most housewives like to have some fancy biscuits in the house over a holiday. At picnic parties biscuits are indispensible. Another thing that has helped to build our biscuit business has been the carton that we had made for sending out our biscuits. We found that when bulk biscuits are sent out in paper bags, a large percentage of the biscuits are broken. They present a poor appearance when opened up. But with the cartons, one and two pounds, that we had made, the biscuits arrive in as good condition as they leave the store. The cartons cost little and they carry our advertisement on the cover.

(Continued on page 23)

Should Manufacturers Fix Resale Price?

Subscriber Writes to Henry Johnson, Jr., for His Opinion in The Matter and The Subject is Here Discussed at Length—"Grocers Slow to Co-operate for Public Protection"

INTERESTING questions are covered in this week's correspondence. Here is one from Western Canada.

August 21, 1921

Dear Sir:—I am one of your admirers and consequently take great pleasure reading your articles in Canadian Grocer.

There is a controversy now being waged in the Merchants' Association on the subject of price protection—the retail prices to be placed on the articles at the factory. I have opposed this move because I think, first, that it is wrong in principle, secondly that the manufacturers would not agree to such a proposition, and, third, that if the proposition were sound more manufacturers would have adopted the idea long before this. Can you give me any information on either side, so we can discuss the matter more fully?

Yours very truly

Truly, that is a question which has been agitated for years. It happens to be one to which I have had to give very close study, for it was my fortune to be instigator of a suit in the California courts in 1906 which resulted in a law in that state which permitted manufacturers to name and maintain resale prices on their products. As that was the first law of that character ever enacted, naturally I felt rather close to the question.

Let Us Get the Right Slant

But let us get the right slant on this so we may view it from the proper angle. Maybe then we can get somewhere. I shall take my correspondent's three points as he gives them.

First, why "wrong in principle"? Don't you think this is simply that you have become accustomed to the old way and instinctively dislike change? Let us get one thing straight. No law ever could be compulsive in this connection. All any law ever could do would be to grant to manufacturers the right, under certain well defined restrictions, to name and maintain resale prices on their own products.

Suppose we look at it this way: A man packages a cheese in a certain way under a process or plan of his own which insures its uniformity of excellence, and cleanliness. He markets it under a system which insures its arrival in your hands in prime condition so that, if you turn it within a reasonable time, it gets to the consumer without deterioration. Finding that it goes well, he proceeds to advertise it, thereby increasing not only his own profits but yours. He stabilizes the demand for that article.

What happens next? Why, just as it gets running on its second wind and you and other distributors are beginnig to feel that its handling is worth while to you, somebody cuts the life out of the price. Then you lost interest in it. Thereafter you handle it only under compulsion, or you drop it in favor of something that pays its way if you can.

If that manufacturer had been permitted to set and maintain a definite resale price on that article, would you not have been better off? Wherein would any fundamental principle have been infringed? Maybe you will say that this would tend to monopoly, mulcting of the people and all that sort of thing. But one of the limitations of this kind of legislaton always is that the manufacturer shall have no monopolistic control, and in the absence of such control, with plenty of other cheese available, how could any monopoly be claimed or imputed?

"Liberty of Action Infringed

Or you may feel that such plan would rob you of liberty of action and control over "your own goods." You maybe feel that, having bought the goods, they are yours and you can do with them as you like. "Jones Cheese" cannot be so regarded. It was not mere cheese you bought in this case. It was Jones' cheese, and you bought it and paid the needful price for it because Jones' initiative, skill, conscientious work and money spent in advertising had lent special value to Jones' product. Therefore, look at it as you will, you must see that you can neither buy nor can Jones sell you unlimited control over his name. He can neither part with nor can you acquire clear title to that element of his product.

You might then, and you may now, remove from the product every trace of Jones, and then you can do as you like about it, but you do nothing like that. The goods would have little value to you without Jones' name. That was an important element in the purchase. Yet that name is something that cannot pass to you, and so long as it cannot pass, Jones must always hold an interest in his trade-marked goods.

Without his work, there would have grown up no demand for that character of cheese. Why, then, should Jones not be permitted—if he so choose—to protect his name and brand by insuring a fair price and honest profit to you?

Public Policy Protects Purchaser

"Because to give Jones this control might lead to his gouging me and the public?" Hardly. For if Jones' cheese had never become known, there would have been plenty of cheese for everybody, and if he foolishly runs his price up to you and thus cuts your earnings too fine, or sets a figure unduly high to the consumer, his product ceases to be popular, others come into the market with similar cheeses and Jones simply loses out.

The provision that such privileges shall not apply to anything that is or ever becomes a monopoly, natural or otherwise, amply safeguards you and the consumer against extortion.

Therefore, why not?

Number two of your points is covered above. Manufacturers could not "agree" to anything. The essence of this kind of legislation is that it shall be "each for himself and not for any other or others." Any agreement or collusion between two or more would be construed into conspiracy and killed by the courts. Moreover, the distinction always rests with the man who goes it alone. Just because he alone protects you—or because he is one of the few who protect you—he enjoys the advantage of your spontaneous good will and desire to push the sale of his goods.

Your third is similar. More manufacturers have not done this mainly because they have been able to get by without trouble. So long as distributors are satisfied to push goods without adequate reward—to work for the manufacturer for nothing and board themselves—they should worry! They will cross that bridge when they come to it. They think they have not reached it yet.

Grocers Slow to Co-operate for Self Protection

It seems to me that grocers everywhere take this thing from the wrong end. One very prominent importer of tea recently has taken to imprinting the resale price on his packages. But such price is so limited that the grocers' margins, when purchased through the jobber, are reported to me to be around 18 per cent. If the purchase is made in quantity direct, be gets about 24 per cent. Think of that!

Here we have grocers meekly submitting to a scheme under which they handle a proprietary brand of tea for 18 per cent. and meanwhile objecting to any such work on the manufacturers' part which will safeguard them in a reasonable margin.

I do not know how you feel about this thing, but to me it seems a commercial crime to try to put any tea through the grocer's hands, no matter how well-known and extensively advertised, for less than 25 per cent. gross on the minimum quantity. From that point on, if he purchases quantities directly or through the jobber, his 25 per cent basis minimum should be increased.

It seems to me that grocers everywhere, especially grocers' associations

(Continued on page 23)

Opposes Maintenance of Uniform Price

W. W. Ells, Grocery Manager for David Spencer Ltd., Vancouver, B.C., Believes Such a Move is an Effort to Slow Down the Merchandising Pace—Many Factors Enter Into the Selling Price of An Article

By Staff Correspondent of Canadian Grocer

VANCOUVER, B.C., Aug. 26—There is a strong effort being made by the Retail Merchants' Association in Vancouver to arrange a policy, whereby the manufacturers selling package trade—marked foods in British Columbia set the resale price and refuse to such merchants as will not agree to maintain the prices set. The whole case for such a policy was set out in Canadian Grocer in a recent issue.

Opposes Proposed Policy

However, all the merchants do not see eye to eye in the matter. In fact W.W. Ells, grocery manager for David Spencer Ltd., Vancouver, and Victoria, takes most pointed exception to the proposed policy.

"This is, in my opinion," said Mr. Ells to Canadian Grocer," an effort to slow down the merchandising pace to the gait of the least inefficient. It corresponds to the alleged policy in some unions of forbidding any workman exceeding the gait of the slowest worker. There are so many factors that enter into the selling price, which each merchant must place on the merchandise which he owns, and offers for sale, that not even the manufacturer is competent to judge as to what margin shall or shall not be. Besides the duty to the retailer, who should get, and is entitled to a fair remuneration for the service he performs, there is the duty to the public. It is no manufacturer's right to charge the consumer more than is necessary. The consumer must pay for the goods, and in addition, the cost of delivering those goods, at the time and in the way that the consumer wants to be served—but —there is nothing just, about charging the consumer more than is necessary.

Prevents Economical Service

"If there are found methods of serving the public that entail less expense to the public, the people are entitled to benefit by the saving. Because there are those who are either unable or unwilling to serve the consumer in the cheaper way, it does not necessarily follow that no one shall be permitted to give the public more economical service and show him the saving. The weapon that the small retail grocer uses to win him the trade is credit and convenience. He is near at hand to a certain odd hundred families and gives them good service, probably some credit accommodation and at any rate personal attention and personal interest.

The Case of the Downtown Store

"The large store down town does not give credit. Many do not give delivery. None can give personal attention to all customers and their weapon for gaining trade must be publicity and price. If the large store does extend credit, it must not be forced to continue to charge all customers for the delinquencies of the few dead beats, as any one running a credit business must do, be he retailer or wholesaler. Many of the large down town merchandising units have taken off all their delivery system. It is going to be manifestly unfair to be forced to collect from the public a percentage for trucks, gas and labor that are not now required.

"The departmental store is a safety valve for stock. Thousands and thousands of consumers pass through the departmental stores each day. The advertising brings them. The assortment and bargains bring them, and the departmental store can always sell almost any useful merchandise quickly, if the price is right. This is a very valuable channel to the wholesaler or the manufacturer who wants to get action. What manufacturer is going to be tied up so that, no matter what the reason, he cannot quickly liquidate any part of his stock even if he is content to take a loss?

Cannot be a Uniform Price

"The comparison between Gillette safety razors and baking powder is not good enough. There cannot be a uniform price for an article whether sold by the great cash and carry store, or the small suburban retailer who has chosen to be a "public convenience" in his district. He should get his price, but the large store, giving no delivery and no financial accommodation must not be forced to extract from the public the price of giving both. Any such serious attempt on the part of the retail grocers of British Columbia will arouse such a cry by the public and the press that great harm will be done the present system of distribution. When a race is called off every entry doesn't win. All lose—even the also-rans."

SHOULD MANUFACTURERS FIX RESALE PRICE

(Continued from page 22)

should seek to encourage every plan that is in any way legitimate which will lead to betterment, provided that betterment is legitimate. And I feel that 25 per cent. basic minimum is legitimate on tea—that anything less is plain wrong.

In short, why meekly accept regulations which are to your loss and disadvantage and grow obstreperous and kick when the manufacturer seeks to co-operate with you to the end that you make a fair margin on his goods? It would be a different matter were there any danger that monopolies would result, for no man is to be trusted with unlimited power. But so long as competition is kept open in the basic commodities—so long as there are plenty of kinds of cheese and tea and ample supplies thereof—where is the harm in backing up the man who will allow you a legitimate margin and protect you in its enjoyment?

These are just a few stray thoughts on the question as I see it. Hope they may be helpful, or at least interesting, to you.

WHAT IS YOUR BEST PAYING LINE

(Continued from page 21)

The consumers appreciate the little extra thoughtfulness that insure their biscuits arriving in good order.

Selling Broken Biscuits

"Lastly there is the matter of broken biscuits. Broken biscuits are far from attractive. We always remove any broken biscuits and put them in another tin where they are sold at a reduction. At any rate we always figure an extra 5c a pound on fragile lines.

I must say that if every retailer would watch his biscuit business, he would find it the best paying line that he carries. If they are kept fresh and crisp, and well displayed, the biscuit department will be a success."

Slow, But Not Sure.

"Do you drink coffee?" asked the doctor of an aged patient.

"Yes," was the reply.

"Coffee," continued the M.D., "is slow poison."

"Yes, very slow," replied the old man; "I have taken it daily for nearly eighty year."

Commodities by barrels weigh as follows, subject only to variations in accordance with commercial usage or state statutes: Butter, 224 lbs.; beef, 200 lbs.; flour, 196 lbs.; rice, 600 lbs.; pork, from 190 to 200 lbs.; hams, 226 lbs.

The death occurred in Vancouver last week of R. J. Woods, for many years in the canning business in Western Canada. He went to Manitoba in 1870 with the Red River expedition and then to Vancouver in 1886.

Is Optimistic on Future Outlook

President of Dominion Board R.M.A. in Addressing Annual Convention at Winnipeg, Looks for Improved Business Conditions—Many Matters of Vital Interest to Trade are Discussed

WINNIPEG Aug. 30—The Dominion Board of the Retail Merchants' Association of Canada met in annual convention here last week, when several matters of vital importance to the trade in the Dominion were discussed. The official welcome to the convention was made by A. F. Higgins, president of Manitoba Board and W. E. Humphries, president of the Winnipeg branch.

President's Address

J. A. Banfield, president, occupied the chair, and in welcoming the members of the Board, declared that there was every reason for a hopeful and optimistic outlook of the future. Mr. Banfield, speaking on the unemployment question asserted the cause must be ascertained and whatever remedy is provided must be based upon sound, economic principles, if it is to produce permanent and lasting results.

"It is our duty," he said "to reflect an optimistic spirit and to guide the public mind along helpful lines. It is our duty also to give very close and careful study to the question of unemployment, which is now being so prominently discussed. We must ascertain its cause and find out how far it can be traced to general trade conditions, or how far it may be traced to personal reasons. Whatever remedy is provided must be based upon sound, economic principles if it is to produce permanent and really lasting results.

J. A. BANFIELD
Winnipeg, who has again been elected president of the Dominion Board of the R. M. A.

"For the municipality or the state to give unnecessary work to some and then to tax others to pay the same is a makeshift that no true Canadian should tolerate."

Mr. Banfield urged that all unnecessary or superfluous departments of the government should be discontinued and public monies conserved. He pointed out that in England, H. Gordon Selfridge, one of the largest retail merchants of London, had been invited to assist the government in its difficulties of business management. He believed that a number of prominent retail merchants of Canada would gladly respond if asked, to assist in placing the financial affairs of the Dominion upon the best and most economic plane.

The president pointed out to the convention the great strides that have been made by retailers during the past few years. After contrasting events as they were a few years ago he said: "Today universities are recognizing the importance of the distributor to the community and have established classes in commercial courses and are issuing diplomas after three years. The day is rapidly disappearing when any man without proper qualifications can enter the retail merchandising field and make a success. It takes more than bone and sinew; it takes careful study and a thorough knowledge of the worlds markets. Past business methods won't do. New and advanced ideas must be put into force to get proper reults. The great trouble in the past has been that we have not sufficiently regarded the dignity of our calling."

Mr. Banfield closed his address with a warm testimony to the work of the Dominion Association secretary, E. M. Trowern, and an appreciation of the work done by the secretaries of the provincial associations.

Following the president's address, speakers representing the various provinces briefly addressed the meeting. In British Columbia during the last two years it was shown the association membership has increased 133 per cent.

The Present Credit System

The credit system was the chief topic of discussion at Thursday morning's session of the convention, particularly in regard to the Western Provinces. Several speakers addressed the delegates on the present disadvantages under which the small storekeeper operates, and curtailment of the wide open credit system was hinted at strongly as a possible policy of the association.

Collective buying and price maintainance were given some consideration as well, and the meeting was unanimous in its demand that a uniform system of credit rating, at least, be established by the Dominion Executive.

In a discussion on sales taxes and manufacturers' license fees from retail merchants, it was said that amendments

J. H. CURLE,
Provincial Secretary R. M. A. for Manitoba who took an active part in the Dominion Board Convention in Winnipeg last week.

F. E. RAYMOND
Secretary of the Saskatchewan R. M. A., who took a leading part in the discussions at the convention of the Dominion R. M. A. Board.

to the act relieving retailers from certain parts of the war revenues had not been adhered to by the Government officials who were still collecting all taxes. A resolution was passed asking that the incoming executive obtain a correct reading of the act and see that its intentions were carried out.

A resolution favoring a uniform system of taxation, "whereby the greatest amount of money could be raised at the lowest possible expense" instead of by municipal provincial and Dominion authorities, was adopted.

Uniform Dominion-wide early closing laws also came in for some discussion by the delegates and after it had been pointed out that the Government would have difficulty in enforcing uniform legislation, it was decded to request the Dominion Executive Council to consider the Question.

Preserve Unity of Empire

A. J. Reid of Nova Scotia moved a resolution seconded by S. E. Fawcett, Saskatoon, to the effect that in the economic interests of the British Empire as well as with the aim of preserving the unity of the Empire, buying of goods made under the British flag should be adopted where possible. A supplementary resolution was adoptec later with the aim of making the retailer the instrument of a greater display of National colors in Canada. An address was given by Ben H. Morgan, chairman of the British Empire Producers Association along these lines.

Present rates on freight came in for much criticism in view of decreasing prices and the matter was referred to the Dominion executive council in a resolution requesting that body to take the question up with the Board of Railway Commissioners and endeaver to obtain a reduction.

Assistance will be given by the association to the Printers and Publishers' section in their aim to have them come under the exemption clause of the Special Revenue Act. It was claimed that the printers are entitled to be regarded as retailers and exempt from paying a sales tax.

A resolution providing for the grading of potatoes and onions by legislation to be prepared by the association was also concurred in.

Exclude the Orientals

Complete exclusion of the Orientals as the only means of combating the Japanese and Chinese "menace" on the Western Coast and in other parts of Canada was urged by George Hougham of British Columbia, at the closing session of the Retail Merchants' Association convention. The convention then adopted his resolution asking that the viewpoint of each provincial branch be ascertained and that subsequently the retail merchants make strong representation to the Dominion Government for drastic action on the Chinese immigration question.

The question of licensing mail order houses, either in the municipality where they do business or in the province was taken up, but it was decided that the association had no power to control this phase of business.

Election of Officers

J. T. Banfield, Winnipeg, was re-elected Dominion President at final session of the Retail Merchants' Association convention. Other officers of the Dominion Executive Council were elected as follows: First Vice-President, J. G. Watson, Montreal; Second Vice-Pres. Jack Wood, Swift Current, Sask.; Third Vice-President. J. De Wolffe, St, Stephen, N.B.; Fourth Vice-President, T. A. Gaetz, Red Deer, Alta.; Fifth Vice-President, W. J. Hopgoode, Halifax, N.S.; Sixth Vice President G. H. McRobbie, Vancouver, B.C.; Treasurer, Henry Watters, Ottawa; Secretary, E. M. Towern, Ottawa. It was decided to hold the next convention at Halifax.

Entertainment Features

Among the entertainment features of the convention were a dinner tendered the secretaries, by the Winnipeg tire and accessories section on Monday evening, and at noon on Tuesday the Winnipeg Kiwanis Club entertained the deligates to luncheon at the Fort Garry Hotel. At this luncheon E. M. Trowern, secretary of the Dominion Board was chief speaker. The same evening the secretaries were entertained to dinner at the St. Charles Hotel by the Associated Retail Credit exchange. Thursday evening the Winnipeg branch of the retail Merchants' Association gave a dinner in the Fort Garry Hotel to the visiting delegates. Premier T.C. Norris of Manitoba, and Mayor Edward Parnell were the chief speakers.

ALMY'S DEFEAT GOODWIN'S IN SOCCER

Two thousand spectators witnessed one of the most exciting soccer games ever played in Montreal, when the team of Almy's Limited defeated Goodwin's by 2—1. Frantic excitement was evidenced by the spectators throughout the event, and the result ensured the championship of the Mid-Week League with Almy's team heading the table by one point.

The spectators were not all recruited from Montreal's two large department stores, but included also the most prominent officials of the game in the city. The band of the Royal Montreal Regiment was present to enliven the memorable scene and nine of Almy's largest motor trucks loaded with enthusiastic "fans" formed a parade which has seldom been witnessed in the history of football.

THE GOOD WILL OF YOUR CLERK.

(By a large employer of retail salesmen)

CLERKS have one sure way of showing the goodwill they bear towards you and your store—the way they deal with the customer.

Stand off at the end of the counter some day and watch one of your men sell. You can tell, instantly, if he is interested in his work, interested in the customer's needs—and posted on the goods he's trying to sell.

You can tell by his very attitude whether he thinks he is working for a good man, who runs a good store under the right sort of fair-dealing policy You can tell by the way he talks the goods whether he believes in their value.

Is he enthusiastic, polite, attentive?

Does he sell just as carefully as if it were his store?

It won't take you long to tell whether that clerk really does like his job.

If you have educated him up to your store politics, if you have enthused him over the service and values you have to offer, he will show it in a hundred little ways. Goodwill by the clerk is easily spotted.

But if you have neglected his store education—if you have failed to sell him on the idea that yours is not a one-man business—if you have failed to prove to him that you appreciate intelligence, you can quickly tell this in his listless work.

It's a store crime for any man to try and run along in a 50 per cent. way. The hundred percenters in business have instilled enthusiasm in their men—backed it by personal interest in each clerk, and have watched sales grow as a result.

You've always got to allow for "the human equation"—and mistakes will be made in the best of store families. So watch your clerks, correct their errors in the right way, elevate their ideas of right selling and service—and you'll arrive at a stage of store efficiency you might not have thought possible.

The goodwill of the clerk is as important as the goodwill of the customer. One builds the other.

When the "boss" and his clerks team-work toether, enthusiastically and intelligently, customers are rarely slighted.

And that in turn means you can feel absolutely sure of Mrs. Best Customer getting just as good treatment from each one of your clerks as she would if you waited upon her yourself.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER

Vol. XXXV. TORONTO, SEPT. 2, 1921 No. 35

The Mail Order Houses Again

UNFAIR advantages of mail order houses over the legitimate retailer in the small town, came in for discussion at the recent gathering in Winnipeg of the Dominion Board of the Retail Merchant's Association. The unfair advantage particularly referred to was in the way of escaping certain taxation that the regular retailer has to bear. However a resolution moved in this regard was not passed, for the reason that it was felt that the whole mail order question was too big to be covered in such a resolution. This discrimination of taxation however was generally admitted.

It would seem that recent developments in the mail order business are operating in favor of the retailer in the small town. In the declining markets it has been difficult for the mail order house to quote prices, with which it was not possible for the merchant in the country to compete. With reduced business, the carrying charges of the mail order houses are increased, and with other heavy overhead expense, it is becoming more difficult for them to sell under the small fellow, quality and values considered.

The growing popularity of the automobile among farmers coupled with the good roads scheme, is bringing farmers to the nearest buying centres, which they prefer rather than ordering through the mails. It is evident that the present is the merchant's opportunity to sell as he never sold before, and to wipe out forever this bugbear of mail order competition. The local merchant should know the needs of the farmer, his wife and family. The people prefer to buy goods where they can see them, and know exactly what they are purchasing. Let the people in the district know that there is a merchant or merchants in their midst that can sell as low if not lower than the city mail order house. It is up to every retailer to make a study of opportunity to keep the business at home, and if he goes after it as he should, there will be no need of resolutions pointing to the wiping out of unfair advantages enjoyed by mail order houses.

Production of Wheat

IN EUROPE, the collective wheat production of Belgium, Bulgaria, Finland, Alsace-Lorraine, Hungary, Greece and Spain amounts to about 6,900,000 metric tons, as compared with 6,700,000 metric tons last year, says a recent communication from the International Institute of Agriculture at Rome. In the other countries the reports on the condition of crops are satisfactory, especially for autumn sown although damage caused by the drought is being complained of, and in some instances the beating down of grain is reported.

In Asia, India and Japan estimate their production to be about 7,500,000 metric tons, against 11 million metric tons, last year. In Africa, for Algeria, Morocco and Tunis, a yield of about 7,500,000 metric tons is expected, against 1 million last year.

Collectively, the production of wheat of the countries in touch with the Institute amounts to 46,600,000 metric tons, which is a little less than that of last year (47,300,000 metric tons).

The Grading of Potatoes

A WHOLESALE produce merchant remarked the other day that there is a great necessity for a law in regard to the grading of potatoes. He pointed out that many producers have been taking advantage of the apparent scarcity, and shipping potatoes supposedly as good quality that in reality should only be graded as number four. To demonstrate this he showed the writer a shipment that upon examination showed each bag to contain upwards of one peck of small potatoes not any larger than a twenty-five cent piece. "I had to pay as much for those potatoes as for the better ones" he said, "and consequently the grocer has to pay me the market price. This is certainly not fair to the grocer, who would not under any circumstances send them to his customers. He would pick them out and either throw them away or sell them at a lower price."

There seems to be a need for legislation along these lines. There is such a law in force in the United States and it is proving advantageous to all who handle potatoes. This question was discussed at a recent convention of the Dominion Board of the Retail Merchants Association and a resolution is being prepared to be submitted at the next session of the Legislature.

MAKE your store conspicuous on the outside. Make it stand out so that no one can get by without noticing it.

* * * *

DEALING with the general sentiment that nearly everyone is hard up, Forbes Magazine points out that travel records this summer compare favorably with those of boom years, that the better summer resorts are crowded, that people are being turned away every day from the highest-priced hotels in our cities, that there is a scramble at every meal for seats in the most expensive restaurants, that the amount wagered on horse racing eclipses anything ever known, that there is a good demand for better grade goods, automobile makers are reporting active business, and savings bank deposits are breaking all records in volume. This condition is one of the angles to the present situation which makes general conditions so difficult to fathom.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Maritimes

O. E. Campbell has recently taken over the grocery business formerly operated by J. McAllister at Main and Albert Streets, St. John, N.B.

Mott Bros. recently opened a meat and grocery business at 558 Main St., St. John, N.B.

W. G. Patrick, president of the W. G. Patrick & Co., Ltd., Toronto, paid a visit to their Winnipeg branch during the past week.

F. A. Jones, manager of the Vancouver branch of W. L. MacKenzie Company Ltd., spent a few days in Winnipeg last week.

Quebec

Fire broke out in the cellar of Joseph Caron's grocery store 132 Delorinier Ave., Montreal on Monday night last but was extinguished by the fire department before it did severe damage.

The travellers of the wholesale grocery house of Hudon Hebert & Co. Ltd., Montreal are back on their territory again this week after their holidays.

I. Genest of Hudon Hebert & Co. Ltd. Montreal leaves this week for a two weeks holiday in the mountains.

Walter Stewart, Montreal, Manager of Peterson Fruit Co. Ltd., was in Ottawa this week on a business trip.

G. G. Shortt, advertising manager of Acadia Sugar Refineries, Montreal has returned this week after spending his vacation in the Maritime Provinces.

Ontario

R. K. McIntosh, manager of the Canadian Postum Cereal Co., left Toronto last Friday for a trip through Western Canada in the interests of his firm.

Richard Jones has opened up a store at 655 St. Clair Avenue, Toronto.

H. L. Kerr has commenced business at Hope and Boon Ave., Toronto.

F. D. Woodcock has started business with a grocery store at Morrison Ave., Toronto.

D. W. Grant has taken over the grocery of A. Toohey, at Cornwall, Ont.

Edward Fielding, Treasurer of the Commercial Travellers' Association for the past sixteen years, celebrated his eighty-second birthday on Wednesday, Aug. 24. Mr. Fielding was born in the Old Land on August 24, 1839, and came to Canada in 1847, taking nine weeks and five days to cross the Atlantic. Throughout his long life he has served as a commercial traveller. In the old days he drove his own horse from Toronto to Montreal and return practically each year, calling at every village and hamlet en route, on his hundreds of customers.

E. R. Hellmuth of Cassel, Ont., has disposed of his business to Willam Spahr and is moving to New Hamburg where he will retire.

T. Boone has commenced work on remodelling the interior of his store at 51 Adelaide St., London, Ont., and will erect an addition.

Bruce Fairbairn and Frank Pickett of Essex, Ont., opened a new meat market and greengrocery shop at Harrow Ont., on Monday.

George Asseltine of Wallaceburg, Ont., who recently sold the West End Grocery to his brother Coleman has bought it back again and takes possession this week.

Harry Kingwell a youth employed in Humphreys Grocery at Owen Sound was very painfully injured by being kicked in the face by a horse as he was passing its stall. Four stitches were required to close the wound. It was feared for a time that his eyesight might be affected but danger of this is now past.

Fred Paisley of St. Thomas has taken a position as manager of the grocery department in the store of the John Armstrong Co., at Brigden, Ont. Mr. Paisley occupied this position before going overseas.

A development of much interest to the trade locally is the announcement that work is to be started within sixty days on the new $1,500,000 hotel, the contract having been awarded to Canada Hotels Ltd., of Toronto.

The merchants of Gananoque, Ont. will each pay 30 cents per week for the protection of a night patrolman, the balance of the patrolman's salary to be provided by the town.

The grocers and butchers of Sarnia recently held their annual picnic at Lake Huron Park. The event was very largely attended, and a good program of sporting events provided plenty of entertainment.

Western

S. P. Dodds, director and former president of the Coca Cola company, is in Winnipeg on a five-day visit. Thursday of this week he was joined by Joseph Potsdamer, of Philadelphia, and Dan Mitchell, of Camden, N.J., and the party proceeded to the Jasper Park, beyond which a hunting expedition is planned.

The Melville Grocers., Ltd in Melville Sask., a wholesale house operated by citizens of Melville, Sask., for the past two years, has been purchased by the Nash system, who it is stated, operates over three hundred houses in Canada and the United States.

W. B. Carter has opened a new grocery store at Crystal City, Man.

Pure Food Shows At Ottawa Exhibition Well Patronized

Ottawa, Aug. 31.—With 133 booths out of 137 taken for the Pure Food Show the Ottawa retail grocers expected to be sold out in a few days, after their regular meeting on August 25th. The secretary says water will be connected with every booth and the arrangements for a dining hall have been completed, a new feature that will be very useful to the exhibitors and their assistants.

A check for $100 will be forwarded to the Aylmer Fire Fund, this amount being from the Association, while many of the members have also subscribed generously in money and goods. The pure food car will represent the grocers in the decorated car parade on the opening day of the Exhibition. This parade being under the care of the Retail Merchants' Association, will be a credit to the city.

The appointment of an egg inspector who is visiting the grocers, and going over their stock of eggs and candling them, has met with the warm approval of the trade and the department of agriculture is congratulated upon appointing a gentleman who is proving a welcome visitor to the various stores.

Treat Pedlars As Transient Traders Says Ottawa Grocers

Ottawa, Ont., Aug. 31.—A delegation, consisting of Alex. Phillips, B. G. Crabtree and A. E. Kelley, representing the Ottawa Retail Grocers' Association, waited upon the Police Commissioners, and made a request that the street pedlars of tea, coffee and the like be treated as transient traders, and thus liable to a tax of $200, instead of their being required only to take out a pedlar's license at small cost as at present.

The Commission thought the best way would be to take out a case in the police court against one of the parties for trading without a proper license, so that the proper definition as to their standing be arrived at.

"Retailers Are Fulfilling The Functions of Bankers"

"Only Instead of Lending Money They Are Lending Goods" Says B. W. Zieman, President of Ontario R.M.A. at Directors' Luncheon at Toronto Exhibition on Retailers' Day.

TORONTO, Aug. 31—(Special)—Retailers' Day at the Canadian National exhibition to-day was attended by a large number of merchants from all over the Province, and late in the day, a number of the officials of the Dominion Board of the Retail Merchants' Association dropped in at the exhibition, on their way home from Winnipeg where they had been attending the annual convention of the Dominion Board of the Retail Merchants' Association.

B. W. Zieman, of Carleton Place, Ont., President of the Ontario Retail Merchants' Association was the chief speaker at the noon day luncheon of the exhibition directors. "I believe we can look forward to improved business conditions in the very near future," Mr. Zieman remarket at the outset of his address. "I, have just returned from Winnipeg where I discussed the crop outlook in the West with the deputy minister of Agriculture. While the crop will not be as large as was first anticipated, it will be well up to some of the better years. It is being marketed in good condition, and under the most favorable circumstances. With the movement of the crop, money will again be circulated freely, and business conditions will at once improve.

"We retail merchants, as an association, appreciate the fact that the Exhibition directors have recognized the importance of setting apart one day as a retailers' day. There is a tendency on the part of some people to wipe out the middle man, as they choose to call him, but I tell you the retailer is as essential to prosperity, as vital to the progress of our country, as the railways that carry merchandise from one place to another. Goods could not be distributed without railways, nor could they be distributed without the service of the retailer. We occupy a very responsible position. More than anyone else we come in direct contact with the needs of the people, and alone can furnish evidence to the manufacturers what the people will buy.

"Our association has been in existence for the past 25 years. We have offices in every province, and we believe that the past few years have shown what can be done for the retailer through or-organization." Quoting a retailer from Swift Current who was present at the convention in Winnipeg, Mr. Zieman stated that retailers were fulfilling the function, in many instances, of a banker. Instead of loaning money, however, the retailer was loaning the goods. By this the speaker stated, he meant the extending of credit. The granting of long term credits to customers had become a problem that had to be met and overcome.

In conclusion the speaker stated that there was no room for pessimism. Conditions were not so bad, and were improving. He advocated a get together movement on the part of retailers and manufacturers, and he beleived much good might result from it.

Merchants Protested Against Posters Of An Advertising Nature on Windows

One morning last week when the business men of Owen Sound, Ont., came down to their stores they found their display windows adorned with small stickers advertising a coming moving picture. The stickers had been attached to the glass during the night. At an emergency meeting of the Retail Bureau the matter was discussed and a protest was made to Manager Murray of the theatre who immediately saw the justice of the complaint and undertook to have them removed at once. Two young men were despatched on this errand and for some time they were scratching and scraping the stickers from the show windows.

The incident has served to bring up the entire question of show windows of stores being used for advertising posters and cards and the Retail Bureau has placed itself on record as being very much opposed to their windows being used for this purpose. They believe that advertising should be confined to such legitimate channels as newspapers, bill boards, etc., without interfering with the display of merchandise by business men.

New Goods

On August the first of this year a new Canadian company was formed in Montreal, known as the Saxonia Fruit Preserving Co., Ltd., for the manufacturing in Canada of candied, glacé and preserved fruit. This is the first organization of its kind in Canada and the new plant at the corner of First Avenue and Earnest St. in Maisonneuve is unique in style on account of the products turned out by it. It is the intention to turn out in this plant delicate, preserved fruits on a basis of quality and attractiveness equal to the lines now imported from Europe.

The manufacturing is done under the supervision of S. Narizzano, managing director of the firm, who has had over ten years of intimate connection with the processes involved in the preserving of such delicate fruits as Maraschino

cherries and the preparing of candied, glacé and crystallized citron, lemon and orange peels. The latter in the form of whole and sliced peels is being packed in ten pound display boxes and in small pound and half pound wooden drums. Besides these they are preparing candied whole fruits such as limes, apricots, cherries and figs. These are prepared in attractive colors such as are used for fancy boxes of delicacies and at dinners. They also put up sliced candied pineapple and what is known as finger pineapple. All of these are packed under the "Saxonia Brand."

Another line is mixed candied peel in chopped or shredded form, packed in pound and half pound cartons with an attractive white label lithographed in red and gold and also under the name of "Saxonia Brand."

The sales of these lines are being handled by John T. McBride and Co., of Montreal, who are distributors to the wholesale trade.

Qualifications of the Grocer

Before he can Rightly Use the Title of "Grocer," President Crowder of B. C. R.M.A. Thinks he Should be Able to Correctly Answer This Questionnaire

By Staff Correspondent Canadian Grocer

VANCOUVER, B. C.,—It is a question whether Edison realized what he was starting when he drafted up his famous questionnaire for his own personal use. Even at the recent convention of Merchants at Duncan, B.C., a paper was given by J. T. Crowder, the new Provincial President that involved the use of a questionnaire.

President Crowder's paper dealt with what the grocer should know before he can rightly use the title of "grocer." He maintained that the time is coming and probably very near, when the cities and towns will make it obligatory that the applicant prove his knowledge of the grocery business before he may obtain a license to open and operate a grocery store.

Must Qualify

It was not contended that those now in business would be obliged to qualify in order to stay in business, but that new ones coming in would be so examined. The inefficients are being continually weeded out by the rigours of business, and with the influx of further untrained grocers restricted, the standard of the grocery store would be gradually raised till it more nearly approximated the rank of a profession—as indeed it should.

To illustrate to the audience just what knowledge a grocer would probably have, Mr. Crowder read this imaginary examination paper which was compiled by Jas. Harkness, president Provincial Grocers Trade Section:—

The Grocer's Examination

What does the "eggs marks" act demand in the Sale of Eggs by retail?

What is the best month for storing eggs? Why?

In storing eggs at what temperature should they be kept?

Describe what is meant by "stall fed" and "grass" butter?

What are the best months for butter making?

What moisture content is allowed in butter by the Food & Drugs Act?"

What is the difference between Saskatchewan Government No. 1 grade and Alberta No. 1 grade butters?

Are preservatives used in butter?

Are all cheeses manufactured in Canada of equal quality? If not, what province produces the best?

Name in order of superiority the two best months for making cheese.

What percentage of fat should "whole milk" cheese contain?

Why is cheese coloured?

What is pure lard?

What is compound lard?

Does the law permit colouring of lard?

What is cream of tarter? What is the Government standard of purity?

Steffens-Colmer, Photo.

J. T. CROWDER

Vancouver, B. C., the new president of the B. C. Board, Retail Merchants' Association of Canada.

Name the essential constituents of baking powder.

What is a "blend" as applied to coffee?

In coffee mixture what is the maximum amount of other ingredients permissible?

What is pure jam?

Differentiate between the processes of manufacture in Malt, White and Cider vinegars.

What is sweet oil?

What is salad oil?

What is mace?

What is curry powder?

What is the difference between all spice and pastry spice?

Name the countries respectively from which come the best-shelled walnuts; almonds; muscatel raisins; currants; figs; canned pineapple.

Name three harmless colouring matters.

What kind of colouring matter might be harmful? Why?

When speaking of canned peas what does "soaked" mean?

What is a "blown" tin? What caused it?

What is ethyl alcohol? What used for?

How does saccharin compare with sugar? Is it a good substitute?

What is bread flour? pastry flour? bleached flour? graham flour? cake flour? pancake flour?

What seeds are used to produce "oil of bitter almonds"?

What would be the danger in a poor grade of this product?

Which will be more likely to have weevils, a package of corn-flakes or a sack of rolled oats? Why?

What methods would you adopt to prevent weeville in cereals, etc?

Give closing hours and holidays applicable to the district in which you keep store.

Extend the following abbreviations; ad val, C.I.F., E. & O.E., H.M.C.

What is the average percent of working expenses in the grocery business?

Would the percentage of working expenses, plus the cost of the goods ensure the merchant a profit? Why?

If an article costing $1 is sold for $1.25 what is the percentage of profit?

If any article costing $1.25 were sold for $1. what would be the percentage of loss?

Which is the safer plan, to base profits on cost, or selling price?

Name the books necessary for the production of a balance sheet that would meet the demands of the Provincial and Dominion Governments.

What is the "balance sheet"?

How would you arrive at the gross profit in a given term?

How would you arrive at the net" profit in a given term?

What is the shortest road to bankruptcy?

File this List

The persual of the foregoing list might draw to the attention of some the fact that the "procession" has got a long way ahead of them. And after digging up the answers in that old dusty "Grocer's Encyclopeodia" it would be a good idea to file this list, as with its assistance it should be easier to choose a grocery salesman from among the clerks that apply to you for work.

IS APPOINTED SALES MANAGER OF RUNKEL BROS. INC.

A. C. Monacle, has been appointed sales manager of Runkel Bros., Inc., manufacturers of cocoa and chocolates, New York City. Mr. Monacle, for several years past has been in charge of the sales department of the Franco-American Food Company, and prior to that served as National secretary of the American Specialty Manufacturers' Association.

M. T. Green, 1750 Nelson Street, Vancouver, B.C., was found in the pantry of his home the other evening in a critical condition. He had taken carbolic acid.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centers.

MARKETS AT A GLANCE

IN wholesale circles it is freely expressed that business has a healthier tone and that the firmness of the markets is having a stabilizing influence. Retailers, although not buying as heavily as in the previous years are commencing to place orders for larger quantities and with more confidence than at any time since the beginning of the year.

The feature is perhaps the continued strength and activity shown in teas and nuts. The principal movement in teas continues mostly of a speculative character, in anticipation of higher prices, based on confirmed reports of shortened production and higher prices in primary markets. This applies to practically all teas, Ceylons, Indias and Japans.

There is no improvement shown in shelled walnuts as compared with last week. In fact as the season advances the situation grows more acute and it is freely stated by importers that there is likely to be a famine on shelled Bordeaux walnuts this fall. The new crop will arrive about the end of December, but the price is expected to be high. Almonds, although not showing a great deal of activity are in a strong position, with quotations slightly higher and firmly held.

Canned peas, under influence of a short crop, smaller pack and a clean up of last season's goods, are showing a tendency for higher levels. There is nothing yet to be learned with definiteness in regard to tomatoes and corn. The crops are in good shape, but canners maintain that they intend to carry out their policy of curtailing the pack.

The situation in jams has a more stabilized appearance. The bargains that were floating for the past month or two are fairly well absorbed, and prices are generally higher and more in accordance with manufacturers' lists.

Rices and spices show no change as compared with last week, continuing in a strong position, while cereals are also firm with a scarcity noted on marrowfat green peas.

The produce markets are weaker. Butter and cheese are lower while eggs are fairly steady. Live hogs are lower, likewise lard, shortening and smoked meats. Potatoes are easier and with the exception of Ontario, crops are turning out to be in a better condition than appeared earlier in the season.

QUEBEC MARKETS

MONTREAL, Aug. 31.—The grocery market shows more activity this week in every way than it has done for some time. More confidence seems to be displayed in buying which is plainly shown in increased buying. Molasses and corn syrups are steady with very little change in conditions. Rice and tea, however, continue to gain strength and higher prices are quoted on both. Almost all grades of Japan teas have been advanced two and three cents a pound. Rangoon and Honduras rice is further advanced in price with a much keener demand for supplies from all sources. Canned goods show more strength with another advance in the price of canned tomatoes contemplated on account of the shortage of supplies. Compound jams have been advanced on account of the higher price of sugar. Canadian white beans and split peas are higher and package goods are steady with a better movement of supplies. Raisins are scarce and higher prices are quoted on valencias and muscatels.

CANNED GOODS HIGHER

Montreal

CANNED GOODS:—The most important feature of the canned goods market this week is a higher price quoted on Belgian canned peas. The advance amounts to $4 per case. The standard grades, Mi-Fins, are quoted at $22 per case with a discount of 5 per cent on 5 case lots. Canned tomatoes also show more strength and although there is no advance at the present time higher prices are expected. At are present time the supply of them on the market is very low. Asparagus tips are advanced to $4.25. In canned fruits there is an advance of 25 cents on gallon apples, making the price $5.25 per doz. Gallon rhubarb is reduced to $5.50 per doz. As a result of a stronger sugar market compound jams, in general, have been advanced ½ cent a lb. to 12 cents. Norwegian sardines show a decline of $1.50 a case and prices now range from $10 to $14 per case according to quality. Some of the brands of olive oil show a decline of $2.00 per case with pints selling at $16 per case and quarts at $14 per case.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	4 25	
Asparagus, imported (2½s)	6 00	
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.		1 50
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 45
Do., 2½s	1 80	1 85
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, standard	1 80	1 90
Do., early June		2 00
Do., extra fine, 2s		3 00
Do. Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Choice, 2-lb.		1 87½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS

Apricots, 2½-lb. tins		4 50
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.		5 25
Currants black, 2s, doz.	4 00	4 05
Do., gals. doz.		16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.		3 10
Do., 2½-lb.		5 00
Do., 2-lb.		4 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, heavy syrup—		
2-lb.		3 90
1-lb.		2 90
Pears 1s		3 20
Do., 2-lb.		4 10
Greengage Plums, heavy syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb.		2 25
Do., light syrup		2 00
Pineapples (grated and sliced), 2½-lbs.		4 50
Do., 2-lbs.		3 60
Do., 1-lb.		2 00
Strawberries	4 00	4 10
New Pack Strawberries—		
Standard No. 2, per doz.		4 60
Choice grade		4 70
Fancy Preserved		5 50
Rhubarb, preserved		2 80
Do., per gallon		5 50

Canadian Pineapple (sliced)		4 80
New Blueberries, 2 lbs.		2 25
Do., 1 gal.		12 00

COFFEE PRICES UNCHANGED

Montreal

COFFEE—The coffee market remains firm with no change in price and a good demand is felt, which in fact has kept up pretty well all through the summer. This market has not felt the fluctuations that have occurred in other lines and consequently buying is more free.

RAISINS SCARCE

Montreal.

DRIED FRUITS—Local wholesalers report that there is only one grade of California muscatel raisins left on the market and these are the 3 Crown which are advanced ½ cent a lb. to 20 and 21c. Other raisins are short in supply and California Valencias are also advanced ½ cent a lb. A new supply of French glace fruits are on the market and are selling at 75c per lb. in 5 lb. wooden boxes. The currant market shows a little more strength but no change in price is recorded. The new price on evaporated apples is not yet reported but it is expected that it will be between 14½ and 15c a lb.

Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		
Peaches (fancy)		0 28
Do., choice, lb.		0 25
Pears (choice)		0 22
Do. fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon, new pack	0 46	0 47
New Pack—		
Orange	0 48	0 49
Citron		0 76
Choice, bulk, 25-lb. boxes, lb.		0 22
Peels (cut mixed), doz.		3 25
Raisins (seeded)—		
Valencias	0 20	0 21
Muscatels, 2 Crown		0 22½
Do., 3 Crown	0 20	0 21
Do., 4 Crown		0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy Seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 oz.		0 27½
California Seedless, in bulk	0 18½	0 19
Cluster, 20 1 lb. pack.		6 75
Currants loose	0 12	0 15
Do., Greek	0 13	0 15
Dates, Excelsior (36-10s), pkg.		4 85
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 00
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do. 2¼'s, lb.		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), 22-lb. boxes, each		0 11
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 25
30-40s		0 19
40-50s		0 17
50-60s		0 13½
60-70s		0 12
70-80s		0 10½
80-90s		0 09½
90-100s		0 09

PEAS AND BEANS HIGHER

Montreal.

CEREALS—There is a marked improvement in the buying of cereals in prospect of the fall trade and prices are firm. White beans have been advanced ½c a lb. to 7c and split peas in bag lots are advanced 65 cents per bag to $6.65.

Oatmeal, gran. fine standard		4 00
Rolled Oats, 90 lbs.		3 60
Pearl Hominy		3 25
Cornmeal, Gold Dust Brand		3 25
Graham Flour, 98 lbs.		7.65
New Buckwheat Flour		6 75
Pot Barley		5 25
Pearl Barley		5 25
Beans, Ont.		3.50
Do., Can.		3 30
Lima Beans		0 10
White Beans		0 07
Green peas, dried	0 03	0 05¾
Flaxseed		0 06
Ground Oil Cake, per bag		3 00
Split peas, per bag		0 65

PACKAGE GOODS UNCHANGED

Montreal.

PACKAGE GOODS—There is no change in package goods. Prices are steady and a good trade is passing which is showing signs of improvement on account of the closing of the summer season and buyers are looking forward to the fall trade.

PACKAGE GOODS

Breakfast food, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78*
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case	3 40	3 55
Cornmeal, yellow, 24s		2 85
Do., 36s		4 16
Oat Flakes 20s		4 80
Do., 18s		2 00
Do., aluminum, pkg.		6 10
Oatmeal, fine cut, 20 pkgs.		6 75
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		3 25
Hominy, pearl or gran., 2 doz.		3 00
Health Bran (20 pkgs.), case		3 50
Pancake Flour, case		3 60
Do., self-rising, doz.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s, case		6 50
Self-rising flour (3-lb. pkg), doz.		2 80
Do., (6-lb. pkg.), doz.		5 50
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 10¼
Potato flour		0 12½
Starch (laundry)		0 08⅜
Flour, tapioca	0 15	0 16
Shredded Krumbles, 36s		4 35
Shredded Wheat		4 95
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		
Celluloid Starch, 45 pkgs., case		4 20
Package cornmeal		3 00
Malt Breakfast Food (36 pkgs.)		9 50
Quaker Two-Minute Oat Food		1 80
Macaroni		2 25
Quaker Quakies		3 40

HIGHER PRICES FOR RICE

Montreal.

RICE—The rice market continues to gain strength with a further advance in Rangoon rice. This is now quoted at $5.75 per 100 while Honduras fancy is quoted at 5½c a lb. There is an improvement in the buying of rice on account of this continued strength.

Carolina extra fancy		0 07
Do., fancy)		0 06
Honduras, fancy		0 05½
Rangoon CC, per cwt.		5 50
Do., B., per cwt.		5 75
Texas rice		0 05
Siam		0 06
Tapioca, per lb. (seed)	0 08	0 09½
Do. (pearl)	0 08	0 09½
Do. (flake	0 08	0 09½
Honduras		0 07
Siam		0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

MOLASSES PRICES STEADY

Montreal.

MOLASSES—Quotations on molasses are unchanged and buying is confined to supplies for immediate requirements. There is nothing to indicate that there will be any change in the price as far as can be seen at present and conditions point to a steady price. The same can be said of corn syrups, but in this case an improvement in demand is shown in the trade.

Barbadoes Molasses—	Price for Island	Price for Montreal
Puncheons		0 71
Barrels		0 73
Half barrels		0 73
Puncheons, outside city		0 69
Fancy Molasses (in tins)—		
16-oz. tins, 2 doz. case, per doz.		2 40

SPICE MARKET FIRM

Montreal.

spice market and business shows a continual improvement in prospects for the fall trade. Prices are firm throuhout and little change is looked for.

Allspice	0 18	0 20
Cassia, pure	0 27	0 30
Cocoanut, 20 lb. pails, per lb.		0 46
Do., sweetened, lb.		0 35
Chicory (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 35
Pure, ground		0 35
Cream of tartar (French pure)	0 65	0 70
Do. American high test	0 75	0 80
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, pure, 1-lb. tins	0 69	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 40
Do. 80, lb.		0 38
Do., 100, lb.		0 35
Do., ground, 1-lb. tins		0 45
Pepper, black		0 25
Do., white		0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do. package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

SUGAR MARKETS STEADY

Montreal.

SUGAR—The sugar market holds steady at the present list of quotations. Refiners seem to be standing closer together with the intention of keeping these prices steady and instilling more confidence into the trade.

Granulated sugar, per cwt.	8 75
Do., barrels	8 80
Granulated, gunnies, 20-5	9 15
Do., cases, 20-5-lb. cartons	9 35
Do., gunnies, 10-10	
Do., cases, 50-2-lb. cartons	9 50
Yellow, light, per cwt.	8 35
Do., medium, per cwt.	8 35
Do., dark, per cwt.	8 15

DOMESTIC FRUIT HIGHER

Montreal.

FRUIT—The feature of the fruit market is an advance in the prices quoted on Canadian fruit. Peaches and plums are up to $1.50 per basket. The first Canadian apples, in any quantity on the market are Wealthies which are quoted at $8.50 per barrel. Judging by the apple crop in this province, higher prices than this will be asked this fall. Lemons are a little easier again this week quoted as low as $4.50 per case. There is no change in orange prices.

APPLES—		
Wealthy, per barrel		8 50
Hampers, per bushel		2 50
Boxes, 175s, 216s		4 50
Bananas (as to grade), bunch	7 00	8 00
Cantaloupes, 36-54s		7 00
Lemons, 300-360s		4 50
Cal. Naval oranges, 126-150s	7 00	7 50
Do., 176-200-216-250s		7 00
Do., Blood Oranges, half boxes		3 75
Plums, Canadian, 11-qt. basket.		1 50
Peaches, Canadian, 11-qt. bas.		1 50
Tangerines		4 25
Georgia Peaches, crate		3 00
California plums	3 75	4 00
Malaga grapes, per crate		7 00
Montreal melons, basket		1 25

SHELLED WALNUTS SCARCE

Montreal.

NUTS—On account of the drought in France the supplies of walnuts shipped

this year will not be large and this coupled with the fact that the supplies in this country are already almost depleted accounts for a further advance of 5c. in the price of Bordeaux shelled walnuts making the price 75c.per lb. There is a marked improvement in the buying of nuts for the fall and business locally is brisk in the nut market. Prices on most lines remain firm but there is a little easier feeling in peanuts.

Almonds, Tarragona, per lb.	0 22	0 24
Do., shelled	....	0 54
Valencia shelled almonds	....	0 44
Chestnuts (Italian)	....	0 18
Cocoanut (shredded, bulk)	0 33	0 36
Filberts (Sicily), per lb.	0 17	0 18
Brazil nuts (new)	....	0 20
Do., Barcelona	....	0 15½
Peanuts, Jumbo	....	0 15½
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java, No. 1	....	0 11½
Do., salted red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 35
Pecans, new Jumbo, per lb.	....	0 50
Do., large, No. 2, polished	0 29	0 30
Pecanss, shelled	1 00	1 50
Walnuts Grenoble, in shell	....	0 29
Walnuts, Marbot	0 26	0 28
Do. new Naples	....	0 26
Do., shelled, Manchurian	....	0 68
Do. Bordeaux	0 63	0 68
Do., Chilean, bags, per lb.	....	0 40
Do., Spanish, shelled	....	0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

HIGHER PRICES ON JAPAN TEAS

Montreal.

TEAS— Japan teas show another advance resulting from the reports of a strong market, and practically a guarantee of higher prices for the future. The medium grades have been advanced by the local wholesalers to 55c., an advance of 3c. while the lower grades are, in general, advanced 2c. to between 48 and 50c. Lower grades are selling at an advance of 2c. The whole tea market has a stronger aspect with the prospect of higher prices and with this comes a more active market and improved buying.

Ceylon and Indians—		
Pekoes	0 22	0 26
Broken Pekoes	0 32	0 40
Broken Orange Pekoes	0 48	0 55
Javas—		
Broken Orange Pekoes	0 48	0 55
Broken Pekoes	0 35	0 40
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
JAPAN TEAS (new crop)	....	0 77

Above retail prices range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 35	0 40
Orange Pekoes	0 37	0 45
Broken Orange Pekoes	0 37	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

COCOA AND CHOCOLATES LOWER

Montreal

COCOA—All chocolates and cocoas are reduced in price this week by the makers. This makes Cowan's standard line 45c a pound and other lines in proportion, a reduction of 2c a pound. Fry's, Webb's and Baker's cocoa and chocolate are reduced 5c. a pound, now quoted at 47c. for breakfast cocoa and 42c. for the premium chocolate. There is a corresponding reduction in other packages of these lines.

REDUCTION MADE IN SALT

Montreal.

SALT—Windsor table salt is reduced 30c. per barrel of 80 3½-lb bags. Corresponding reductions are made in other packages.

POTATOES ARE LOWER

Montreal.

VEGETABLES— The feature of the vegetable market is the drop in the price of potatoes. This price has gone as low as $2.25, a drop of 75c. in one week. This is accounted for by the fact that larger supplies from the Maritime provinces have been put on the market and the result is that there is considerable competition in price. Just what effect this will have on the future, it is hard to say. It cannot be said that they have put all they have on the market at once but there is some question as to the accurate report on this year's crop. There is evidence to prove that the production is good but the important part is the keeping quality. At present potato prices are on a downward trend. There is little or no change in other lines. Tomatoes and corn are plentiful and tomatoes are selling at $1 a box.

New cabbage, local	....	1 50
Corn, per doz.	....	0 30
Carrots, per bag	0 75	1 00
Montreal cucumbers, per doz.	0 50	0 75
Horseradish lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green ,doz.	....	0 50
New potatoes, Mont. (90-lb. bag)	....	2 75
Do., sweet, hamper	....	5 50
Spanish onions, per case	5 50	6 25
Turnips, per bag	0 75	1 00
Tomatoes, Mont., per box	....	1 00
Egyptian onions	....	5 00
Red Onions, per cwt.	....	4 00
Texas Onions, per crate	....	3 50
Yellow onions, per cwt.	....	2 50

ONTARIO MARKETS

TORONTO, Aug. 31.—Generally speaking there is a firmer undertone to the markets, and with the exception of sugar, the primary markets are showing a decided tendency towards an upward movement. This situation is especially noticeable on canned peas, teas, rices, jams, nuts and spices. There are a few price changes but the situation is such that a more stabilized condition can be expected. There is no local change to sugar but the raw market continues to show weakness with a small movement noted.

PEAS AND JAMS FIRMER

Toronto.

CANNED GOODS—The firmness in canned peas is becoming more apparent as the stock pack of this year is steadily moving off. Prices are ruling firm and the trend is inclined to be an upward one. Jams have been showing signs of strength for some time past which is now quite evident in that higher prices are named. The condition in wholesale circles too, is more stabilized and those that have been offering bargains have also advanced their quotations. Some jams, fours, are offered at 75 cents but the general price is from 85 to 95 cents according to the brand. The new quotations on Goodwillies fruits in glass are as follows: Strawberry per dozen $5.80: Red Raspberry $4.50: Black Raspberry. $4.90: Peaches $4,50: Pears $4,50: Red Cherries $4: White Cherries $5: Blue Plums $3.50; Lombard Plume $3.50: Green Gage Plums $4.10: Black Currant $4.90 per dozen.

Salmon—		
Sockeye 1s, doz.	5 20	5 35
Do., ½s, doz.	....	2 80
Cohoe 1s, doz.	....	2 90
Do., ½s, doz.	....	1 90
Pinks, 1s doz.	....	1 45
Lobsterss, ½-lb., doz.	3 90	3 75
Do., ¼-lb. tins	1 95	2 40
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	....
Canned Vegetables —		
Tomatoes, 2½s, doz.	....	1 65
Peas, standard, doz.	....	1 75
Do., Early une	....	2 15
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.	....	2 20
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	....	1 50
Pumpkins, 2½s, doz.	1 45	1 50
Spinach, 2s, doz.	....	1 60
Pineapples, sliced. 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
Apples, gal., doz.	....	5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.	....	3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do. Green Gage	3 25	3 40
Cherries, pitted H.S.	....	4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Strawberry, 4s, each	0 90	0 95
Do., 16-oz., per doz.	3 75	4 60
Raspberry, 4s, each	0 90	0 94
Do., 16-oz., doz.	3 75	4 60

CEREALS HOLD FIRM

Toronto.

CEREALS—The market continues to rule fairly firm throughout the list. Rolled oats are quoted at $3.50 per bag with an improved demand noted. Marrowfat green peas are scarce and quotations are strong at 8c. per lb.

Barley, pearl, 98s	....	5 50
Buckwheat flour, 98s	....	6 00
Barley, pot, 98s	....	4 75
Barley Flour, 98s	....	6 25
Cornmeal, golden, 98s	....	2 75
Oatmeal, 98s	....	4 50
Corn flour, 98s	....	3 75
Rye flour	9 85	6 00
Rolled oats, 90s	....	3 50
Rolled wheat, 100 lb. bbls.	....	7 00
Cracked wheat, bag	....	5 00
Breakfast food. No. 1	....	6 00
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 50
Flaxseed, 98s	....	7 00
Peas, split, 98s	....	5 7
Marrowfat green peas	....	0 08
Graham flour, 98s	....	4 75
Whole wheat flour	....	4 95
Wheat kernels, 8s	....	6 25
Farina, 98s	....	6 35

NO CHANGE IN PACKAGE CEREALS

Toronto.

PACKAGE GOODS—This market is fairly steady under normal demand. Quotations are unchanged.

PACKAGE GOODS

Rolled Oats, 20ss, round, case	....	5 00
Do., 20s, square case	....	5 00
Do., 18s, case	....	2 00
Do., Aluminum Prem., 20s	....	6 10
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case.	....	6 00
Do., 20s, family, case	....	6 80
Cooker package peas, 36s, case.	....	2 85

Cornstarch, No. 1, lb. carton		0 10⅝
Do., No. 2, lb. cartons		0 10⅛
Do., No. 2, lb. cartons		0 09⅛
Laundry starch		0 08⅛
Do., in 1-lb. cartons		0 08⅞
Do., in 6-lb. wood boxes		0 08⅞
Do., in 6-lb. tin canisters		0 12⅝
Celluloid starch, case		4 15
Potato flour, case 20 1-lb. pkgs.		2 50
Do., case 24 12-oz. pkgs.		2 30
Fine oatmeal, 20s		5 75
Cornmeal 24s		2 85
Farina, 24s		3 25
Barley, 24s		2 75
Wheat flakes, 24s		5 00
Wheat kernels 24s		4 50
Self-rising pancake flour 24s		3 00
Buckwheat flour, 24s		3 50
Two-minute Oat Food, 24s		1 80
Puffed wheat, case		4 40
Puffed rice, case		5 70
Health bran, case		3 50
F. S. Hominy gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 85

VALENCIA RAISINS ARRIVE

Toronto.

DRIED FRUITS—New crop Valencia raisins have arrived on this market and are offered at 23c. per lb. These raisins are from South Africa, and are the first to arrive from that country. New pack California seeded raisins are offered to arrive at 20½c. for the 15-oz. package. There is no change in local conditions on prunes, but there appears to be an active movement to European ports. The California Prune and Apricot Growers' Association confirmed an order from France for 500,000 boxes of the new crop as well as 3,000,000 boxes for the Continent. The 1921 crop of prunes is now estimated at 180,000,000 lbs.

Candied Peels—		
Citron caps, 12 lb. boxes, lb.		0 50
Lemon caps, 12 lb. boxes, lb.	0 34	
Orange caps, 12 lb. boxes, lb.		0 35
Mixed containing 4½ lb. lemon, 4½ lb. orange, 3 lb. citron caps, per lb.		0 40
Drained Peel, mixed, cut ready for use, in No. 1's cartons, 3 3 dozen per case, per dozen		4 60
Currants—		
Greek, Filiatras, cases		0 17
Do., Amalias		0 17
Do., Patras		0 17
Do., Vostizza		0 23½
Excelsior, pkgs, 3 doz. in case		5 50
Dromedary 3 doz. to case		7 50
Fard, per box ap. 12 lbs.		3 25
Hallowee dates, per lb.		0 11
Figs—		
Smyrna layers, 4 Crn., lb.	0 30	0 32
Do., layers, 6 crn., lb.	0 36	0 38
Natural pulled, in bags		0 10½
Prunes—		
30-40s, 25s		0 20
40-50s, 25s		0 16
50-60s, 25s		0 13
60-70, 25s		0 10
70-80s, 25s		0 09½
80-90s, 25s		0 09
Raisins"		
California, bleached, lb.		0 27½
Seedless, 15-oz. packets	0 27	0 29
Seeded, 15-oz. packets		0 23
Crn., muscatels, No. 1, 25s		0 19½
Turkish Sultanas pkgs.		0 27
Thompsons, seedless		0 28½
Valencia		0 23
Evaporated apples	0 14	0 15

GOOD DEMAND FOR HONEY

Toronto.

HONEY—The market appears to be settling around 15c. to the retail trade with a good consuming demand passing. Dealers, however, are not stocking heavily, claiming that it is a little early and awaiting a more settled condition. Dealers are paying at country points from 11c. to 12½c. per lb. according to the size of the container.

HONEY, Extracted—		
5-pound tins, per lb.		0 16
10-lb. tins, per lb.		0 15
60-pound tins, per lb.		0 14½
Comb, per doz.	3 75	4 50

STRONG NUT MARKET

Toronto.

NUTS—The strength of the nut market throughout continues, and is further accentuated by the limited spot stocks, particularly shelled walnuts. As each week passes this shortage is becoming more pronounced and many houses at present are entirely sold out of Bordeaux shelled walnuts, halves. The principal feature in this situation is the fact that apparently there is no likelihood of stocks being replenished until the new crop arrives which can hardly be expected much before the end of December. Manchurian walnuts have also developed a stronger tone, at higher prices with more difficulty in procuring supplies. Shelled almonds are in a stronger position while more interest is being taken in brazils.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Grenobles, lb.	0 23	0 24
Walnuts, Bordeaux, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, lb.		0 30
Do., sweetened, lb	0 28	0 32
Do., shred		0 25
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 17	0 20
Mixed nuts, bags 50 lbs.		0 32
Shelled —		
Almonds, lb.	0 45	0 52
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.	0 75	0 80
Do., Manchurian		0 70
Do., broken		0 11
Peanuts, Spanish, lb.		0 10
Pecans, lb.		1 40
Brazils		0 72

RICE MARKET FIRM

Toronto.

RICES—Quotations on spot are being firmly maintained and there are indications that these prices are shortly to be advanced. A dispatch from the primary markets state that fancy grades of Blue Rose is practically cleaned up and the small supply available is bringing higher prices.

Honduras, broken, per rlb.	0 07½	0 08
Fancy Blue Rose, lb.	0 08½	0 09
Blue Rose, lb.		0 07½
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07
White Sago	0 07	0 07½
Tapioca, per lb.	0 07½	0 08

MORE INTEREST IN TEAS

TEAS.—Local speculative interest continues active in anticipation of higher prices, based on reports of short crops and rising primary markets. Quotations on spot are unchanged, but the expectation is that prices will necessarily be revised upward, in view of the fact that primary markets have reached such a high level, that many kinds cannot be replaced at present wholesale prices.

Ceylons and Indians—		
Pekoe Souchongs	0 25	0 35
Pekoes	0 30	0 58
Broken Pekoes	0 35	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans		0 58
Do., seconds		0 50
Hyson thirds	0 30	0 35
Do., pints	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade.

SPICE STOCK LOW

Toronto.

SPICES.—Stocks continue low under fairly active demand. The primary markets are showing more firmness with higher prices quoted on all lines. It is felt now, that distressed stocks are fairly well liquidated and from now on further supplies will have to be purchased from the countries of origin. Apparently this same condition exists on the New York market, according to a dispatch, which says. "There continues a fairly brisk demand for all grades of spices. With but few exceptions forign markets quote prices above the New York parity, and therefore, few contracts are being placed for future delivery. It does not seem possible that this situation can continue indefinitely, as supplies here are daily getting smaller, and the time is not far off when it will be imperative for importers to purchase abroad, and pay higher prices."

Allspice	0 15	0 18
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 45
Mustard, pure	0 35	0 40
Pastry		0 28
Pickling spices		0 18
Mace		0 75
Peppers, black	0 20	0 28
Do., white		0 30
Paprika, lb.	0 60	0 70
Chillies, lb.		0 50
Nutmegs, selects, whole, 100s	0 22	0 26
Do., 80s		0 35
Do., ground		0 28
Mustard seed, whole		0 20
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Turmeric		0 30
Curry powder		0 35
Cream of Tartar—		
French, pure		0 40
4-oz. packages, doz.		2 00
The above quotations are for the best quality.		
8-oz. packages, doz.		3 50
cheaper grades can be purchased for less.		

NO CHANGE IN SYRUPS

Toronto.

SYRUPS.—There are no changes in this market. Quotations are ruling fairly steady.

Barrels, about 700 lbs., yellow		0 06½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case		4 60
Cases, 5-lb. tins, white, 1 doz. in case		5 90
Cases, 10-lb. tins, white, ½ doz. in case		5 60
Cases, 2-lb. tins, yellow 2 doz. in case		4 00
Cases, 5-lb. tins, yellow, 1 doz. in case		5 80
Cases, 10-lb. tins, yellow, ½ doz.		
2-lb. tins, 2 doz. in case, case	4 40	7 25
3-lb. tins, 2 doz. in case, case	5 75	10 75
5-lb. tins, 1 doz. in case case		8 95
10-lb. tins, ½ doz. in case, case		8 60
Corn Syrup—		
Barrels, about 700 lbs.		0 06½
Half barrels, about 350 lbs.		0 06¾
Quarter barrels, about 175 lbs.		0 07¼
2 gals., 25-lb. pails, each		2 25
3 gal., 38½-lb. pails, each		3 25
5 gal., 65-lb. pails, each		5 20
2-lb. tins per case		4 00
5-lb. tins, per case		5 30
10-lb. tins, per case		5 00
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case.		4 60
5-lb. tins, 1 doz. in case, case		5 90
10-lb. tins, ½ doz. in case, case		5 60

EASY RAW SUGAR MARKET

Toronto.

SUGAR.—There is practically no change to the situaton locally, refiners continuing to quote on the basis of $9.09 Toronto. The weakness that has been apparent in the raw sugar market still prevails, and there appears to be a quiet movement. The reduction of ten points in American refined announced last week by one refinery was followed by others.

St. Lawrence, extra granulated, cwt.	9 09
Atlantic, extra granulated	9 09
Acadia Sugar Refinery, extra granulated	9 09
Dom. Sugar Refinery, extra granulated	9 09
Canada Refinery granulated	9 09

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c gunnies, 10 10s, 50s; cartons, 20-5s, 60c; cartons,

PEACH CROP EARLIER

Toronto.

FRUIT.—Peaches from the Niagara Peninsula are arriving in good supply. The crop is about ten days earlier and it is expected that the bulk of the crop will be marketed within the next two weeks. Crawfords and Elbertas are arriving with prices from $1 to $1.50 for 11s and 75c to $1 for 6s. Apples are more plentiful, baskets are bringing 50c. to 60c, while barrels range from $5 to $7, Bartlett and Clapps pears are in good demand at 65c to 90c per basket. Plums are easier as compared with last week. Oranges are lower at $5.50 to $6.25 per case. California pears are down 60c per case now offered at $4.50.

Oranges, Valencies, 100s		5 50
Do., 126s		5 75
Do., 150s and smaller	6 00	6 25
Lemons, Verdillis		5 00
Watermelons, each	0 75	1 25
Peaches, Cal., in boxes		2 00
Do., Crawfords, 6-qt. bkt.	0 75	1 00
Do., Do., 11-qt. bkt.	1 00	1 50
Huckleberries, 11 qts.		2 75
Lawton berries	0 20	0 22
Cantaloupes, 16-qt. bkt.	0 40	0 65
Pears, Cal. Bartlett, box		4 50
Do., Canadian, 11s	0 65	0 90
Bananas, per lb.		0 08
Apples, eating, per bas.	0 50	0 60
Do., Cooking per barrel	5 00	7 00
Plums, 6 quart bas.	0 40	0 50
Do., 11-qt. bkt.	0 85	1 00
Grapes, Cal. Malagas, crate		5 00

POTATO PRICES DROP

Toronto.

VEGETABLES.—Since we went to press last week, another drop in potatoes was registered, bringing the price to $2.50 per bag. This was attributed to the heavy shipments which arrived from New Brunswick and the West, causing the market to be over supplied. Reports on the potato crop show that Alberta and Manitoba will have a heavy crop, New Brunswick has also a good crop, but the Ontario crop will be light. There is practically no change in other vegetables as compared with last week.

Cabbage, per doz.	1 00	1 50
Potatoes, local, per bag		2 50
Head lettuce, crate	1 50	2 00
Tomatoes, 11s	30	40
New beets, per dozen	0 30	0 40
New carrots, per doz.	0 30	0 40
Cucumbers, 11s	0 30	0 40
Corn, per doz.		0 12½
Onions, Spanish, crate		5 75
Do., sack, 100 lbs.		3 50
Do., pickling, 11s	2 00	2 50
Celery, per doz.	0 60	0 65
Egg Plant, 16-qt. bkt.	0 75	1 00
Sweet potatoes, hamper		2 75
Peppers, hot green, bkt.		0 50
Do., hot, red, bkt.		0 85
Do., sweet green, bkt.		0 75

WINNIPEG MARKETS

WINNIPEG, Aug. 31.—There are few price changes in general grocery commodities but there are indications that all prices are becoming more and more stabilized. This is attributed to the firmer condition of the market and it has created more confidence on the part of buyers who are now purchasing in larger quantities than for some time past. Canned vegetables show indications for higher prices. Jams are also steady and an advance in compounds is expected very shortly. Teas, coffees and rices are ruling firm in primary markets and indications point to higher prices. Dried fruits are firming up while all lines of nuts are firmer.

COFFEE MARKET STEADY

Winnipeg.

COFFEE—The coffee market is ruling steady and very little buying is taking place. Locally the trade is brisk and active.

COFFEE—		
Rio, lb.	0 19½	0 20½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 28	0 30
Santos, lb.	0 26	0 29

BULK CEREALS EASIER

Winnipeg.

CEREALS—Bulk cereals are reported slightly easier in sympathy with the grain market. Indications point to a slight reduction in the near future. Package cereals remain unchanged. The primary bean market advanced and spot stocks are practically cleaned up. Orientals appear hard to secure.

PACKAGE CEREALS

Rolled oats 20s, rd. cartons	4 75	5 00
Do., 36s, case, square, bkts.		3 50
Do., 18s, case		2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, case		3 40
Puffed Wheat, 3 doz. cs., case		4 45
Puffed Rice, 3 doz. cs., case		5 75
Grape Nuts 2 doz. cs. case		3 80
Package peas, 3 doz. cs., case		3 00
Cream of Wheat, 3 doz. cs., case		9 15

BULK CEREALS

Rolled Oats, 80s, per bag		2 80
Do., 40s, per bag		1 48
Do., 20s, per bag		0 77
Do., 10-8s, per bale		3 60
Do., 15-8s, per bale		4 10
Oatmeal, 98s, gran. or stand., bag	3 50	4 50
Wheat granules, 98s, bag		6 50
Do., 16-6s, per bale		7 05
Peas, whole, green, 100-lb. bag, per bushel		4 50
Do. split, yellow, 98s, bag		7 95
Do., split, yellow 49s, bag		4 00
Cornmeal, 98s, per sack		3 25
Do., 49s, per sack		1 65
Do., 24s, per bag		0 85
Do., 10s, per bale		3 65
Buckwheat grits, whole, 981lb. bags, per bag		8 75
Beans, 100-lb. bags bushel		3 70
Lima Beans, 100-lb. bags, lb.		0 10½
Barley, pot, 98s		3 85
Do., 49s		1 92
Do., 24s		1 00
Barley, pearl, 98s, per bag		4 95
Do., pearl, 49s, per bag		2 52
Do., pearl 24s		1 28

NEW PRICES ON SALMON

Winnipeg.

CANNED GOODS—New opening prices have been named on salmon and show a reduction of $2 per case on sockeye 1s and $2.50 on halves as compared with to-day's wholesale price. The new prices on sockeye are $20.50 for 1s, and $21.50 for halves. Other grades are considerably lower than last year's but are higher than wholesalers are quoting for present stocks. Sockeye salmon is scarce and it is indicated that there will be none available within two months time. Canned vegetables are ruling steady and indications are for higher prices on tomatoes and corn. Peas have advanced and canners are now quoting this line at 25 cents a case higher than opening prices. Canned fruits show no change and are in moderate demand at this season of the year.

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, per case	7 00	8 00
Do., imp., ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.		2 45
Do., ½s, 4 doz. case, doz.		4 20
Oysters, 1s, 4 oz., 4 doz. case, cs.		9 40
Pilchards, 1s, tall, 4 doz. case, cs.		7 10
Do., ½s, flat, 8 doz. cs., case		9 00
Salmon—		
Sockeye, 1s, tall case		20 75
Do., ½s, flat, 8 doz. in case		21 75
R. Spring, 1s, tall, 4 doz. case		16 75
Do., ½s, flat, 8 doz. case		18 25
Cohoe, 1s, tall, 4 doz. case		14 65
Do., ½s flat, 8 doz. case		16 50
Pink, 1s, tall, 4 doz. case		6 50
Do., ½s flat, 8 doz. case		8 25

CANNED FRUIT (Canadian)

Apples, 6 tins in case, per case		3 25
Cherries, 1s, 4 doz. case	7 00	8 00
Peaches, 2s, 2 doz. case	6 50	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	6 50	7 00
Do., Lombard, light syrup, 2s, 2 doz. case	4 75	5 25
Do., heavy syrup, 2s, 2 doz. case	6 00	6 50
Raspberries, 2s, 2 doz. case	8 50	9 00
Strawberries, 2s, 2 doz. case	8 00	8 50

CANNED FRUIT (American)

Apricots, 1s, 4 doz. case		11 00
Peaches, 2½s, 2 doz. case		12 00
Do., sliced, 1s, 4 doz. case		12 40
Do., halved, 1s, 4 doz. case		12 40
Do., 2s, 2 doz. case		8 25
Pears, 1s, 4 doz. case		12 00
Pineapples, sliced, 2s, 2 doz. case		7 60

CANNED VEGETABLES

Asparagus Tips, 1s, tins, 2 doz. case, per doz.		5 00
Beans, Golden Wax, 1s, doz.	4 75	5 00
Beans, Refugee, 2s, 2 doz. case	4 75	5 00
Corn, 2s, 2 doz. case	3 25	4 00
Peas, 2s, 2 doz. case	3 90	4 10
Sweet Potatoes, 2½, 2 doz. case		7 00
Pumpkins, 2½s, 2 doz. case	3 00	3 75
Sauer Kraut, 2½ss, 2 doz. case		4 10
Spaghetti, 2 doz. case		2 15
Tomatoes, 2½s, 2 doz. case	3 95	4 15
Spinach, 2½s, 2 doz. case		6 55

NO CHANGE IN SUGAR

Winnipeg.

SUGAR—There are no new developments in the sugar market. Quotations are steady and unchanged.

Extra gran., bags, 100 lbs.		10 00
Do., gunnies, 5-20 lbs		10 40
Do., gunnies, 10-10 lbs.		10 50
Do., cartons, 20-5 lbs.		10 60
Do., cartons, 50-2 lbs.		10 75
Yellow, No. 1 lt., bags, 100 lbs.		9 60
Do., golden, bags, 100 lbs.		9 50
Powdered sugar, bbls.		10 40
Do., boxes, 50 lbs.		10 60
Do., boxes, 25 lbs.		10 80
Icing, barrels		10 50
Do., boxes, 50 lbs.		10 70
Do., boxes, 25 lbs.		10 90
Soft lumps, boxes, 100 lbs.		10 80
Do., boxes, 50 lbs.		10 90
Do., 25 lbs.		11 10
Do., cases, 20 cartons		11 85
Do., cases, 40 ½ cartons		12 60

LUMP SUGAR—

Small lump, boxes, 100 lbs.	10 70
Do., boxes, 50 lbs.	10 80
Do., boxes, 25 lbs.	11 00
Do., cartons, 50 2-lbs.	11 10
Hard lump, barrels	11 00
Do., boxes, 100 lbs.	11 00
Do., boxes, 50 lbs.	11 20
Do., boxes, 25 lbs.	11 25

DRIED FRUITS FIRM

Winnipeg.

DRIED FRUITS—Peaches, prunes, apricots and evaporated apples have advanced and the market is ruling firm. These advances will likely be maintained until the first of the year. Evaporated apples are considered good buying at the present time as reports from the South and East state that there is a short crop and this is strengthening the market during the crop season. Some lines of dried fruits are getting scarce and Thompson's seedless raisins are almost unobtainable on this market.

DRIED FRUIT

Evaporated apples, per lb.	0 15½ to 0 16
Currants, 90-lb., per lb.	0 18 0 19
Do., 8 oz. pkgs., 6 doz. case, lb.	0 16¾
Dates, Hallowee, bulk, lb.	0 14¼
Do., pkge., 3 doz. case, lb.	0 15⅞
Figs, Spanish, per lb.	0 15
Do., Smyrna, per lb.	0 12½
Do., black, cartons, carton	0 60
Loganberries, 4 doz. case, pkt.	0 30
Peaches, standard, per lb.	0 20 0 21
Do., choice, per lb.	0 23 0 24
Do., fancy, per lb.	0 24 0 25
Do., Cal., in cartons, per carton	1 10
Do., unpitted, per lb.	0 10
Pears, extra choice, per lb.	0 25
Do., Cal., cartons, per carton	1 25
Currants, 90-lb., per lb.	0 18 0 19
Prunes—	
30-40s, 25s, per lb.	0 21
40-50s, 25s, per lb.	0 16¼
50-60s, 25s, per lb.	0 14
60-70s, 25s, per lb.	0 12¾
70-80s, 25s, per lb.	0 11½
80-90s, 25s, per lb.	0 10½
90-100s, 25s, per lb.	0 08
In 5-lb cartons, carton	0 68
Raisins—	
3 doz .to case, per pkg.	0 21
Choice seeded, 15 oz., 3 doz. to case, per pkg.	0 20
Fancy, seeded, 11 oz., 4 doz. to case, per pkg	0 21¾
Choice seeded, 11 oz., 4 doz. to case, per pkg.	0 19
Cal., bulk, seeded, 25-lb. boxes	0 24
Do., pkt., seedless, 11 oz., 3 doz. to case, per lb	0 22
Do., bulk, seedless, 25-lb. boxes per lb.	0 24
Apricots, choice, 25s, lb.	0 30
Do., 10s, lb.	0 31
Do., Standard, 25s, lb.	0 27
Do., Standard, 10s, lb.	0 29
Do., fancy, 25s, lb.	0 35
Do., fancy, 10s, lb.	0 36

SPICES IN DEMAND

Winnipeg.

SPICES—There is a fairly active demand for spices but only actual requirements are being considered by buyers. A firm feeling prevails in the primary markets with the trend of prices towards higher levels.

Allspice, Jamaica, best qual., lb.	0 28
Cassia, Batavia, per lb.	0 38
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1, per lb.	0 53
Cinnamon, Ceylon, per lb.	0 85
Do., No. 0, carton, doz.	1 00
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 55 0 60
Ginger, washed, Jamaica, No. 1	0 65
Do., Jamaica, No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb.	0 80
Nutmegs, extra large brown, 70 to lb., per lb.	0 70
Do., large brown, 85 to lb.	0 40
Do., medium, brown, 110 to lb., per lb.	0 38
Do., carton of six, per doz.	0 80
Pepper, blk., Singapore, ex., lb.	0 17 0 19
Do., white, per lb.	0 30 0 35
Pickling, ¼-lb., pkg., per doz.	1 00
Do., bulk, No. 1, per lb.	0 28
GROUND SPICE	
Allspice, bulk, per lb.	0 25
Do., No. 2, per lb.	0 25
Do., 2 oz. cartons	0 80
Do., 4 oz. cartons	1 20
Cassia, No. 1 bulk, per lb.	0 30
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	1 00
Do., No. 1, 4 oz. cartons	1 50
Cinnamon, bulk, per lb	0 45
Do., 2 oz. cartons	1 15
Do., 4 oz. cartons	1 75
Cloves, bulk, per lb.	0 65
Do., 2 oz., cartons	1 45
Do., 4 oz. cartons	2 00

SYRUPS QUIET

Winnipeg.

SYRUPS—The demand for corn and cane syrup is quiet and very little interest is being shown as the trade is buying sparingly.

CANE SYRUP—	
No. 2s	6 55
No. 5s	7 50
No. 10s	7 00
No. 20s	6 80
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 65
Cases, 5-lb. tins, white, 1 doz. in case	5 75
Cases, 10-lb. tins, white, ½ doz. in case	5 50
Cases, 20-lb. tins, white, ¼ doz. in case	5 50
Cases, 2-lb. tins, yellow, 2 doz. in case	3 40
Cases, 5-lb. tins yellow, 1 doz. in case	4 55
Cases, 10-lb. tins, yellow, ½ doz. in case	4 30
Cases ,20-lb. tins, yellow, ¼ doz. in case	4 30
MAPLE SYRUP—	
Pure, 2½s, tins, cs. of 2 doz.	24 85
Pure, 5s, per case of 1 doz.	22 65
Pure, 10s, per case of ½ doz.	21 05
TABLE SYRUP—	
Maple flavor 2½s, tins, per case of 2 doz.	13 75
Do., 2s, tins, case of 1 doz.	12 00
Do., 1s, tins, case ½ doz.	11 50
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 30
3-lb. tins, 2 doz. case	11 60
5-lb. tins, 1 doz. case	9 50
10-lb. tins, 1 doz. case	9 20
Molasses quotations subject to 5 per cent. discount.	
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	5 25
2s, 4 doz. in case	5 00
2½s 4 doz. in case	4 80
5s, 4 doz. in case	4 50
10s, 4 doz. in case	4 20

STARCH UNCHANGED

Winnipeg.

STARCH—Starch is in good demand with no change in quotations.

STARCH—	
Cornstarch, No. 1 quality, per lb.	0 10¾
Cornstarch 1-lb. pkgs., lb.	0 09½
Gloss, 1-lb. pkgs., per lb.	0 10⅞
Celluloid, 1-lb. pkg., case	4 35

SHELLED WALNUTS SCARCE

Winnipeg.

NUTS—Shelled Bordeaux walnuts are very scarce and prices are extremely high for future deliveries. The demand is increasing with the approach of fall. Shelled almonds are firm and shippers have withdrawn quotations for shipments for September. The Spanish shelled peanut market is ruling firm and higher prices are expected shortly. Pecans continue scarce and high and Brazils are maintaining a firm tone.

NUTS, SHELLED—	
Almonds, per lb.	0 45 0 47
Spanish Peanuts, No. 1, lb.	0 12½
Pecans, per lb.	1 40
Walnuts, per lb.	0 77½
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 25
Walnuts per lb.	0 25
Almonds, per lb.	0 25
Cocoanuts per sack	11 00
Cocoanuts, per doz.	1 50
Brazils, per lb.	0 25
Pecans, per lb.	0 28

FLOUR UNCHANGED

Winnipeg.

FLOUR—There are no new developments in this market. The demand is steadily improving and prices are well maintained.

FLOUR—	
98-lb. sacks	5 32½
Two 49-lb. sacks	5 40
Four 24-lb. sacks	5 50

JAM MARKET FIRM

Winnipeg.

JAMS—There is a firmer tone to the jam market as many lines which have been offered at cut prices have been practically cleaned up. Indications point to an advance of 5c per tin on compound in the near future.

JAMS

Strawberry 4s per tin	0 89
Black Currant 4s per tin	0 89
Raspberry 4s per tin	0 89
Apricots 4s per tin	0 83
Cherry 4s per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors), 4s, tin.	0 57

STRONG RICE MARKET

Winnipeg.

RICE—The strong position gained in the rice market some weeks ago is being firmly held under higher prices. Locally prices at present are steady but with stocks becoming low indications point to higher prices.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08
Do., 50-lb. sacks, lb.	0 08½
Siam, 100-lb. bags	0 6¼
Do., 50-lb. bags	0 06½
Sago, sack lots, 13 to 15 lbs., lbs., per lb.	0 08¾
Do., in less quantities, lb.	0 09¼
Tapioca, pearl, per lb.	0 08 0 08½

TEAS RULE FIRM

Winnipeg.

TEAS—The tea market continues to hold a strong position, and primary market prices are maintaining higher levels. Ceylons during the week advanced 3c per lb. Although prices to the retail trade have not been changed there is a strong possibility for quotations on all grades to advance to bring them more in line with replacement value.

INDIA AND CEYLON—	
Pekoe Souchongs, "rst quality.	0 35 0 40
Do., second quality	0 32 0 35
Pekoe, first quality	0 40 0 42
Do., second quality	0 35 0 40
Broken Pekoe, first quality	0 42 0 48
Broken Orange Pekoe 1st qual.	0 42 0 60
Japan	0 42 0 60
JAVAS—	
Pekoe Souchongs	0 30 0 32
Pekoe	0 32 0 40
Broken Pekoe	0 33 0 45
Broken Orange Pekoe	0 38 0 48

MALAGA GRAPES ARRIVE

Winnipeg.

FRUITS—The first car of Malaga grapes has arrived on the market and are selling freely at $5 per case. Italian prunes are in good demand and are quoted at $1.65 per case. Washington Alberta peaches are expected shortly and are quoted at $2.25 per case. B. C. Duchess apples and Washington Wealthy are quoted at $3 to $3.50 per

(Continued on page 36)

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE

CALGARY, ALTA., Aug. 31.—Blended jams advanced from $6.60 to $7.00 per case on fours. An advance is also expected on pure jams. Kootenashi beans are firmer at $5.00 to $6.00 per hundred. Extra choice evaporated apricots are quoted at 31c. Libbys Krout is lower at $4.15 to $4.50 per case. Standard peas are firmer at $4.20 to $4.30 per case. Brazil nuts are two cents per lb. higher. Lemons are selling at $14.00 per case. B. C. Elberta peaches are selling at $2.25 per crate. Alberta potatoes are quoted at $35.00 per ton.

Beans, B.C., per hundred	5 00	6 00
Rolled oats, 80s	....	3 00
Rice, Siam	5 50	6 00
Japan, No. 1	7 50	8 00
Tapioca	6 75	7 25
Sago	6 75	7 25
Sugar, pure cane, gran., cwt.	....	10 67
Cheese, No. 1, Ont., large	0 26½	0 28
Alberta cheese, twins	....	0 25½
Do., large	....	0 24½
Butter, creamery, lb.	....	0 37
Do., dairy, lb.	0 25	0 30
Lard, pure 3s	....	12 90
Eggs, new laid, local, case	011	0 12
Tomatoes, 2½s	....	4 25
Lemons, case	....	15 00
Corn, 2s, standard case	3 50	3 85
Peas, 2s, standard case	4 20	4 30
New early June peas, case	....	4 75
Salmon Sockeye 1s, case	19 80	21 00
Do., Sockeye ½s, case	21 00	22 00
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	8 40	10 00
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
B. C. Tomattoes, 4-bas. crate, ea.	....	2 75
Apples, evaporated, lb.	0 14	0 15½
Do., 25s, lb.	....	0 17
Peaches, evaporated, lb.	0 16	0 18
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 9½	0 10
Do., 70-80s	0 11	0 12
Do., 60-70s	0 12½	0 13
Potatoes, local, ton	....	35 00

Nova Scotia Markets

FROM HALIFAX, BY WIRE

HALIFAX, N.S., Aug. 31.—The markets are fairly steady with few changes in quotations. Merchants report a good volume of business passing. Valley apples are arriving more plentifully. Rolled oats are higher at $3.95. Eggs are higher at 42c while cheese is easier at 26 cents.

Flour, No. 1 patents, bbl.	....	11 00
Cornmeal, bags	....	2 50
Rolled oats, per bag	....	3 95
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.	....	10 00
Sugar, standard, gran.	....	8 95
Do., No. 1, yellow	....	8 45
Molasses, gal.	....	0 65
Cheese, Ont., twins	....	0 26
Eggs, fresh, doz.	....	0 42
Lard, compound	....	0 16
Do , pure, lb.	....	0 22
American clear pork, bbl.	....	34 00
Tomatoes, 2½s, stan., doz.	....	2 10
Breakfast bacon	....	0 40
Hams, aver. 9-12 lbs.	....	0 40
Do., aver. 12-18 lbs.	....	0 40
Do., aver. 18-25 lbs.	....	0 36
Roll bacon	....	0 25
Butter, creamery, lb.	....	0 43
Do., dairy	....	0 38
Raspberries, 2s Ont., doz.	....	4 00
Peaches, 2s, standard, doz.	....	3 35
Corn, 2s, standard, doz.	....	1 90
Peas, standard, doz.	....	1 95
Strawberries, 2s, Ont., doz.	....	4 00
Salmon, Red Spring, flats, cases	....	....
Do., pinks	....	7 00
Do., Cohoes	....	14 00
Do., Chums	....	6 00
Evaporated apples, per lb.	....	0 15
Dried peaches, per lb.	....	0 22
Potatoes, Nat., 90-lb. bag.	....	1 50
Onions, Jersey	....	4 50
Onions, Spanish	....	5 00
Beans, white	....	4 50
Do., yellow eye	....	7 25
Bananas, lb.	0 09	0 10
Lemons, Ca..	....	15 00
Oranges, all sizes	....	9 00
Grapefruit, Florida, case	....	9 50
Do., Jamaica	7 00	7 50
Oats, per bushel	....	0 75

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B. C., Aug. 31.— B. C. fresh eggs are selling at 40c. a doz. Best butter is quoted at 45c. Local cheese 27c while Ontario is quoted at 28c. Beef steer quoted at 13c. Cow at 12½c. Lamb 24c. Mutton 20c. Veal 15c. Pure lard 19c and compound 14½c. Carrots are selling at $2.50 per sack. Wax beans are 7c lb. and cabbage at 4c lb. Cucumbers are 50c per doz. New potatoes are firm at $55.00 per ton. Duchess apples are selling at $3.00. Yellow transparent $2.25 and Gravensteins $3.75.

WINNIPEG MARKETS

(Continued from page 35)

box. Heavy shipments of crabapples are arriving freely and are selling well at $2.25 per box.

Oranges, all sizes, per case	7 50	8 00
Lemons, per case	....	8 50
Peaches, per case	2 25	2 50
Pears, per case	4 00	4 25
Apples, per box	3 00	3 50
Bananas, per lb.	....	0 09
Grapefruit, per case	....	8 00
Blueberries, per basket	....	2 25
Cantaloupes, flats, per case	....	2 50
Do., standard, per case	....	5 00

ACTIVE VEGETABLE MARKET

Winnipeg.

VEGETABLES—The local vegetable market is active at the present time under a good demand. Green onions are reported scarce. Tomatoes are in good supply with a good demand as is also the case with corn. New potatoes are quoted lower and indications point to one of the largest potato crops ever seen in Manitoba. Potatoes are selling from 85 to 90 cents per bushel and lower prices are expected.

Rhubarb, per lb.	....	0 02
Cabbage, per lb.	....	0 01½
Head lettuce, per dozen	0 75	0 90
Leaf lettuce, per dozen	....	0 25
Radishes, per dozen	....	0 20
Green Onions, per dozen	....	0 25
Cucumbers, per dozen	....	0 30
Tomatoes, basket	....	1 00
New carrots, beets, per lb.	....	0 02
Potatoes, per bushel	....	0 90
Do., 25 bushel lots, bushel	....	0 85
Celery, B.C., per lb.	0 05	0 06
Cauliflower, per doz.	2 00	2 50
Onions, per sack	....	4 75

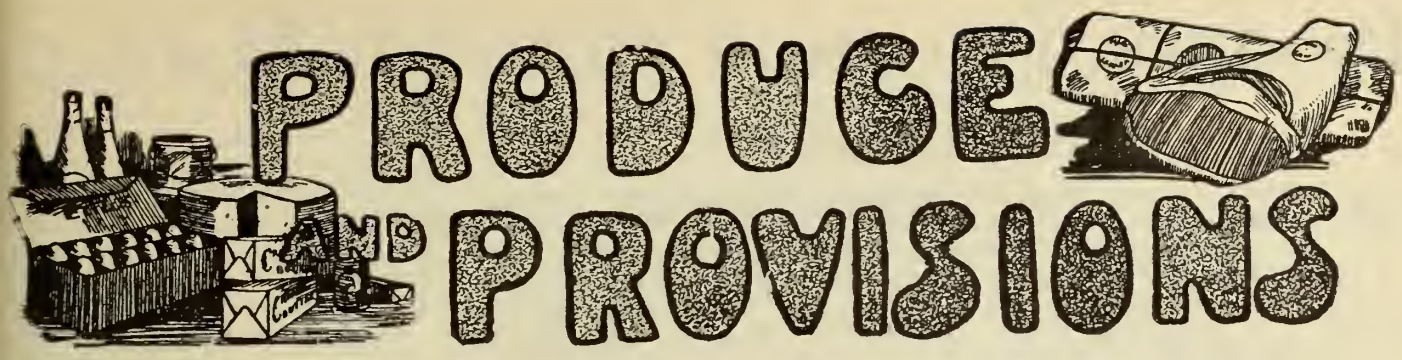
White Potato Growers Organize In Effort to Oust the Oriental

VANCOUVER, (Special).—"This is one of the most encouraging signs of the day," says Mr. Crowder, president of the B. C. Branch, R.M. A. of Canada, in discussing the offer of the British Columbia Potato growers. The white potato growers on the Coast have formed a co-operative marketing association which they have named, the Potato Growers' Union. This association takes in Ladner, Surrey, and several other big potato districts and will shortly take in the Ashcroft and Lillooet. It is now suggested to market the potatoes grown by the white farmers, exclusively through the white organized grocers. The potatoes will be strictly graded and will be given a trade mark and publicity campaign.

This is one of the most forward steps taken to date by any organization aimed at ousting the orientals from the strangle-hold they have on the Coast. The members of the Potato Growers' Union are signed up to refuse to sell or lease their land to Orientals for five years, and to cancel any leases now in effect, as soon as they mature.

Another feature of the arrangement considered is that the retail price of the trade marked potatoes will be protected. That is, that every merchant must sell the potatoes at the price set. Any merchant found giving away his profit will be refused further supplies.

The merchants that criticized the proposed co-operative effort between the farmers and the grocers only stressed the necessity of strictest grading and best quality potatoes. Given these, the grocers expect the arrangement to be a satisfactory one to all concerned. The farmers state that the retailer will be protected for a net profit.



Wholesalers Look on Salmon Situation As Really Critical

Spot Stocks of All Varieties are Low—Smallest Pack on Record and Market for Red Salmon Will Be Particularly High

MONTREAL—Reports from wholesalers and jobbers here indicate that the situation in canned salmon this year is really a critical one The season is now so far advanced that there can be very little doubt but that the 1921 catch of Sock-eye salmon is going to be the smallest pack on record. Last year the British Columbia pack of Sock-eye salmon was 351,405 cases. The average pack per year for the past ten years has been 436,513 cases. The Sock-eye season for 1921 is now pretty well over and up-to-date the pack of this variety has only amounted to 100,000 cases. This is not a sufficient quantity to fill orders already booked for this season.

Complete statistics are not yet available on this year's pack of Red Alaska Salmon but reports to-date indicate that only about 50 per cent. of the average pack is available. From these facts it can be readily seen that the market for Red Salmon is in a very strong position and that when buying starts it will gain an impetus that will in a very short time cause a severe shortage on the market. In this case it would seem that "the early bird gets the worm" for merchants who size up the situation quickly enough and have their stocks on hand will be able to supply their customers later in the season when others are feeling the shortage.

The "carry-over" of other varieties of salmon is diminishing very fast. Export demand has been good during the past few weeks which has strengthened the market. A large portion of a Canadian catch is shipped to France. Even spot stocks of Pink Salmon are almost exhausted in the local market. The effect has already been shown in the prices quoted on salmon which are now mounting upwards.

Refrigerator Counter at Front Of Store Increases Sales

Fenton and Quinch, Pembroke, Ont., Make Produce Department Show Profits—Sell Only One Line of Bacon and Believe It a Good Policy

THE produce department in the store of Fenton and Smith, Pembroke, Ont., shows profitable results, and selling is not neglected in this section of this departmental store. Fenton and Smith have a refrigerator counter for the display of cooked and smoked meats and according to the manager of the grocery department, it has meant a good deal in the way of increasing sales. "We have sold over one hundred pounds of ham every week this summer" he told a representative of Canadian Grocer, "and we consider such a turnover very fair, in a store of this kind. Our sales of bacon average about 150 pounds each week. We sell only one line of both smoked and cooked meats. The brand of bacon that we carry is in our estimation as fine as any on the market and we de not consider it a good policy to carry a number of lines just perhaps for the purpose of catering to a few customers, who ask for a particular brand. It is very seldom that our customers ask for a special brand of bacon. Our trade is pretty well sold on the line we carry. It is very rarely that any other is requested, and keeping to one reputable bacon that we know is giving satisfaction to our customers all the time, is good business."

Fenton and Smith have a meat slicer, which has been installed now for some time past. "We would not be without it," the manager stated, "and it has long since paid for itself in the service that it has given. If a grocer is going to make anything of his sales of cooked meats these days, a slicer is almost essential. People demand their bacon sliced in a certain way, and of a uniform thickness. This is only possible with a slicer. It also facilitates service, and we find that with a slicer we have very little waste."

Display Means Sales

The produce department in the Fenton and Smith store is near the entrance from the street, and not at the rear of store as is usually the case. The refrigerator counter is right up at the front, and people coming into the grocery section are at once confronted with a display of meats. Sales are increased because of this location, and displays often bring business. In fact while the Grocer representative was in Fenton and Smith's store, he noticed a basket of a certain potted meat. Inquiring about the sale of the same, the manager stated that it had moved very rapidly. The basket was pretty well emptied, and he stated that only a few days previously the basket had been placed there. This method is very often followed of pushing the sale of a certain line, and usually with good results.

Effects of United States Tariff On Canadian Exports

OTTAWA, Aug. 24.—Decreases in the export of Canadian farm products to the United States, because of the operation of the Emergency Tariff Act, are shown by the Canadian statistical records covering July, the second full month in which the new United States tariff regulations have been effective. The summary of exports is published in the current issue of the Trade and Commerce Bulletin.

Decreases are shown by the following commodities: Butter and substitutes therefor, 104,310 pounds in July, 1921 as against 1,690,158 pounds in July, 1920; cheese and substitutes therefor, 3,620 pounds as against 10,577; fresh

(Continued on page 38)

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Aug. 31.—The principal changes in the provision market centre around dairy products which are directly affected by a falling off in the demand from foreign buyers. The feeling is that prices are too high and buyers are waiting for lower prices on these lines. This has resulted in an easier trend to butter with another drop in the price of the best creamry. The same may be said of cheese although the domestic price remains unchanged and only a lack of bids at the different cheese boards is the evident result of a poor demand. Eggs are slightly affected by the same outside influence but prices remain high and local consumption has somewhat fallen off although it does not seem difficult to clear the market of strictly new laid eggs. The hog market shows further weakness with another drop in price and bigger supplies offered of selected stock. A weakness in smoked and cured meats seems to be resultant of the continued weakness in the live hog market but prices are unchanged and a good business is passing.

BUTTER MARKET WEAKER

Montreal.

BUTTER:—The butter market shows further weakness on account of a lack of demand from English buyers and consequently a queer feeling prevails with local buyers showing no inclination to buy more than is necessary for immediate requirements. Butter is now at a lower level than it has been in the past eleven weeks.

BUTTER—

Finest creamery prints	0 40	0 41
Creamery solids	0 38	0 40

COOKED MEATS STEADY

Montreal.

COOKED MEATS:—There is no change in the prices quoted on cooked meats. The market is steady with a good summer trade still passing.

Jellied pork tongues	0 38
Jellied pressed beef, lb.	0 37
Hams, cooked	0 57
Clear fat backs (bbl) 40-50 pcs.	30 00
Pork pies (doz.)	0 80
Mince meat, lb.	0 19
Sausage, pure pork	0 25
Bologna lb.	0 14
Ox tongue, tins	0 59
Head cheese, 6-lb. tins. per lb.	0 16

SOME IMPROVEMENT IN EGGS

Montreal.

EGGS:—There has been some increase in the demand for eggs from English importers and coupled with smaller offerings there is a firmer tendency to the egg market. The high prices ruling have however cut down the local demand somewhat but there are indications that there will be an increase in the production in a short time on account of the weather conditions. The biggest demand has been for strictly new laid eggs which are selling as high as 50c per doz.

EGGS—

Extras		50
Fresh selects	0 45	0 46
Do., No. 1.		40

SMOKED MEATS EASY

Montreal.

SMOKED MEATS:—The continued weakness in the market for live hogs gives something of an easier tone to smoked meats although there is no change in prices. The warmer weather has increased the demand for local and country trade although the export demand has fallen off. Eight to ten pound hams are selling at from 38 to 40c.

BACON—

Breakfast best	0 37	0 40
Smoked breakfast	0 41	0 44
Cottage rolls		0 29
Picnic Hams		0 24
Wiltshire	0 33	0 37

MEDIUM SMOKED HAMS—

Weight, 8-14, long cut	0 38	0 40
Do., 14-20	0 38	0 39
Do., 20-25		0 37
Do., 25-35	0 36	0 37
Over 35 lbs.		0 36

NO CHANGE IN FISH

Montreal

FISH:—There is no change in fish prices this week. The market shows a little improvement in the sale of haddock, cod and halibut with butter supplies arriving. Gaspe Salmon is a little short in supply but B.C. fresh salmon is in better supply.

Market Cod		0 06
Steak Cod		0 09
Gaspe Salmon		0 26
Dressed B. C. Salmon		0 25
White fish		0 19
Haddock		0 08
Halibut		0 22
Trout, Lake		0 20
FROZEN FISH		
Halibut, large and chicken	0 20	0 23
Haddock		0 07
Mackerel	0 15	0 16
Do., Western, medium	0 21	0 22
Steak Cod	0 08	0 08½
Market Cod	0 05½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B. C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd		0 11
Doree	0 12	0 17
Smelts	0 15	0 20

BARRELED MEATS UNCHANGED

Montreal.

BARRELED MEATS:—There is no change in the quotations on barreled meats. The market is steady with a fair trade passing.

Heavy mess pork (bbl)	31 00
Plate beef	23 00
Barrel Pork—	
Canadian Short cut (bbl) 30-40	

LARD PRICES STEADY

Montreal.

LARD:—A fair trade in lard continues with prices steady. The buying for the local and country trade is good but the weaker tendency of the hog market has to some extent influenced the trend of the lard market.

LARD—

Tierces, 360 lbs.	0 19	0 19½
Pails, 20 lbs.	0 20	0 20½
Tubs, 20 lbs.	0 19½	0 20
Bricks	0 23	0 24

CHEESE MARKET QUIET

Montreal.

CHEESE:—The cheese market shows little change and the same conditions that affect the butter market influence cheese with the result that trade is quiet with a weak undertone and little buying for export. Domestic prices are unchanged.

Large, per lb.		0 25
Twins, per lb.		0 25
Triplets, per lb.		0 25
Stilton, per lb.		0 35
Fancy old cheese, per lb.	0 33	0 34
Quebec	0 24	0 25

FURTHER DECLINE IN HOGS

Montreal

FRESH MEAT:—Prices on live hogs show another decline this week and the weaker feeling that has characterized this market for the last few weeks is maintained with larger offerings and better supply of selected stock. Prices quoted show a decline, making a net decline during the week of from $1 to $1.50 weighed off cars. There is an increase in the offerings of heavy weights, with sows selling as low as $7 per hundred. There is little change in the market for beef. Prices on cuts of fresh meat remain about the same.

FRESH MEATS—

Hogs, live (selected off cars)	10 00	12 50
Abattoir killed, 65-90 lbs.	0 22	0 23

Fresh Pork—

Legs of pork (foot on)	0 28½	0 29
Loins (trimmed)	0 29	0 30
Trimmed shoulders	0 20	0 22
Untrimmed	0 16	0 18
Pork sausage (pure)		0 25

Fresh Beef—

(Cows)			(Steers)	
17	0 21	Hind quarters	0 21	0 23
0 04	0 06	Front quarters	0 50	0 08
0 26	0 28	.. Loins ..	0 26	0 30

EFFECTS OF UNITED STATES TARIFF ON CANADIAN EXPORTS

(Continued from page 37i

or frozen beef, veal, mutton, lamb and pork, 988,800 pounds as against 2,040,300 pounds; meats of all kinds, prepared 36,504 pounds as against 371,434 pounds, milk, fresh, 167,843 gallons, against 284,031 gallons; milk preserved or condensed or sterilized, 195,936 pounds against 2,938,678 pounds; potatoes, 1,322 bushels, against 21,395 bushels; cattle, 6,533 head, against 18,321 head wheat flour and semolina, 3,931 barrels against 29,652 barrels; wool, 469 pounds against 378,320 pounds.

Articles which show an increase in exports for July, as compared with the same month last year are: Flaxseed, 132,448 bushels, against 79,504 bushels wheat, 283,001 bushels, against 31,213 bushels, and sheep, 5,042 head against 2,542 head.

ONTARIO MARKETS

TORONTO, Aug. 31.—There is an easier trend throughout the whole of the produce and provision market. Butter is lower and the same is evident in cheese. This is attributed to the lack of export business. Heavy shipments of eggs are arriving but dealers complain of the quality and state a great deal of wastage is shown. These eggs are coming in from Ontario points, the Western Provinces and from the United States, but few can be classed as selects which condition has resulted in firmer and higher market for selects and at the same time easier market for other grades. All hog products are lower, including lard, shortening, cooked meats, bacon and hams. The fish market is holding steady while poultry tends easier.

BUTTER MARKET EASIER

Toronto.

BUTTER—The butter market has developed an easier trend. This is attributed to the easier condition on the Montreal and Chicago market which has been brought about by the lack of business for export. In some quarters the opinion is expressed that this condition is only temporary and that the market will again firm up. On the face there looks as though there might be some foundation for this, when it is taken into consideration that held stocks are considerably lower than at this time last year.

Creamery prints	0 41	0 44

CHEESE PRICES LOWER

Toronto.

CHEESE—The cheese market is easier with quotations down 1c per lb., making large new cheese 23½ to 24c per lb. Old cheese of 1920 make is cleaned up but some good June cheese of this years make that can be considered in the old class is offered at 30c per lb.

CHEESE—

Large, new	0 23½	0 24
Do., June		0 30
Stilton, new		0 27
Do., old		0 36

SELECT EGGS HIGHER

Toronto.

EGGS—The market appears to be overloaded with second grade eggs. Fairly heavy shipments have been arriving from the Western Provinces and also from the United States while practically all grade No. 1 Ontario eggs, too, that are arriving are showing signs of being held and dealers report a heavy wastage. This condition has resulted in quotations on selects being advanced while those that grade No. 1 are reduced. Selects are quoted to the retail trade at 50 to 51c and No. 1 at 43c per doz.

Selects	0 50	0 51
No. 1		0 43
Selects in cartons	0 53	0 54..

LARD PRICES DOWN

Toronto.

LARD—The market is easier in sympathy with the lower market for hogs. Quotations are down one cent per pound. On the tierce basis, lard is quoted at 18½c and 1 lb. prints at 21c.

LARD—

1-lb. prints		0 21
1-lb. tierces, 100 lbs.		0 18½

SHORTENING REDUCED

Toronto.

SHORTENING—The market is showing an easier tendency. Quotations are down ½ to 1c per lb. One pound prints are quoted at 16½ to 17c. And on the tierce basis, 14½c per lb.

1-lb. prints	0 16½	0 17
Tierces, 40 lbs.		0 14½

MARGARINE STEADY

Toronto.

MARGARINE—There are no new developments in this market. Quotations are unchanged under a fairly active demand. The best grades of margarine are quoted at 21 to 22c per lb.

FURTHER DROP IN COOKED HAMS

Toronto.

COOKED MEATS—This market continues easy with another decline on cooked hams. Ordinary round hams are quoted at 56c and square pressed at 60c. Boiled shoulders are also lower at 40c while jellied ox tongues are down to 65c per lb.

HAMS—

Boiled hams, lb.		0 56
Do., square pressed		0 60
Boiled shoulders, lb.		0 40
Head cheese, 6s, lb.		0 12
Choice jellied ox tongue, lb.		0 65
Jellied pork tongue		0 40
Bologna	0 16	0 18
Macaroni and cheese loaf, lb.		0 23

Above prices subject to daily fluctuations of the market.

BACON PRICES REDUCED

Toronto.

PROVISIONS—Following the lower prices on live hogs, this market has easier tendencies. Small and medium smoked hams are again reduced, making present quotations 38c which is a total decline of 8c per lb since the first of the month. Back and breakfast bacon also show reductions. Dry salt meats are unchanged but barrel pork is $1 to $3 per barrel lower.

Hams—

Small, 6 to 12 lbs.		0 38
Medium, 12 to 20 lbs.		0 38
Large, 20 to 35 lbs., ea. lb.	0 26	0 34
Heavy 35 lbs. and upwards.		0 26

Backs—

Boneless per lb.	0 46	0 47
Rolled per lb.		0 52
Peameal	0 42	0 43

Bacon—

Breakfast, ordinary, per lb.	0 30	0 36
Do., special trim		0 45
Cottage rolls		0 32
Roll per lb.		0 28½
Wiltshire (smoked boneless) lb		0 32
Do., three-quarter cut		0 36
Do., middle		0 38

Dry Salt Meats—

Long clear bacon, av. 50—

70 lbs.		0 21½
Do., av. 80-90 lbs.		0 19½
Clear bellies, 15-30 lbs.	0 18	0 20
Fat backs 10-12 lbs.	0 14	0 16

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—

Mess pork	33 00
Short cut backs, 200 lbs.	41 00

Picked rolls, bbl., 200 lbs.—

Lightweight	46 00
Heavy	38 00

Above prices subject to daily fluctuations of the market.

FISH UNCHANGED

Toronto.

FISH:—This market is ruling steady with quotations unchanged.

FRESH SEA AND SALT FISH

Cod steak, lb.	0 09	0 10
Do., market, lb.		0 09
Halibut, chicken	0 16	0 17
Do., medium	0 22	0 23
Whitefish, Government		0 11½
Do., Georgian Bay	0 17	0 18
Fresh Herring	0 09	0 10
Flounders, lb.	0 09	0 10
Fresh Trout, lb.		0 18
Hadock	0 09	0 10
Spring Salmon	0 24	0 25
Rainbow Salmon	0 13	0 14
Mackeral	0 11	0 12
Yellow pickerel, lb.		0 14

FROZEN FISH

Halibut, medium	0 22	0 23
Do., Qualla	0 13	0 14
Flounders	0 09	0 12
Pike round	0 06	0 07
Do., headless and dressed		0 08
Salmon, Cohoe		
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11

SMOKED FISH

Hadies, lb.	0 10	0 12
Fillets, lb.		0 17
Kippers, box	2 25	2 75
Bloaters		2 00

PICKLED FISH

Salmon Snacks, lb.	0 24
Labrador Herrings, kegs, 100 lbs.	0 25
Do., bbls., 200 lbs.	11 75
Do. pails, 20 lbs.	2 00

LIVE HOGS DROP $2

Toronto.

FRESH MEATS:—The tendency throughout the whole of the market, during the weak was easy. Although the receipts for the week showed a heavy decline as compared with the previous week, there was no improvement shown in conditions, the market remaining weak with tendencies for lower levels. A lot of poor cattle was offered for which there was little demand. Heavy export cattle were wanted the most, and brought generally $8. per hundredweight which is 25 to 35 cents lower than a week ago. Lambs and calves were practically in the same position. Hogs declined $2 per hundredweight, packers being successful in bringing about the reduction. Packers claim there are more hogs arriving than the local trade require and hence they claim they must buy them cheaper. For this week packers are bidding 50c lower. In dressed meats the only change recorded is on fresh pork cuts which show a reduction all along the list of from one to three cents per pound.

Hogs—

Dressed light, per cwt.		20 50
Do., heavy, per cwt.	18 00	20 00
Live, off cars, per cwt.	10 50	11 25
Live, fed and watered, cwt.	10 25	11 00
Live, f.o.b., per cwt.	9 50	10 25

Fresh Pork—

Legs of pork, up to 18 lbs.		0 32
Loins of pork, lb.		0 34

Fresh hams, lb.		0 33
Tenderloins, lb.		0 50
Spare ribs, lb.		0 12
Picnics, lb.		0 19
Montreal shoulders, lb.		0 20
Boston butts, lb.		0 23
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 17	0 20
Front quarters, lb.	0 05	0 08
Ribs, lb.	0 18	0 26
chucks, lb.	0 06	0 06
Loins, whole, lb.	0 25	0 30
Hips, lb.	0 15	0 17
Cow beef quotations about 2 cents per lb. below above quotations.		
Calves, lb.	0 13	0 14
Spring lambs, lb.	0 17	0 20
Yearling lamb, lb.	0 12	0 15
Sheep, whole, lb.	0 10	0 12
Above prices subject to daily fluctuations of the market.		

CHICKENS LOWER

Toronto.

POULTRY:—There are good supplies of poultry arriving and in consequence the market is easier. Spring chickens are down 5c per lb. Other quotations are unchanged.

Prices Paid by Dealers

	Live.	Dressed.
Turkeys	0 30	0 40
Chickens, spring	0 25	0 30
Roosters	0 22	0 28
Fowl over 5 lbs.	0 23	0 28
Fowl, 4 to 5 lbs.	0 20	0 20
Fowl, under 4 lbs.	0 18	0 18
Ducklings	0 20	0 30
Guinea hens, pair	1 25	1 50
Prices quoted to retail trade: Dressed:		
Turkeys	0 40	0 50
Hens, heavy	0 30	0 32
Do., light	0 25	0 28
Chickens, springs	0 30	0 38
Ducklings	0 35	

WINNIPEG MARKETS

WINNIPEG, Aug. 31.—There are few changes in the produce and provision market this week. The butter market is slightly easier. Cheese also shows weakness. Eggs are higher due to supplies being smaller. Practically all lines of cooked meats have declined during the week but smoked meats such as ham and bacon are ruling firm. Hogs have declined.

BUTTER SLIGHTLY EASIER

Winnipeg.

BUTTER—The butter market is fairly steady although there is an easier undertone. No. 1 Creamery is quoted at 42 to 44c per lb. under a good demand.

BUTTER—		
Creamery, best table grade	0 42	0 44
Dairy, best table grade		
Margarine	0 21	0 25

CHEESE MARKET WEAK

Winnipeg.

CHEESE—The sale of cheese at the present time is light. Ontario large is quoted at 26c per lb., a decline of one cent per lb. during the week.

CHEESE—	
Stilton cheese, large, lb.	0 29
Ont., large, lb.	0 26
Ont., twins, lb.	0 26½
Ont., triplets, lb.	0 27

EGGS TEND UPWARD

Winnipeg.

EGGS—There is an upward tendency to the egg market due to light receipts as well as a good steady local trade. New laid in cartons are quoted at 50c per doz. and No. 1 candled eggs at 37c

COOKED MEATS LOWER

Winnipeg.

COOKED MEATS—An easier feeling prevails in the market for cooked meats and consequently many lines have shown a decline. Best quality cooked ham is quoted at 52 to 58c per lb. Jellied ox tongues declined 4c per lb. and are quoted at 62c. Pork tongues are selling freely at 38c per lb.

Best quality, skinned, 8-14 lbs.	0 58
Do., 13-16 lbs.	0 52
Roast ham, lb.	0 58
Roast shoulders, lb.	0 38
Head cheese, 6-lb. tins, lb.	0 16
Jellied ox tongues, lb.	0 62
Pork tongues, lb.	0 38
Luncheon cooked meats, lb.	0 21

SMOKED MEATS STEADY

Winnipeg.

PROVISIONS—There is a normal demand for both bacon and ham and prices remain unchanged. Best quality ham is quoted at 46c per lb. with best quality back bacon at 53c.

Hams—	
8 to 16 lbs., per lb.	0 46
16 to 20 lbs., per lb.	0 46
Boneless, 8-16 lbs., per lb.	0 52
Skinned, 14-18 lbs., per lb.	0 46
Skinned, 18-22 lbs., per lb.	0 46
Bacon—	
Back, 6 to 10 lbs., lb.	0 53
Cottage rolls, boneless	0 26
Bellies, 6 to 10 lbs, per lb.	0 40

POULTRY UNCHANGED

Winnipeg.

POULTRY—There are no changes in quotations on poultry. A few broilers are arriving and are quoted at 52c per lb.

POULTRY—	
D. P. chickens, 3½ lb. and under	0 40
Do., 3½ lbs. and over	0 42
D. P. fowl, 3½ lbs. and under	0 26
Do., 3½ lbs. and over	0 28

NO CHANGE IN LARD

Winnipeg.

LARD—There is no change in the lard or shortening market and quotations remain unchanged. There is a good demand and these lines are moving freely.

Pure lards, No. 1 quality, per lb. (in tierces 400 lbs.)	0 18½
Do., wooden pails, 20-lb. pails	4 10
Shortening (wooden pails, 20-lb. pails), per pail	3 40
Shortening, tierces of 400 lbs.	0 15

GOOD SUPPLIES OF FISH

Winnipeg.

FISH—There is practically no change in the fish market. Good supplies of salmon and halibut are arriving and the demand is good for this season of the year.

Black cod, lb.	
Brills, lb.	0 09
Herrings, Lake Superior, 100 lbs., sacks, new stock	3 50
Halibut, chicken, cases 300 lbs	0 15½
Do., broken cases	0 16½
Salmon—	
Cohoe full boxes, 300 lbs.	0 19
Do., in broken cases	0 20
Soles	0 09
Whitfish	0 13½
Do., broken cases	0 14½
SMOKED FISH	
Bloaters, Eastern National, case	3 50
Do., Western, 20-lb. boxes, box	2 10
Haddies, 30-lb. cases, lb.	0 14
Do., in 15-lb. cases, lb.	0 14
Kippers, East., Nat., 20 count, per count	3 75
Fillets, 15-lb. boxes, lb.	0 20
SALT FISH	
Steak Cod, 2s, Seelys, lb.	
Holland Herring, milkers, 9-lb. pails, per pail	1 35
Do., mixed, 9 lb. pails, per pail	1 25
Labrador herrings, 100-lb. bbls., per barrel	7 00

HOG MARKET LOWER

Winnipeg.

FRESH MEATS—The hog market is showing an easier tone. Quotations declined $2 per cwt. during the week, No. 1 selected, now quoted at $12 per cwt. Good steers are quoted from $4.75 to $5.50 with the medium kind from $4 to $4.50. There is a poor demand for veal calves and the best quality is quoted at $6 while others, according to quality, are selling from $3 to $5.50. Good lambs are selling from $9.50 to $10 while fair grades are ranging from $5.50 to $8.50.

Selected, live, cwt.		12 00
Heavier	9 00	11 00
Light	12 00	12 50
Sows		7 00
Fresh Pork—		
Legs of pork, up to 35 lbs., lb	0 28	0 36
Spare ribs		0 15
Loins of Pork, lb.	0 31	0 36
Fresh hams, lb.	0 30	0 38
Picnics, lb.		0 20
Shoulders	0 19	0 24
Fresh beef—from steers and heifers—		
Hind quarters, lb.	0 12	0 20
Front quarters, lb.	0 06½	0 08½
Whole carcass, good grade, lb.	0 10½	0 13½
Mutton—		
Choice, lb.		0 22
Choice long hinds (leg and loin)		0 35
loin)		0 35
Choice Stews		0 07½
Lambs—		
Choice, 30-45 lbs.		0 25
Veal'		
Good veal, 40 to 80 lbs., hind quarters		0 25

COFFEE EXPERT HERE

Chas. A. Elliott, manager of the coffee department of Parsons & Scoville Co., wholesale grocers, Evansville, Indiana, U.S.A., is in Toronto this week on a visit to friends. Mr. Elliott is a native of Brant County, Ontario, and has always had a warm spot in his heart for the province and country of his birth. He has been connected with the coffee business for a long time in various capacities in the United States, having been in New York for several years. His wife was a former Torontonian.

Mr. Elliott has the distinction of being one of the two Fellows in America of the Institute of Certificated Grocers of Great Britain, an organization formed for the education of young men going into the grocery business. Canadian Grocer has on many occasions reprinted examination papers of the Institute showing the type of question to be answered. He is also recognized as one of the best coffee experts in the United States. He leaves on Monday for his home in Evansville.

DAVIES QUALITY PRODUCTS THE WILLIAM DAVIES COMPANY LIMITED TORONTO

PERFECTION
The Better Brand of Bacon

There is considerable satisfaction when buying some articles by name. In one instance we know you will not be disappointed, and that is when you buy "Perfection" brand Hams and Bacon.

This "Perfection" brand Bacon is our highest grade product, Mild Cure, very select, and in every way prepared to please the most fastidious buyers.

Try a shipment of:—

"Perfection"

Smoked Hams **Breakfast Bacon**

Boneless Backs **Backs in Casings**

We would like your instructions to make a trial shipment.
Write us for prices.

Special attention given to Mail Orders.

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

Sydney, N. B. Hamilton

"EASIFIRST"

MEANS

Profit and Pleasure

on both sides of the

Counter

This is

REAL BUSINESS

Your customers are asking for it---

Gunns LIMITED

WEST TORONTO

"The more they have The more they want"

Order to-day

Phone Junction 3400

BACON

There is no line of meats in which the curing counts for more than it does in Bacon. We have been in the bacon business for over 60 years.

"STAR BRAND" Breakfast Bacon is the result of careful selection and long experience.

Better than any other. Let us have your order for it.

F. W. Fearman Co.

Hamilton, Ont.

Eggs

Grocers who use the N. B. Pulp

Egg Carrier

Save

Money, Time and Eggs

Order from your wholesale grocer or from

Walter Woods, Limited

Hamilton Winnipeg

BRUNSWICK BRAND

(Ready-to-Serve)

CANNED SEA FOODS

SPEEDY SELLERS

Convenience, excellent flavor, and reasonable price—these are the three outstanding qualities of **Brunswick Brand Sea Food Delicacies,** that have made them such remarkably fast sellers. Since they are ready cooked their handiness appeals to every housewife and with campers and picnickers they are exceptionally popular. Keep Brunswick Brand Sea Foods well displayed during the late Summer days and get this profitable extra business.

¼ Oil Sardines
Finnan Haddies
Kippered Herring
Clams
¼ Mustard Sardines
(Oval and round tins)
Herring in Tomato Sauce

Connors Bros., Limited

BLACK'S HARBOR, N.B.

Winnipeg Representatives:
Chas. Duncan & Son, Winnipeg, Man.

Makes good tea a certainty.

TETLEY'S TEA

Packed in England

We Can Fill Your Order

for Tetley's Golden Tips and Sunflower Teas. From now on we will have a large stock of Tetley's Teas and can keep you supplied at all times.

The news that Tetley's Teas are back in Canada to stay is welcomed by all lovers of good tea—for Tetley's Teas are famous for their clear deep color and full-bodied flavor.

Tetley's Teas are backed by a blending experience of over 100 years. They represent excellence of cup quality, and they are big sellers. Place your order now!

KNOWLER & MACAULAY, Ltd.
VANCOUVER
Selling Agents for
British Columbia

MASON & HICKEY
Head Office, WINNIPEG, MANITOBA
Selling Agents for
Manitoba, Saskatchewan and Alberta

We cannot succeed unless you are successful!

The success of Procter & Gamble products depends entirely upon whether they sell as they should in retail grocery stores—in your store!

Therefore, we are just as vitally interested in the selling of these products as in their manufacture. We have established these products as the most perfect on the market—superior to all others. The quality of Procter & Gamble Products can not be questioned.

And in addition we have established a plan of cooperative work which helps stores dispose of our line most advantageously. We have thoroughly trained men who counsel with grocers, help them to plan selling methods, make displays, determine how to keep sales stimulated —in other words, how to make the most of the wonderful products which come from the Procter & Gamble factories direct to grocery stores.

These men—who are more than salesmen—are interested in you—They are responsible for helping you. And you should expect and demand from them any assistance in their power to give.

The Procter & Gamble Distributing Co.

of Canada, Ltd.

50 Bay Street, Toronto, Canada

Send mail orders to any wholesale grocer

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is a part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

BLACKBOARDS

Could you advise us where we could procure two blackboards about 20 in. by 4 ft. as we would like to place these in front of the store for the purpose of advertising seasonable goods and specials.

Buzzell Bros.,
Cowansville, Que.

Answer:—The only firm we know manufacturing these is the George M. Hendry Company, Limited, Toronto, Ontario.

CARDWRITING COURSE

Kindly advise me where I can procure the course "Cardwriting made easy" by R. T. D. Edwards which appeared in Canadian Grocer in 1917.

M. H. Smith,
Globe Stores,
Winnifred, Alta.

Answer:—The course "Cardwriting made easy" by R. T. D. Edwards which appeared in Canadian Grocer 1917, was not a full course of cardwriting, but full course could be obtained from the Shaw Correspondence School, 46 Bloor St. West. Toronto, Ontario.

HONEY GROWERS

Will you kindly ask some of the Honey Growers in Toronto to quote me on 700 lbs. of honey.

S. Whittaker,
Briercrest, Sask.

Answer: — Morley Pettet, Georgetown, Ont.;, Harold F. Ritchie & Co., Toronto; Whyte & Company, Toronto, Ont.

DECLINE IN TURNOVER

Will you advise through your "Grocer," what in your opinion would be a reasonable decline in turnover on General Store business, where the sales last year were Groceries, $60,000, Dry Goods $8,000, Boots & Shoes $1500, Hardware $3000.

Taking it for granted we sell just as many goods, what would the difference be, on account of cheaper prices.

H. L. G.,
Saskatoon

Answer:—The average decline on all lines you handle is about 30 per cent. Your total turnover in all departments being $72-500, deducting 30 per cent for the decline in wholesale prices, should give somewhere near the turnover at present.

AGENTS FOR FELS-NAPTHA SOAP

Please say who are the Canadian Agents for Fels Naptha Soap.

John Sutton,
Simcoe, Ontario.

Answer:—Canadian agents for Fels-Naptha soap are B. H. Grainger & Company, 7 Front Street, E. Toronto, Ontario.

POTATO BUYERS IN TORONTO AND DISTRICT

Please give information on firms purchasing potatoes in Toronto or District.

G. W. Alleby,
Grocer, Lindsay, Ont.

Answer:—McWilliam & Everist, Ltd., 25 Church St., Toronto; Stronach & Sons, 33 Church St., Toronto; Peters Duncan Co., 88 Co., 88 Front St., E., Toronto.

PAPER AND UTENSILS FOR CANDY KITCHEN

Where could I buy candy wrapping pape and candy kitchen necessities?

N. P. Gorman,
20 Patterson Street,
Amherst, N.S.

Answer:—For confectioners supplies Fletcher Mfg. Company, Hayter Street, To ronto, Ont.; The Joseph Baker & Sons Brantford, Ontario; Robert Gardner & Sor Montreal, Que.; John Furness & Son, To ronto, Ont.; C. Wilson & Son, Toronto Ont.

For Wax Paper: Bradshaw Limited, 10 Atlantic Ave., Toronto, Ont.; British Amer ican Wax Paper Company, Toronto, Ont. Wm. Cane & Sons, Newmarket, Ontari (Also manufacture confectioners supplies.

OLIVE OIL IMPORTERS

I shall be very pleased if you will fur nish me a list of the Canadian importer of olive oil.

Department of Trade & Commerce,
Commercial Intelligence Branch,
Ottawa, Ontario.

Answer:—The Hurdon Herbert & Co Montreal, Quebec.; W. G. Patrick, 31 Wel lington St., W., Toronto, Ontario; Harold F Ritchie & Co., 10 McCaul St., Toronto, Ont. John B. Ciceri & Co., 38 Church St., Tor onto, Ontario, Francesco Nicolleti Co., Ed ward & Center Ave., Toronto, Ont.; P. Pas teve, 340 St. Antoine St., Montreal, Que.

BARRELS

For Cider and Vinegar

Tight Cooperage of all Descriptions

Canada Barrels & Kegs,
LIMITED
Waterloo - - - Ont.

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

Barr Registers

Limited

Manufacturers of

THE BARR ACCOUNT REGISTER

Trenton, Ont.

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at $10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?

II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased?

III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock?

IV. After 15 months to continue to give you this service for nothing as long as you remain in business?

That is what the Barr Register will do. *Write us and let us demonstrate.*

GEORGE LANE, Western Representative 227-231 McDermot Avenue, Winnipeg, Man.

The Leading Line in Patents.

Beecham's Pills

Largest Sale of any Proprietary Medicine in the World.

The safest and best family medicine for Constipation, Sick Headache, Biliousness, etc.

Sell a customer Beecham's Pills once, and you make that customer a steady one—steady sales mean a continual profit for you.

In boxes, 25c. and 50c.

Prepared by the Proprietor, THOMAS BEECHAM, St. Helens, England.

HAROLD F. RITCHIE & CO., LTD., Sole Agents, TORONTO, ONT. CANADA.

CHASE & SANBORN'S

HIGH GRADE

Teas and Coffees

Will SATISFY Your Customers.

Write today for samples and prices.

CHASE & SANBORN MONTREAL

Dealers Profit by Sunset SUCCESS

Display Sunset—Show YOU Sell It

IT PAYS to PUSH Sunset because it is well advertised to the people in your neighborhood. When they enter your store, have your Sunset display prominently placed. That's the way Sunset sells easily and quickly, and you reap the clean profits which this real dye brings by making good with home-dyers.

SUNSET SOAP DYES
DYE ALL FABRICS
COTTON WOOL SILK LINEN IN ONE DYE BATH
"The Most Wonderful Dyes in the World"
TORONTO, CANADA

USE this Counter Display Case
Your jobber can supply Sunset packed 1 gross assorted colors in this attractive display case, with Color Card. Ask him. If the Color Card you have is soiled or damaged, write us for a fresh one.

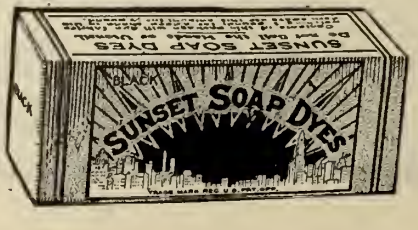
22 Fast Colors

Sunset Soap Dyes

The Real Dye for All Fabrics

Sunset Window Cut-Out---FREE A very effective trim is made with this cut-out in conjunction with the Sunset Display Case, Color Card, and a quantity of loose packages. Size of Cut-Out: 28" x 40". Lithographed in many beautiful colors. If you have one, use it for profit; if not, write and we will send you one free. Address:
NORTH AMERICAN DYE CORPORATION,
Manufacturers, Toronto, Canada.

Sell a woman Sunset, and she **boosts for you** thereafter; anybody, without any dyeing experience whatever, can equal professional work with the **modern** Sunset—**One dye for all fabrics.**
Keep your stock of beautiful Sunset colors complete. If you have any trouble in getting Sunset, write:
Sales Representatives
HAROLD F. RITCHIE & CO., Ltd., Toronto, Canada.



Bowser Curb Gasoline Pump

BOWSER ESTABLISHED 1885

Curb Gasoline and Oil Pumps

Bring You More Business

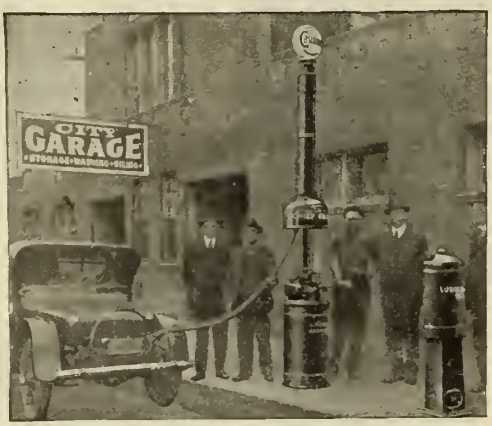
Now as never before, there is a great opportunity for progressive dealers to favorably and permanently establish their business in the minds of the autoist.

Get Your Share of Trade

Show the trade you are on the job, ready to serve them.

Bowser Gasoline and Oil Storage Pumps will catch the motorists' trade quicker than any other method you can use. Get this profitable trade coming to you for gasoline and oil. It will keep coming, until eventually you have their trade for parts and accessories.

There is a Bowser Outfit that will meet your needs and bring you profitable business.

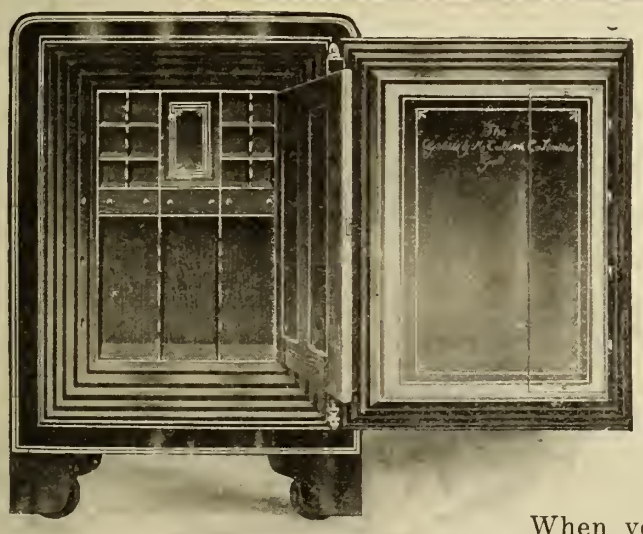


Bowser Curb Gasoline and Lubricating Oil Pumps

S. F. BOWSER CO., LIMITED

66-68 FRASER AVENUE TORONTO, CANADA

Branch Offices in all the Principal Cities of the World



Don't Worry About Your Papers And Valuables— BUY A G & McC Safe

When you go to bed at night, you need never give a thought to your valuables if they are protected in a **Goldie and McCulloch Safe.**

G & McC Safes have brought their contents safe and intact through Canada's greatest fires **for over forty years.**

Get your G & McC Safe now. Don't wait until you have a fire. Write for our catalogue There's a G & McC Safe for every need.

AGENTS

TORONTO OFFICE:
Suite 1101-2
Bank of Hamilton Bldg.

B. C. SAFE AGENTS:
C. L. Ford,
569 Richards St.,
Vancouver.

WESTERN BRANCH:
248 McDermott Ave.,
Winnipeg, Man.

QUEBEC AGENT:
Ross & Grieg,
400 St. James St.,
Montreal

MARITIME SAFE AGENT:
E. L. Stailing,
Box 423,
Halifax, N. S.

THE GOLDIE & McCULLOCH CO., LIMITED

Head Office and Works: GALT, Ontario, Canada

MACDONALD'S

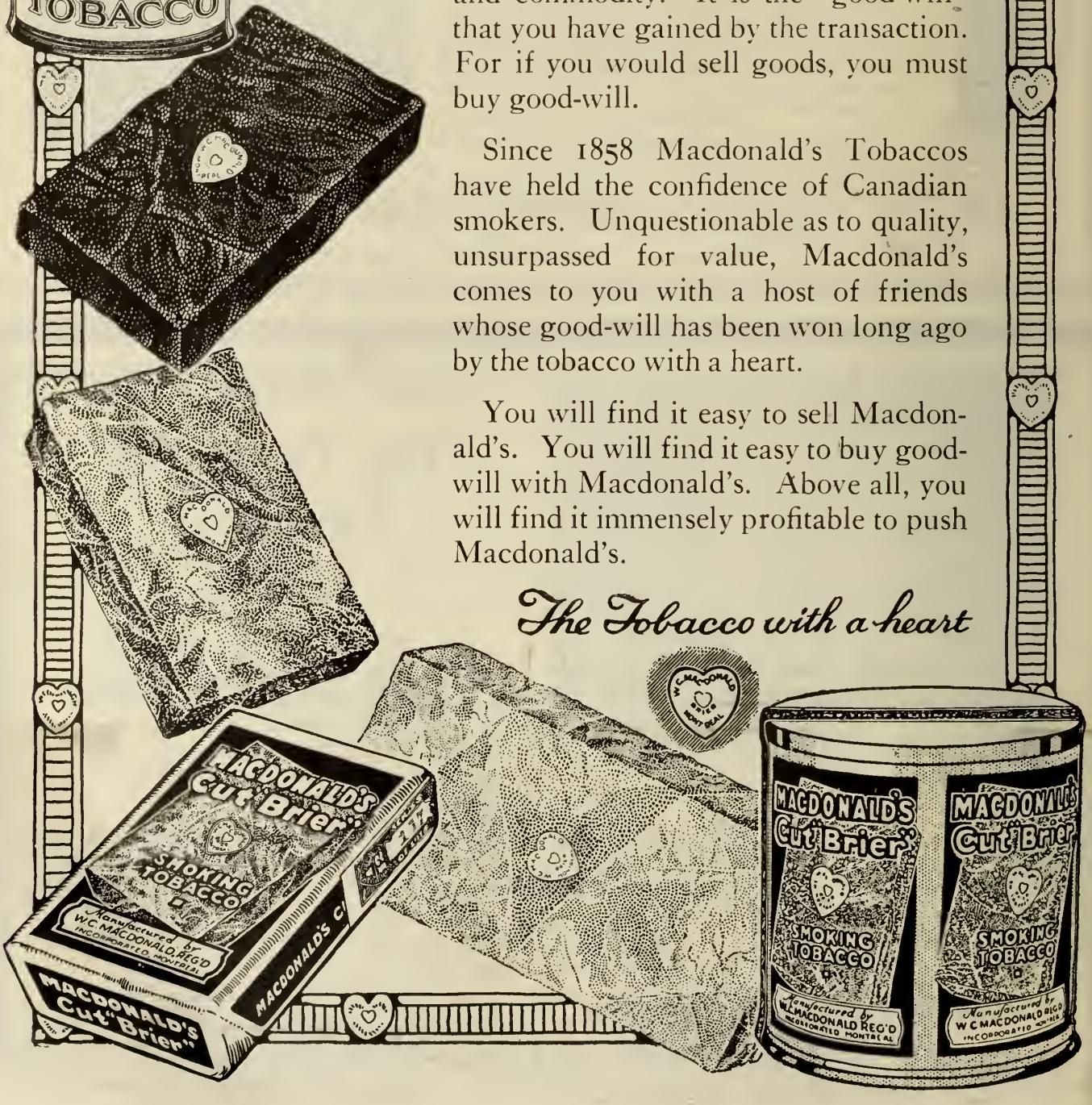
Do You Buy Good-Will?

THE important part of a sale is not the exchange of values—coinage and commodity. It is the "good-will" that you have gained by the transaction. For if you would sell goods, you must buy good-will.

Since 1858 Macdonald's Tobaccos have held the confidence of Canadian smokers. Unquestionable as to quality, unsurpassed for value, Macdonald's comes to you with a host of friends whose good-will has been won long ago by the tobacco with a heart.

You will find it easy to sell Macdonald's. You will find it easy to buy good-will with Macdonald's. Above all, you will find it immensely profitable to push Macdonald's.

The Tobacco with a heart



TOILET PAPER PROFIT

Is only secure, if the Sale is Permanent. This is assured only when Quality, Appearance and Full Value is given to your trade.

Write for our carton of samples and prices

Do not fail to see our interesting display of Interlake Toilet Papers at the Canadian National Exhibition.—Booth 41, Manufacturers' Building.

The Interlake Tissue Mills Co., Limited

Head Office: 54 University Avenue, Toronto Branch: Montreal
Mills at Merritton

Mr. Business Man

Those documents, receipts, bills, etc., that represent money in your business deserve full protection against fire.

A Taylor Safe provides the protection they need.

Every Taylor Safe represents the achievement of 65 years of Safe Building. They withstand every test of fire duration, intensity or impact

Made in 40 different sizes.

Write us for quotations on Taylor Safes and Steel Cabinets

J. & J. TAYLOR, LIMITED

Toronto Safe Works

TORONTO ONTARIO

Branches: Montreal Winnipeg Vancouver

$100 SAVED

And a More Sanitary Machine

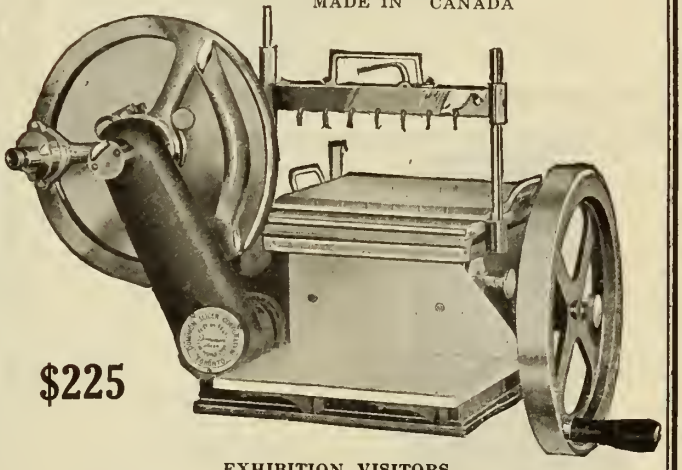
Think of a machine composed of Reinforced Porcelain, only 1 in. metal in contact with your meat.

And You Have the Dominion

A Machine without Frills

Few parts, equal in performance and capacity to any the world over.

MADE IN CANADA



$225

EXHIBITION VISITORS

Give us a call and see machine demonstrated. Write for circular and booklet. Dominion Slicer Corporation, 110 Church St., Toronto

BOXES

square
round
collapsible
rigid
waterproof

Made from solid fibre-board with a Mullen Test up to 1,000 lbs. per square inch.

Best Boxes Limited
Ottawa
Ont.

Let Us Quote You on Our

HIGH GRADE BROOMS

Long life and great strength are built into every one of our brooms

STANLEY	BEAVER	CANUCK
5 string, fancy corn, all selected stock, polished handle. The broom worth while.	5 string, good quality house broom, popular weight. Stands up to every test.	4 string, from cheaper stock, well made, and worth the price. Above the average in quality.

We also make a number of other lines, including Toy Brooms and Whisks.

Special attention to mail orders

Waterloo Broom & Brush Company, Limited
Telephone 286 Waterloo, Ontario

Exhibition Visitors

Will be cordially received at the Fruit Market (Foot of Yonge St). where a full Display

Crawford Peaches, Grapes, Pears, Plums

from the best packers in the Niagara Peninsula will be on Display.

White & Co., Limited
TORONTO

SAMUEL DOBREE & SONS
LONDON, ENGLAND
Established 17th Century

Growers and Producers of
SUGAR MOLASSES
COCOA

IMPORTERS AND EXPORTERS
Branches in all parts of the civilized world

Canadian Branch
UPPER WATER STREET
HALIFAX, N.S.

A Good Idea

—would be the purchasing of a small stock of Marsh's Grape Juice — but the profits will repay you doubly.

This delicious Grape Juice is of a high standard quality — pressed from sound Concord grapes.

The Marsh Grape Juice Company
Niagara Falls, Ont.

Agents for Ontario, Quebec and Maritime Provinces:

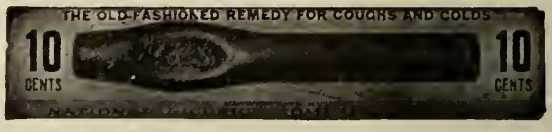
The MacLaren Wright, Ltd.
Toronto and Montreal

Agents for British Columbia:

F.G. Evans Co., Ltd.
Toronto and Montreal

Y & S STICK LICORICE

in 10c Cartons



Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL

Catalogue and Price List on Application.

BABY'S OWN SOAP

50% PROFIT

Buy Direct From the Factory. Freight Prepaid. Minimum Quantity 2 Gross.

$38.40 less 20% and 5% - $29.18
Sell at 15c per cake - - $43.20

In Sask., Alta. and B.C. add 60c per gross and retail at 50c per box of 3 cakes.

ASK FOR PRICE LIST OF OTHER LINES

ALBERT SOAPS, Limited, 168 McCord St., MONTREAL, Que.

Sell the Baking Soda that you know will satisfy

You can always depend on complete satisfaction and steady repeats if you fill your customers' requirements with Cow Brand Baking Soda.

For over 75 years its superior strength, economy and purity have made it the leading seller in every first-class grocery store from coast to coast. Don't make excuses to your customers —give them Cow Brand and be sure.

CHURCH and DWIGHT LIMITED

MONTREAL

Your Customers need

ERUSTO

The rust and Iodine Stain Remover, and Straw Hat Cleaner.

Their needs make your profits. Keep it in Stock. ERUSTO removes rust and Iodine Stains instantly from the finest Silks, linens and colored goods, it cleans old straw hats like new.

National Specialty Co.
95 Canning Street, Montreal

Sole Agents for Dominion of Canada

Brysen Import Agency Co., Limited

25-29 Latour Street, Montreal

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Summer and Fall Trade

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 95 King St., E. Toronto, Can. J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

Century
Here are two satisfyin Salt brands satisfyin in sales—satisfying in results to the consumer.
CENTURY TABLE SALT
DOMINION SALT CO LIMITED SARNIA ONTARIO
SIFTO SALT
SIFTO TABLE SALT
Snappy, steady advertising in the big papers keeps them well to the front. Here are two Salt "winners" you cannot afford to overlook. Stock them both.
DOMINION SALT CO LIMITED
SARNIA ONT

If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent you.

DOMINION SALT CO., Limited, SARNIA, Canada

Manufacturers and Shippers

REINDEER FLOUR

—an unusually high-grade flour prepared from the finest No. 1 Canadian hard wheat. *Reindeer Flour* is milled under the most sanitary conditions by an unique process that enhances its food value. You can highly recommend it and know that it will never fail to please.

Peterboro Cereal Company, Peterboro, Ont.

General Sales Office : Peterboro, Ont.

Branch Mill : Campbellford, Ont.

INDEX TO ADVERTISERS

A

Acadia Sugar Refining Co. 16
Albert Soaps Ltd. 53

B

Bain & Co., Donald H. .. 8
Barr Register Co. 47
Beecham's Pills. 47
Best Box Ltd. 51
British Col. Mfg Co. ... 6
Bowser & Co., Ltd., S. F.. 49
Buffalo Specialty Co..... 13

C

California Prune & Apricot Growers 4
Canada Barrels & Keg Ltd. 46
Channell Limited, Inside Front Cover
Church & Dwiht Co..... 53
Chase & Sanborn 48
City Dray Co., The ... 6
Codville Co. 9
Clark Limited, W. 1
Clark D. W. 11
Connors Bros. Ltd 43
Clayoquot Sound Canning Co. Ltd. 7

D

Davies & Co., Wm. Ltd., . 41
Dobree & Sons 52
Dominion Straw Corp... 51
Dom. Canners Ltd. 16
Dom. Salt Co. 54
Donaldson Phillips Agencies 8

E

Eddy, E. B. Co. Ltd. 15
Escott Co. Ltd., W. H. ... 10
Estabrooks Co.,Ltd.,T.H. 17
Eureka Refrierator Co. Ltd 7

F

F. W. Fearman Co. 42
Frost Moorman & Co..... 11

G

Goldie & McCulloch Co... 49
Gosse-Millerd Packing Co. 18
Gunns Limited 42

H

Hamblin-Brereton 11
Hayne Co., John 55
Hanson Co. Ltd., J. H.... 12
Hull Oil Mfg Co. 12

I

Interlake Tissue Mills Co. Ltd 51

K

Kelly Confection Co. 6
Kkovah Co., Ltd 3

L

Laing & Waters 11
Lambe W.G.A.& Co..... 11
Langley Harris & Co. Ltd 11

M

McCormick Mfg Co. Ltd. 2
McLaughlan, J. K. 11
Macdonald Reg., W. C... ..... 50, Front Cover
Mackenzie, W. L. 8
Mickle, Geo. T. 11
Munn & Co, C A 13
Malcolm Condensing Co... 15
Magor, Son, Co..... 18
Marsh Grape Juice Co... 52
Maple Tree Producers Association, Ltd. 53
Mathieu J. L. & Co., Ltd.. 17
Moore, R. M. & Co..... 55

N

National Licorice Co. 52
National Specialty Co... 53
North Amer. Dye Corp.. 48

O

Oakey & Sons Ltd., Jno.. 12
O'Donnell & Co., John J... 11
Oval Wood Dish Co. 14
Okanagan United Growers .....Back Cover

P

Pacific Box Co. 5
Patrick & Co. W. G..... 11
Pennock & Co. H. P. 9
Peterborough Cereal Co.. 54
Proctor & Gamble 45
Purnell & Panter..... 12

R

Red Rose Tea 17
Reliance Ink Co. Ltd..... 9
Ross Can Co. 55

S

Scott-Bathgate Co. Ltd... 10
So-Clean Ltd. 55
Soper, E. N. & W. E. ... 13
St. Arnaud Fils Cie 12
Stickney & Poor Spice C. 7
Stroyan-Dunwoody Co.... 8
Sutcliffe & Bingham Ltd.. 3

T

Taylor Ltd, J. J. 51
Tetley's Tea 44
Thompson Co., A. E. 10
Tippet & Co. Ltd. 12
Toronto Pottery Co. Ltd..55
Toronto Salt Works 55
Trent Mfg. Co. 55

W

Wallace Fisheries Ltd... .....Inside Back Cover
Waterloo Broom & Brush Co 51
Watson & Truesdale 9
White & Co. 52
Wilson J. R. 11
White, Cottell's 55
Woods & Co., Walter... 42
Williams Storage Co ... 9
Wiley, Frank H 8

BUYERS' MARKET GUIDE
Latest Editorial Market News

Stoneware Jars
Flower Pots
Tea Pots
Glassware

Please ask for copy of latest catalogue

The TORONTO POTTERY CO, Limited
Toronto

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGilllvray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

BARRELS
From 5 to 50 Gallons. For Liquid Containers
PROMPT SHIPMENTS
CANADA BARRELS & KEGS, Limited
WATERLOO, ONT.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS, GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

Your Wants

are many here below. Use the Want Ad. page and get rid of a few of them.

RECORD SWEET POTATO CROP

To take care of the record breaking Louisiana sweet potato crop, which is expected to exceed 10,000,000 bushels this year, from fifteen to twenty public storage houses, ranging in capacity from 5,000 to 25,000 bushels, are being erected at various points.

OLD CROP PRUNES ABOUT CLEANED UP

The California Prune and Apricot Association announce it is entirely sold up on 1920 crop prunes, 30|40s, 40|50s, 80|90s, and smaller and has only a limited store left of 50|60s and 60|70s.

---

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

BARRELS
For all purposes. The best pack age for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

MAKE BUSINESS BETTER
By Boosting Your Business

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

YOUNG MAN, 28, THOROUGHLY EXPERienced and efficient; a hustler and one who knows what to do and how to do it, wants position in grocery or general store. Highly recommended. Apply Box 72, Canadian Grocer, University Ave., Toronto.

WANTED—I WISH TO RENT A STORE about 15 x 40 feet, in a town of not less than 3,000 population; might consider buying out grocery stock, but prefer renting store only. Address Box 80, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE

FOR SALE—GENERAL STORE IN NORTHern Saskatchewan village, good district, good crops and good business, purchaser must have $10,000. Box 74, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE — GENERAL STORE, IN LIVE town in Alberta; population 1,800. Has High School; 20-bed, fire-proof hospital, etc.; has good pay roll and is recognized as one of the best towns in the province. Turnover last year $150,000. Write for terms. Box 82, Canadian Grocer, 153 University Avenue, Toronto, Ont.

FOR SALE—POTATOES, CAR LOAD LOTS Choice Manitoba White. N. J. Prior & Co., Portage la Prairie, Man.

WANTED

A FIGHTING SALES REPRESENTATIVE—A seasoned, mature man—clear-thinking, sound—with 25 years' selling experience, is open to represent a manufacturer in Western Canada. Knows western business from every angle, and has been trained in some of the best known organizations in Canada. If you are looking for a good live wire, get in touch with me at once and I will be glad to furnish full details. Salary or commission. Box 86 Canadian Grocer, 153 University Ave., Toronto, Ont.

OPPORTUNITY FOR INVESTMENT WITH exceptional prospects in a business dealing in an article of everyday use in every house in Canada. Business already established. Money required for extension of same. Hamilton Advertisers' Agency, Limited, Hamilton, Canada.

FOR SALE—GROCERY AND PROVISION store in a thriving railway divisional point and tourist town. Stock and fixtures, $2,400. Good opportunity. Apply Box 88, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE — BUTCHER AND GROCERY, West Toronto. Turnover 72,000; good prospect. Owner leaving city. Box 90, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—MAN SEEKS GOOD PROPOSItion, thorough, practical experience grocery, produce, wholesale and retail; wholesale preferred. Expert office man. Could invest small capital. Box 92, Canadian Grocer, 153 University Ave., Toronto, Ont.

Send For Your Copy To-day

Because of an unusually well balanced and complete editorial service, The Financial Post of Canada is carefully read by Canada's foremost business executives—financial directors—salesmanagers and investors. It contains business and financial information valuable to any forward-looking business men.

One evening spent with it in the quiet of your own home will answer all your questions about The Financial Post.

The Financial Post
143 University Avenue, Toronto

When Writing to Advertisers Kindly Mention This Paper

Kiltie Pink Salmon is enjoying the most unprecedented "boom." The sales in Canada have out-stripped this year, the banner years of the past.

WHY?

Your Can-opener will disclose the reason.

The "Kilties" are on the March!

"Kiltie Pinks" are not for sale un-labelled.

GROWN IN THE

Famous Okanagan Valley of British Columbia

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV PUBLICATION OFFICE: TORONTO, ONT., SEPTEMBER 9, 1921 No. 36

Full Match Value for Every Customer

The Eddy "Silent Five" Line pictured above is typical of Eddy Match Value.

A big generous sized box, generously filled with matches as perfect as human skill and the experience of some twenty years can make them.

The safest and most satisfactory match for household use. Non-poisonous. Silent-striking. **NO after-glow.**

There are more than 30 other varieties of Eddy "lights"—a match for every purpose and for every purse.

Made in Canada of course. All Eddy products are Canadian made, from Canadian material by Canadian workers.

Is your stock complete?

The E. B. Eddy Co., Limited
Hull, Canada

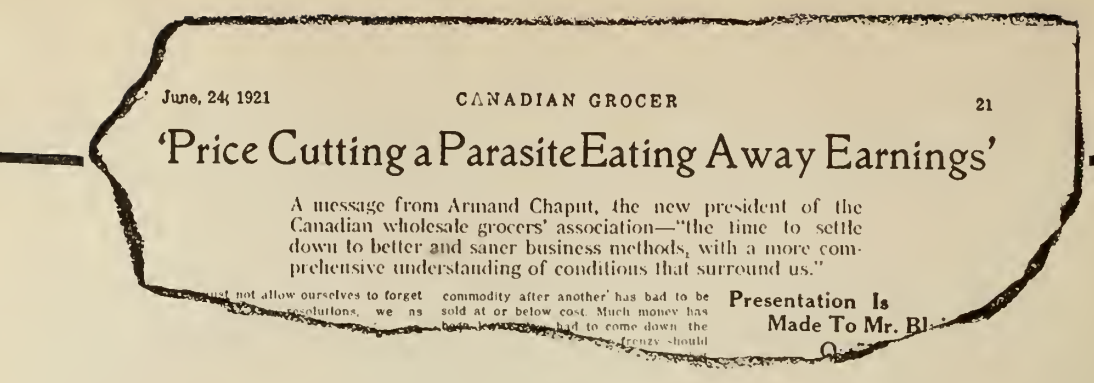
EDDY'S Indurated Fibreware

Light, sanitary, non-leakable pails, tubs, washboards, etc. More satisfactory in every way than the old time metal or wooden utensils and far more durable.

"Onliwon" Towelling --and-- "Onliwon" Toilet Paper

in the handsome "Onliwon" fixtures. A line that sells without effort and always satisfies. Get a little trial display working for you.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested



June, 24, 1921 CANADIAN GROCER 21

'Price Cutting a Parasite Eating Away Earnings'

A message from Armand Chaput, the new president of the Canadian wholesale grocers' association—"the time to settle down to better and saner business methods, with a more comprehensive understanding of conditions that surround us."

...must not allow ourselves to forget ... commodity after another has had to be ... Presentation Is Made To Mr. Bl...

What Mr. Chaput says about price-cutting in general, applies with particular force to trade-marked specialties, the prices of which are known to the public through Advertising. Indeed it is one of the fine things about such Specialties that your customers expect to pay the full prices at which they are advertised—thus ensuring you your full legitimate profit every time you make a sale.

...ness. None of us ... est money in stock, carry the ...ock and the risk and distribute the goods for nothing, yet that is the actual result of the price cutting programme.

Plenty of Business For All

There is plenty of business for all of us, more than we can handle if it is properly developed, but the haphazard method of seeking business by cutting prices even below cost not only robs the dealer of legitimate profits, but generates a feeling of mistrust and unsteadiness among the retail trade. It spreads like wild fire, knocks the bottom out of markets, causes restraint on the part of the buyers and strikes home at the perperator of the scheme with a pace in cut prices that will run him and others off their feet before it can be brought to a stand still

Suicidal Prices

...y plea to the wholesale grocers and ... retailers, too, is to stop and ... lessons they have ...

and ... that ... cere hope ... these enviab... about and w... the retailer as ... that w may solidity "

A greengroce... dock at Liverp... gruffly asked ... "I've got so... was the r...

"All ... throw ... mat...

CHANNELL
LIMITED
TORONTO

O-Cedar Polish

IN BOTTLES	IN TINS	O-CEDAR POLISH MOP
30c and 60c	$1.50, $2.50 and $3.50	Large Size $2.00—Small Size $1.25

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK

An Absolute Certainty

You can always depend on year 'round, rapid turnovers when you sell Borden's Milk Products. The name Borden's on any milk product is an absolute assurance of complete satisfaction. For sixty-five years they have held the confidence of the public, a confidence that, backed by continuous dominant national advertising, has made them the fastest selling milk products on the market. When you feature them you are making good profits an absolute certainty. Warm weather months always increase the sale of these convenient Milk products. It will pay you to make window and counter displays of Borden's **St. Charles Milk,** Borden's **Eagle Brand** Condensed Milk, Reindeer Coffee, Reindeer Cocoa, etc.

Borden's
ST. CHARLES
Brand Milk
"With the Cream Left in"

MONTREAL The Borden Co. Limited VANCOUVER

A complete line under one label.

Gosse-Millerd's

CHOICE PINK SALMON

Packers generally are slowing down this year in the canning of many varieties of Northern Pacific fish. Customers will be turning from Sockeyes to the less expensive varieties. Never was there such an opportunity to build up a quick profitable sale for guaranteed pinks. The excessive hot weather has also brought you many new customers for canned ocean products.

Take advantage of the demand which advertising and your customers' own praise have created.

The advertising we have recently done across Canada of our introductory packages, sold pink salmon in thousands of households. Folks were delighted, and told their neighbors. Now—cash in on this publicity—stock, display and boost Gosse-Millerd Pink Salmon. Get all information about it, while the season is on.

There's satisfaction in handling a line in which every can is backed by the firm who packs it.

GOSSE-MILLERD PACKING CO., Limited
Vancouver, B.C.

CLARK'S

PORK & BEANS

With - Tomato - Chili - or - Plain - Sauce

Your customers, Mr. Grocer, always want quality, but they also find it necessary to study economy.

If you give them CLARK'S PORK and BEANS they know they are getting the highest quality at

REASONABLE COST

You are also benefitting by the ready sale, the quick turnover, and the satisfied customers who come back for MORE.

STOCK UP NOW - DEMAND IS BRISK

Made in Canada by Canadians

W. CLARK, LIMITED MONTREAL

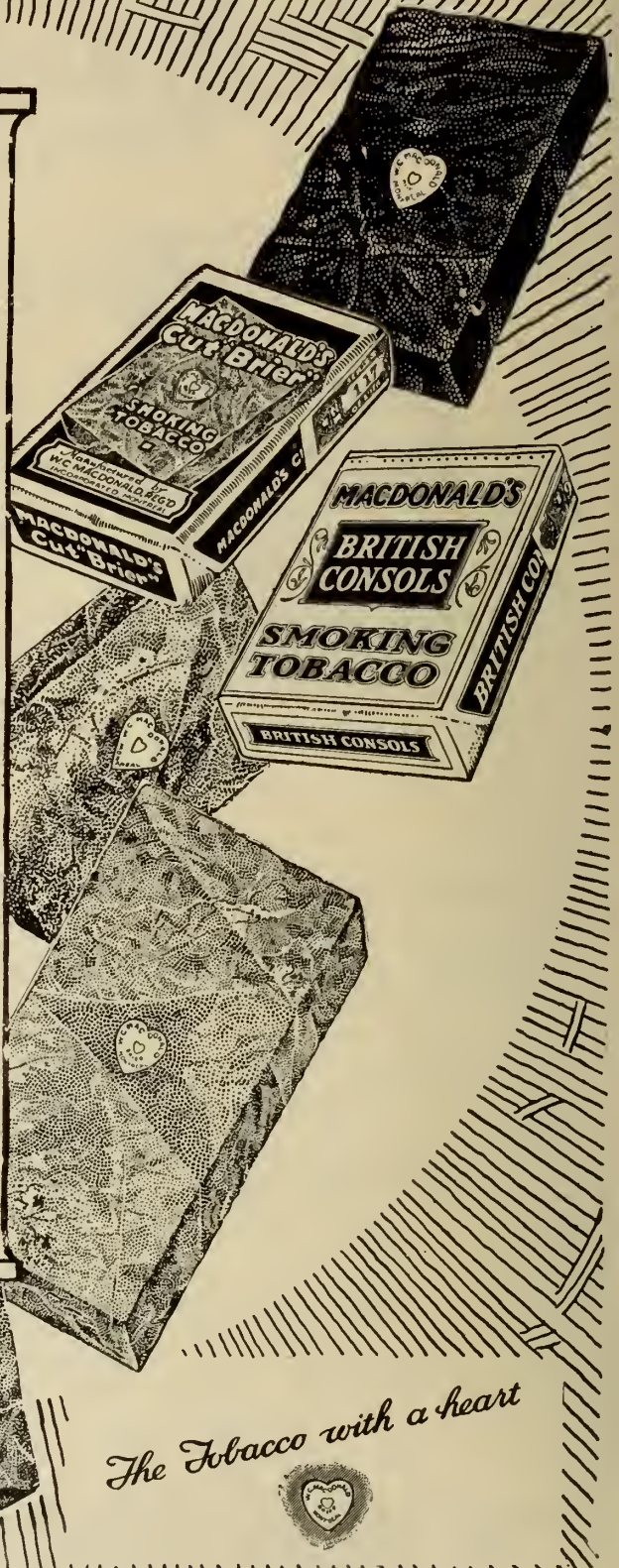
MACDONALD'S

Fast Turnovers Make Fat Profits

Success in retailing depends on the turnover. It matters little to you that you can get fifty per cent. profit on an article it takes a year to sell.

It is fast turnover that has made Macdonald's the most profitable line in Canada. The demand for Macdonald's Tobaccos never falls off. More Macdonald's is sold than any other kind of tobacco. Your capital isn't tied up for long—you sell more tobacco—you make more profit.

Not only that, but you make a **higher percentage** of profit on Macdonald's — **extra** profits that make it more than worth your while to sell the tobacco with a heart.

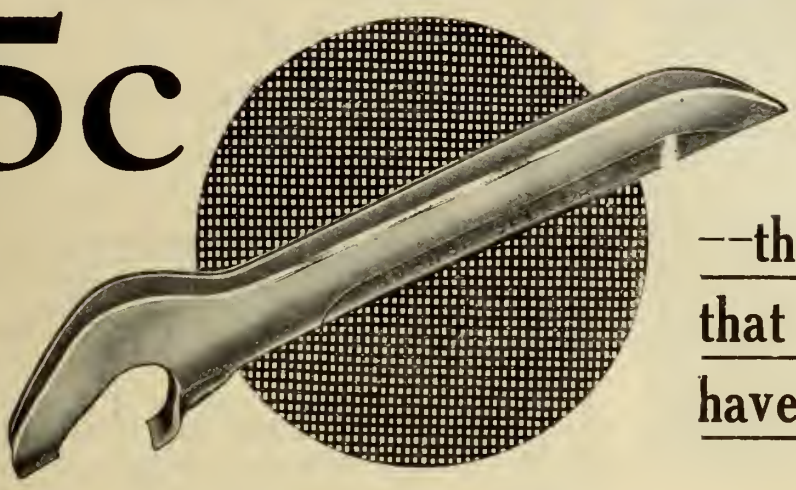


The Tobacco with a heart

ANCHOR OPENER

"Removes the Cap without Mishap"

5c



--the Handy Opener that your customers have been looking for

This excellent opener easily removes the tops from jars and tumblers sealed with "Anchor" caps or similar seals without fuss, muss or trouble. Every housewife has been looking for an ingenious opener of this type and the speedy manner in which **Anchor openers** sell wherever they are introduced has shown that they fill a long felt want.

Offers a 50% Profit

Anchor Openers are packed three dozen in a handsome display carton which costs you $1.20 net. You sell them for 5c. each giving you a profit of 60c. on each carton or 50%. Put this attractive display carton on your counter along with a display of "Anchor Sealed" products and reap **double profits.**

MAIL THIS TODAY

Anchor Cap & Closure Corporation
275 Wallace Ave., Toronto

Enclosed find (P.O.) (money order) for $.....
for which (express) (mail) me.....
cartons of Anchor Openers.

NAME ... ...

ADDRESS .....

.....

Anchor Cap & Closure Corporation

275 WALLACE AVE, TORONTO.

Storage and Distribution

Winnipeg

Insurance 30c

We operate the largest fleet of motor trucks in

Western Canada

Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

The City Dray Company
LIMITED

246 Princess Street,

Track P. 18 **Winnipeg**

IF YOU CAN SELL

a **better grade** of Macaroni, it follows that you will sell **more** Macaroni, doesn't it?

We think so.

Give Columbia a chance to demonstrate.

The Columbia Macaroni Co., Ltd.

Lethbridge, Alberta

Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.

Newmarket, Ontario

"CHARM" is rapidly forging to the Front

Judging from the speedy manner in which Charm is forging to the front as a leader in its class, it is certainly bound to be a live profitable seller.

Charm CLEANS Everything

Charm cuts grease, saves soap, softens water and cleans everything perfectly without injury to hands or fabrics. It is positively a new departure in cleaners and is safe, odorless pure aud effective. Try a sample order. Your wholesaler will supply you.

Galt Chemical Products Limited

Galt, Ontario

Standard Goods Make Standard Stores

Order by Name. Say Stickney and Poor's

All of Your Customers

use Cream of Tartar. Why not sell them the purest and best? That is

STICKNEY & POOR'S Cream of Tartar

Recommend it to your customers for baking biscuits, shortcake and ginger bread. Wholesome. Unfailing. Prepared from grapes.

Like all other S. & P. products it comes packed in handy attractive packages that sell readily.

Your co-operating servant,
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century Honored 1921
HALIFAX
Mustard - Spices - Seasonings

Eureka Refrigeration Equipment

The Eureka Refrigerator Co. has been building refrigeration equipment only for the past thirty-five years. This means that we have been applying all our energies to the development of the most efficient and serviceable refrigerator.

We believe that the present Eureka Refrigerator is the best that can be obtained on the market to-day, and we are ready to back our opinion by backing our guarantees. If you have not seen our guarantees write us at once. We have some very interesting information for you in regard to Eureka Refrigeration equipment.

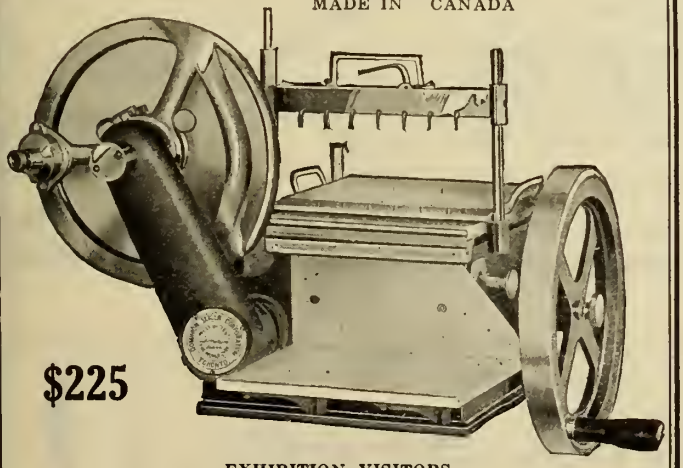
Eureka Refrigerator Co., Ltd.
Head Office and Factory:
OWEN SOUND, ONTARIO

$100 SAVED
And a More Sanitary Machine

Think of a machine composed of Reinforced Porcelain, only 1 in. metal in contact with your meat.

And You Have the Dominion
A Machine without Frills
Few parts, equal in performance and capacity to any the world over.

MADE IN CANADA



$225

EXHIBITION VISITORS

Give us a call and see machine demonstrated. Write for circular and booklet. Dominion Slicer Corporation, 110 Church St., Toronto

SAMUEL DOBREE & SONS

LONDON, ENGLAND
Established 17th Century

Growers and Producers of
SUGAR MOLASSES
COCOA

IMPORTERS AND EXPORTERS
Branches in all parts of the civilized world

Canadian Branch
UPPER WATER STREET
HALIFAX, N.S.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

LE 75 French Cigarette Papers

Finest Quality--Order to-day from your jobber

This cut is a facsimile

A White Gummed Paper That Will Satisfy Your Trade

of the actual package

100 Leaves to Book
Automatic Doubles
50 Books to Box

CANADIAN DISTRIBUTORS:

DONALD H. BAIN CO.

Wholesale Commission Merchants, Brokers and Importers

Head Office, WINNIPEG, MAN.

Branches: SASKATOON REGINA CALGARY EDMONTON VANCOUVER MONTREAL LONDON, ENG.

Standard Goods Win Abiding Trade

Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

BOXES

square
round
collapsible
rigid
waterproof

Made from solid fibre-board with a Mullen Test up to 1,000 lbs. per square inch.

Best Boxes Limited
Ottawa
Ont.

Our advertising reaches ½ million readers weekly. Some of them trade with you. Co-operate.
The Codville Co. Ltd.

8

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Marketing Products in a "Big Way"

The house of "Scott-Bathgate" holds an 18 year old reputation for producing big results in the rich Western Provinces—a reputation that you should investigate before you assign your product.

We'll place your product on the market for you in the same successful manner as we have done for Christie's Biscuits, Robertson's Confectionery and Hungerford and Smith's Fountain Supplies. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE

WINNIPEG, MAN.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
Fort William, Ont.

SELL Thompson's Salted Peanuts

and have satisfied customers.

The original drum-shaped package, filled with the finest salted peanuts, roasted and salted to perfection.

Packed in attractive display of 40 packages each.

ORDER FROM YOUR JOBBER TO-DAY

BULK PEANUTS

Salted Peanuts in Pails, 30-lb. Cartons, Barrels, also Display Cards 36 pkgs. Each.

Try "Nifty Brand"

Whole Blanched Jumbos in 5-lb. tins with envelopes, also in bulk as above.

Packed in Canada by

A. E. Thompson

149 Notre Dame East, Winnipeg

G. B. Thompson & Co., Western Agent,
Box 2015, Winnipeg

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

Merchandise Brokers — Manufacturers Agents
WE COVER CANADA
LOGGIE, SONS & CO.
32 Front St. West
TORONTO CANADA

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

LAING AND WATERS
Manufacturers Agents & Grocery Brokers
28 Wellington St. East
TORONTO
Desire correspondence with manufacturers unrepresented in this district.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

HAMBLIN-BRERETON CO., Ltd.
Grocery and Confectionery
Agents and Importers
Toronto and Kitchener, Ont.
Winnipeg and Calgary.

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

Triangle Sanitary — Waxed Paper

CANADIAN NASHUA PAPER CO. LTD · SERVICE · PRODUCTION · QUALITY · TRADE MARK · PETERBOROUGH ONT.

A Quality line, which Quality Wholesale Grocers will want to handle. Our Prices are competitive and Service unexcelled.
Enquiries Solicited

CANADIAN NASHUA PAPER CO.
LIMITED
Peterborough - Ont.

The **CROWN** *Trade-Mark*
on a bag of white beans is a guarantee of their uniform size and choice quality
Only the very finest hand-picked Canadian White Beans go into bags marked
CROWN BRAND
For your own protection insist upon having this line of known quality.

BRAND

G. T. MICKLE - Ridgetown, Ont.

When Writing to Advertisers Kindly Mention this Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Be Sure You Ask Your Jobber for

Dominion Spring Clothes Pins

Manufactured by

The J. H. Hanson Co., Ltd.

MONTREAL

B. & S. H. THOMPSON & CO.

LIMITED

Head MONTREAL Office

Agents for Canada for the HOMCO Products, including Hard and Soft Soaps, Soap Chips, Salad Oils, Compound Lard, Castor Oils, Sanctuary Oil, etc.

ENQUIRIES INVITED

MAPLE SUGAR

I solicit your orders for pure Maple Sugar. 35 years experience as wholesale dealer. Open for agencies of all kinds.

Agent for Messrs. E.B. Eddy Co., Ltd., Hull; Gunns Ltd., Toronto; St. Lawrence Starch Co., and several others.

Hardware Expert. Correspondence solicited if interested.

Warehouse capacity, 10,000 feet floor space. Best spot in town on Main Street.

JOS. EMOND

24 Rue St. Joseph, Quebec, P. Q.

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East, Winnipeg

Sankey and Mason, 839 Beatty Street Vancouver

Now is the Time to Buy—don't wait.

Consult these Advertising Pages.

Our Advertisers will *save* you Money—buy now.

The Recognized Leaders wherever the best is appreciated

KING OSCAR SARDINES

The high-grade sardines that have won a national reputation as the finest flavored, highest quality brand on the market. They are packed from only the finest selected Norwegian caught bristlings, in the purest olive oil under the most hygienic conditions. When your customers ask for sardines, give them King Oscar Brand—it pays to give them the best.

Order your requirements from your wholesaler.

CANADIAN AGENTS:

John W. Bickle & Greening

Hamilton, Ontario

Gives You Reliable Information

In six years the *Audit Bureau of Circulations* has solved the perplexing problem of circulation statements. By a systematic analysis of distribution and methods, this organization is able to supply just the data an advertiser needs. The darkness is dispelled and the bright light of verified facts takes its place. Space buyers no longer find it necessary to grope in the dark.

There are no dark spots in HARDWARE & METAL'S circulation. Our records are audited by the Audit Bureau of Circulations.

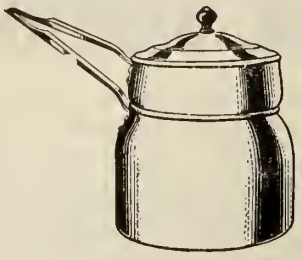
All MacLean Publishing Co's papers (sixteen) are members of the Audit Bureau of Circulations.

If interested tear out this page and place with letters to be answered.

Sept. 1st, 1921.

FREE ALUMINUM DOUBLE BOILER FOR GROCERS

THIS CERTIFICATE given with a purchase of each full case of-- No.....



Quaker Oats, 36s (two 18s equal 1 case 36s),
Quaker Oats, and Tillson's Oats, 20s
Tillson's Oats, 20s, (Aluminum Assortment)
ON OR BEFORE FEBRUARY 1, 1922, mail ten of these Certificates (when accumulated) to The Quaker Oats Company, Peterborough, and the two-quart heavy aluminum double boiler as shown here will be sent promptly, **Free of all Charges.**

Sign your name and address distinctly here.

Name .....

The Quaker Oats Company
PETERBOROUGH, ONTARIO

Street .....

City .....Prov.....

To All Retail Grocers

Free of all charges, a TWO QUART HEAVY ALUMINUM DOUBLE BOILER.

Your wholesale grocer can to-day give you one of these Certificates (facsimile above) with each full case of QUAKER OATS 36s., QUAKER AND TILLSON'S OATS 20s., and TILLSON'S OATS 20s., Aluminum Assortment, that you purchase, be it one or fifty cases.

Ask For These Certificates

The best consuming season is fast approaching and you will need enough Quaker Oats and Tillson's Oats. Build up your stock now.

In present times it is more than ordinarily true that the lines to stock are the sure-selling established solid lines such as QUAKER OATS and TILLSON'S OATS.

The Quaker Oats Company

Peterborough and Saskatoon

Canada

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

TOILET PAPER

Made by

Interlake

Tissue Mills

Requires No Apology to your Trade.

The rolls are clean-cut with attractive labels and of unquestionable quality.

Write for a carton of samples and prices.

The Interlake Tissue Mills Co. Ltd.

Head Office:
54 University Ave., Toronto.

Branch:
Montreal

Mills at Merritton

A Big Seller with the Grocery Trade

SANATAS TONIC

A body builder and a wonderful blood purifier.
SANATAS TONIC will be in great demand by Hospitals and Invalids.

Every bottle guaranteed by Expert Chemists.
Buy Sanatas Tonic—the profits are big.
Packed 1 dozen bottles to the case, 2 sizes, 16 or 32 oz.
Watch for our travellers or order direct.

SANATOR LIMITED

20 Jacques Cartier Square
Montreal

Western Agents	Quebec Agents	Ontario Agents
Richardson Green Ltd.	Hudson & Orsali	McGillivray Bros.
170 Market St., Winnipeg	St. Paul St., Montreal	123 Bay St., Toronto

Agents required for Maritime Provinces and P. E. Island

Always Fast Sellers

Junket

MADE *with* MILK

You can always count on **Junket**—the delicious and economical dessert, to bring you a steady stream of repeat orders once you introduce it. Junket is made with milk and is highly nutritious. Comes in 10 tablet packages that retail at **15c** each with an excellent profit, can be prepared in an almost endless variety of dainty desserts.

JUNKET POWDER

NESNAH

Junket Powder comes already sweetened and flavored. Just stir in it milk, let it set a few minutes and you have a dainty dessert. Four delightful flavors. Also excellent for making ice cream. Retails at 15c a package with a good profit.

Chr: Hansen's Canadian Laboratory

TORONTO, CANADA

LOGGIE, SONS and COMPANY

Selling Agents for Canada

32 FRONT STREET WEST, TORONTO

Upton's Pure Jams and Marmalades

Jams and Marmalades are moving.

The past month has shown greatly increased sales.

Quality Jams as usual have had the call.

Upton's Jams and Marmalades are Quality goods.

Prices are down, buy while the buying is good.

Jams and Marmalades that a grocer can safely recommend to his best customer.

THE T. UPTON CO., Limited

HAMILTON - - CANADA

It Is Certain

that "Discretion is the better part of Trading." Every week we receive voluntary testimony from friends pleased with the results of specializing in SALADA to the exclusion of the 'ordinary' brands of tea.

Read this:-

R. R. No. 1 L—
August 26, 1921

Dear Sirs:

We are selling 25lbs of your tea to 1lb of any other. Your green tea sales are also increasing with us. *W. H. B.*

Last week (ending Aug. 27) we sold 132 TONS of Salada (precisely 264,155 lbs.), The increase this year to date is over 1,250,000 pounds.

MASTER MASON
PLUG SMOKING
"It's good Tobacco"
The Big Plug 20¢
MASTER MASON
YOU pack real enjoyment into your pipe when you fill up with Master Mason. Because the fine flavor that is packed into the Master Mason plug, HOLDS to the last pipeful. There is no better, handier or more economical way to buy high-grade tobacco, than in the big plug of Master Mason.

Selling Tobacco for You

Here's one of the many ads that are helping to sell more MASTER MASON Tobacco—only of course the actual ads appearing in the papers are over four times as big as this one. These ads are increasing the demand for MASTER MASON—and building up bigger profits for the men who sell it. The profit margin on Master Mason is always larger than on any other tobacco. Now, Master Mason is more profitable than ever. Don't miss any of this extra generous profit—stock up now with MASTER MASON.

ROCK CITY TOBACCO CO.

QUEBEC -:- CANADA

MASTER MASON

PLUG SMOKING

Early Season Brings B. C. Fruits into market Next Week

British Columbia's crop, under perfect weather conditions, has not only placed its fruit in the prize-winning class again but also ripened it a GOOD TWO WEEKS EARLIER THIS YEAR. That means quick work on your part in cashing-in on the varieties as they come.

B. C. Wealthy Apples

This September apple is without a peer—excellent for all uses—an ideal short season apple that sells—first because it is an attractive variety—and second on its most excellent qualities for both dessert and culinary uses.

These Boxed Apples making big hit with consumers

With the close Government inspection—accurate grading—expert packing and perfect fruit, B. C. boxed apples are quickly sought by the discriminating buyer. A box of Wealthies is just enough for the average family to use with profit before later varieties come.

Other B. C. Fruits Rolling

Especially on the preserving fruits does the early season apply. It is to your advantage to emphasize the necessity of quick ordering by your customers so you may satisfy them as the various fruits come. You can't get their orders too soon this year. Pears, Plums, Peaches, Crabapples, Italian Prunes—all rolling now.

Talk-Boost-Eat-Sell B.C. Fruit

This series of advertisements issued by the Producers and Distributors of B. C. Fruits.

A "BUYWORD" FOR QUALITY

"What makes Red Rose Tea such a good seller?" a merchant recently asked one of our travelers.

"It's because," the traveler replied, in the first place it is a blend of India and Ceylon teas noted for their strength and flavor, and secondly this quality has been so thoroughly advertised that the words 'is good tea' are on the tip of everybody's tongue."

"Red Rose Tea is good tea" is not only a byword for goodness, but it's a "buyword" for everything in your store that smacks of quality.

Just try a case and see for yourself.

T. H. ESTABROOKS CO., LIMITED

St. John, N. B. Montreal, P. Q. Toronto, Ont. Winnipeg, Man. Calgary, Alta.

Shirriff's

A Line Worth Pushing

True Orange MARMALADE

This delicious preserve has become a favorite in thousands of Canadian homes. It is a marmalade you can safely recommend to those customers who appreciate quality combined with value.

Manufacturers

IMPERIAL EXTRACT COMPANY

TORONTO

Jelly Powders and EXTRACTS

Two members of the Shirriff "quality" group that it will pay you well to push. **SHIRRIFF'S Jelly Powders offer exceptional opportunities during the summer months.**

Sole Selling Agents:

HAROLD F. RITCHIE & CO., LTD.

Toronto and Montreal

Robinson's Patent Barley
and
Robinson's Patent Groats

For Infants and Invalids

SURE SELLERS

You can always count on steady sales when you handle these two popular lines. Their reputation for quality is world wide and their many uses make them always in demand. Order your requirements from your wholesaler.

MAGOR, SON & CO., LIMITED
191 ST. PAUL ST., MONTREAL 23 SCOTT ST., TORONTO

Two Opinions on the Famous
ENO's
FRUIT SALT

Says one Prominent Druggist:

"Eno is one of my 'leaders'—I give it prominent display because it brings me good returns—it doesn't hang around the shelf, in fact it is the nearest approach to perpetual motion I stock."

Is this your experience?

"Eno is one of my pet lines—I've cultivated its sale by linking up with the extensive advertising campaigns hammering home the health message to the public—

1st. Giving it tasteful display.
2nd. Always being able to supply it when asked.
3rd. My confidence of the satisfaction it will give my customer.
4th. Recommending it when asked for so called substitutes."

Prepared only by
J. C. ENO, Ltd., "Fruit Salt" Works,
LONDON, England

GOOD HEALTH
ENO'S FRUIT SALT

Agents for North America:
HAROLD F. RITCHIE & CO., LIMITED
10 McCaul St., TORONTO
Also at New York and Sydney, Australia

CANADIAN GROCER

VOL. XXXV. TORONTO, SEPTEMBER 9, 1921 No. 36

Weighs and Counts Every Purchase

F. G. Gayne, St. Johns, Que., Believes if a Grocer is to Succeed, He Must Watch Very Carefully Such Details as Weight and Counting —Started with $300 and Now Has Annual Turnover of $60,000

FOUR years ago a young man living in a small town in the Province of Quebec came to the decision that he would be the master of his own destinies. He quit his job, and with a capital of $300 which he had saved from his meagre wages, set about to find the foundation upon which to build his future success. He chose the grocery business as the road to fame and fortune, but having had no previous experience in the intricacies of the trade, he proceeded very cautiously.

Purchases a Grocery

Purchasing a small business on a side street in this town of only 10,000 population, studying the business from all angles, watching for leaks—which is the cause for the undermining of many a business—closely following market conditions and by hard work and persistent salesmanship in a short time he won the confidence of the people in his neighborhood to such an extent, that in less than four years, larger premises had to be procured to accommodate the steadily growing business.

Annual Turnover Now $60.000

Such, is the interesting beginning of F. G. Gagne,, St. Johns, Quebec, which is now situated on the main street and has an annual turnover of around $60,-000. He carries a stock of $4,500. From the very beginning, the policy of Mr. Gagne has always been to weigh and count every purchase. He pointed out to a representative of Canadian Grocer that this is essential in order to get at the correct cost of the goods. "Weigh, count and carefully check everything before placing in stock" said Mr. Gagne. "A case of cabbage will sometimes vary from ten to fifteen pounds less than the amount called for on the invoice. A crate of tomatoes two to three pounds and the packing in a tin of biscuits will sometimes weigh as much as a pound and a half. These discrepancies are not always the fault of the manufacturers. In the case of biscuits the packers, no doubt sometimes get careless, and fill up a tin with cardboard and packing, when more biscuits could easily have been put in the tin. The tins are first weighed before being packed and again weighed after packing. The merchant therefore pays for the packing at the same rate as charged for the biscuits. It can plainly be seen that the biscuits are costing more per pound than stated in the invoice and unless some allowance is made for packing, the merchant is just so much out of pocket."

Mr. Gagne stated another case wherein the manufacturer is not responsible for the shrinkage. He claims that the original weight on a case of cocoanut will rarely hold out, as the very nature of the article causes it to lose in weight unless it is kept under the most favorable conditions. "In cases like these a merchant should figure the cost on the actual weight and base the selling price accordingly" said Mr. Gagne. "It is things like these that eat into the profits and unless small leaks are carefully watched, there will be a considerable sum lost during the course of a year."

The store is fully equipped with appliances to facilitate rapid and efficient service, and being trimmed in white it has a clean, cheerful, attractive appearance.

Computing scales, cheese cutter and a meat slicer are considered valuable equipment in this store, and all tend to increase sales. Speaking about the meat slicer, Mr. Gagne remarked, "Previous to installing the meat slicer, I was unable to sell cooked meats, but now I am selling five to six cooked hams and about a dozen sides of bacon a week, with the sales steadily showing an increase each week. It is no use trying to get along without a meat slicer as the majority of the people, simply refuse to buy cooked meats and bacon sliced by the old method, with a knife by hand."

Fresh Fruit a Feature

Fresh fruits find ready sale in the Gagne store. Undoubtedly this is due to the great care that is taken in selecting the quality and the manner in which it is displayed. Before the fruit is placed on sale it is carefully picked over, thus assuring the customers of the best quality, and at the same time building a reputation for handling only the best goods. Sales of fruit average $200 a week the year round. In conclusion Mr. Gagne remarked: "I believe in handling good stuff, but at a reasonable figure. Poor quality is dear at any price."

Old Country Jams Will Be Lower As Compared With Last Year

Despite the Fact That Fruit Crops This Year Are Below Normal, the Present Outlook is For Easier Quotations—Quality Will be of a High Order

LONDON, Eng., Aug. 1.—(Special) to Canadian Grocer—Despite the fact that fruit crops this year are far below normal, the prices of jams will undoubtedly be considered lower than they were last year. The quality too, no doubt will be improved as it will be remembered that last year, jam manufacturers were still operating under Government control of raw materials. This control is now removed and, manufacturers are now in a position to turn out the same quality as previous to the war.

"During the past few years the jam trade has had to overcome difficulties due to Government control of raw materials and trade, and in consequence of this, our output, besides extremely limited, has also not been everything that we could desire," stated one manufacturer. "For the season we started, however, entirely free. We have been able to select the fruits and sugar ourselves. The supply of tin-plate and glass-ware has also become more reliable. Although the fruit crop is not over promising, we have taken steps to ensure good supplies, and we do not anticipate, except perhaps for one or two of the more popular kinds, any shortage in the immediate future."

Other manufacturers interviewed were of the same opinion, stating that the carry over of 1920 stocks had been heavy, but had now become mostly liquidated and that although fruit crops were light they fully anticipated sufficient to meet all requirements.

Prune Market Is In Strong Position And Higher Prices Are Asked

Quotations in Primary Markets Higher—Heavy European Buying—1920 Pack Nearly Cleaned Up—This Year's Crop Will Average 200,000,000 Pounds

LESS THAN two weeks after it had announced its first prices for 1921 crop prunes, the California Prune and Apricot Growers, Inc., the growers' non-profit, co-operative marketing association, which sells 75 per cent. of the California prune pack advanced its prices one fourth of a cent on all large and medium sized prunes.

Every tendency is towards an even higher level than the one now prevailing, according to a statement issued by H. C. Coykendall, general manager of the association, at the time the recent jump in prices for 1921 pack prunes was made.

Since the latter part of July the prune market has shown a decidedly stronger feeling owing to the revival of a steady export demand. Foreign buyers made frequent purchases during August and are still coming back for additional supplies, according to association officials.

During the week beginning August 15 the heaviest export shipments made since 1917 were started forward from California for important foreign trade centres.

Heavy domestic shipments began to go forward from California on August 21, when the new low transcontinental freight rate on dried fruit went into effect. This export and domestic buying has practically cleaned up the hold-over stocks of 1920 prunes which have been held in the warehouses of the association since last winter when the market went into a slump.

Every pound of 1920 pack prunes will have been shipped from California by the middle of October to fill orders now in the hands of the association.

Estimates as to the size of the 1921 California prune crop averages about 200,000,000 pounds, in comparison to a pack of from 210,000,000 and 225,000,000 million pounds made last Fall.

Add a Novel Department To Fruit Store

Montreal.—The Misses Ker who own and manage the J. E. Ker & Co. fruit store on St. Peter St. Montreal, which was described in the Spring Number of CANADIAN GROCER as having a distinct and effective feminine touch, have added one more novel feature to their store. They have in the past week added a department for the sale of home-made cooking. Miss R. Ker is the cook who supplies dainty home-made lemon, apple, pumpkin and cherry pies for their trade. Besides the pies there are also cakes, cookies and other dainty confections. In the centre of one of the front windows stands an all glass showcase which has two glass shelves lined with those tempting delicacies. Although this department of the store has only been open one week, Miss Ker states that a good trade in these lines has developed already and that it is developing into a made-to-ready business since there is a limit to the out-put and many customers who have once made a purchase will come in and place an order for the next day.

Carbonation Is A New Idea In Treating Foods

Carbonation in the treatment of such foods as butter and ice cream is something comparatively new and an explanation of it will no doubt prove interesting to the trade. The sponsors claim for it the elimination of bacteria from foods.

Carbonation, according to its adherents, means that the air which has heretofore been incorporated in these foods, has been driven out and replaced by carbonic gas, which is said to be much purer than air. Ordinary butter contains about ten per cent. and ordinary ice cream about 40 per cent. air by volume. This new process of carbonation replaces the air with carbonic gas which is also heavier than air, and it is claimed, it stays in the butter and ice cream.

The carbonation of foods was accomplished by Prof. W. P. Heath, a food sanitation expert, and was the outcome of investigation in an emergency created by an epidemic caused by a typhoid infected food.

DECISION EXPECTED—CORN AND FLAKE CASE

It is expected that some time this month a decision will be given in the Kellogg Corn Flake case which has been before the courts for several years. This case was brought by the Battle Creek Toasted Corn Flake Co., London, Ont., against the Kellogg Cereal Co., of Toronto and Battle Creek, Mich., in connection with the right to use the word "Kellogg" on corn flake packages.

USE ONE LINE EACH WEEK AS A LEADER

Hall Bros., Woodstock, N. B., have recently taken over the grocery business formerly conducted by W. R. Gray. Cash and a delivery system is being used and this system is showing good results. These two boys are taking over one line each week and using it as a special. Soap was used as one of these, and ten boxes were disposed of in four days.

THE SUSSEX MERCANTILE CO. LIMITED.

Importers, Wholesale and Retail Dealers
in All Kinds of Merchandise

Sussex, N.B., Aug. 31, 1921.

The Canadian Grocer,
Toronto, Ontario.

Gentlemen:-

Would you kindly state clearly which figures most profitable in the handling of the following lines:-Wrigley's Gum, the sale being ten(10) boxes a week, bought in 100 box lots, costing 55 cents, which would last for ten weeks, or to buy in ten box lots, costing 60 cents per box. Also Campbell's Soups, sale one case each week, buying in ten case lots at $6. per case or in one case lots at $7. per case.

The question of turnover can be clearly demonstrated in these two items with their volume of sale. Of course it is to be considered that it does not add any to the financial load to buy the larger quantity. We of course could understand how the small grocer starting in with a small capital would better consider the small buying and quick turnover on the capital invested, but what we want to bring out clearly is, suppose the capital is not in question, which is the most profitable way to buy and merchandise on the two items stated above, volume of sale as given.

Yours truly,
The Sussex Mercantile Co., Limited,
Per W. J. Mills.

Editor's Note—Much difference of opinion exists in regard to the question raised by this concern, and which policy it is better to pursue. Editors of this paper have discussed the matter and Canadian Grocer would like grocers everywhere in this Dominion, to state what is their opinion in regard to the above questions. Are you buying in large quantities, and thereby getting a better price, or are you buying lightly, with the idea of selling out quickly, and buying again? What is your policy in purchasing, and your idea of quantity prices? Canadian Grocer will welcome communications in regard to the question here raised.

Conducting "Buy-at-Home" Campaign

Meeting Competition from Catalogue Houses—Linking Up The Buy-at-home Idea with Industrial Life of Community—What Ingersoll Did And What Hamilton Did Not Do—A Co-operative Effort And a Co-operative Catalogue.

A NUMBER of merchants in the town of Ingersoll, Ont., recently banded together to promote a buy-at-home campaign. Once a week they took a full page in one of the local papers on which was run some pointed editorial matter about buying at home and helping to maintain and develop the industrial life of the community. They emphasized the fact that money kept in circulation within the boundaries of the town helped to make it a better town and that if all the money made by manufacturers, retailers themselves, clerks and workingmen were spent in Ingersoll its development would surpass all expectations. In addition to this editorial matter, the merchants who are associated with the campaign inserted advertisements which, in character, varied from usual advertisements to the small one-inch card insertion. In their regular advertising space, a number of the merchants referred to the object which the campaign had in view and sought to appeal to civic loyalty and so further the buy-at-home spirit.

A Greater Effort

The object which the campaign had in view is a most laudable one, but it appears to us that it might have been carried on with considerably more vigor than it was. Unfortunately, not all of the merchants of the town took part in the campaign; that, in itself constitutes a weak link in the chain. Originally, the campaign was inaugurated by the newspaper that is handling the advertising. This is an enterprising venture on the part of the newspaper, but it seems that both the newspaper and the merchants themselves would reap more benefit out of it if it were were taken up by the merchants themselves. A co-operative effort to be successful to the merchants should be shared in by all and the utmost vigor should be infused into it from the very beginning.

Linking It With Industrial Life

One other way in which such a campaign can be made to be of great benefit to the merchants is by linking it up with a campaign showing the industrial life of the town. Any town or city having numerous industries, such as Ingersoll has, can create considerable civic pride if it is gone about in the right way and a way in which there is real cash value. The city of Hamilton recently advertised a Made-in-Hamilton week. Hamilton is an industrial centre of considerable importance in the Dominion; yet the effort was not entered into heartily by the merchants of that city. It was an opportunity missed in many respects because there was lack of understanding and co-operation on the part of the merchants themselves. In talking with a number of the merchants about this very week, regret was expressed in a number of cases that more was not made of it and that the merchants had not combined to a greater extent in the effort.

Big Chance For Window Display

Aside from the newspaper advertising which can be made one of the big features of such a campaign, it is a rare opportunity for the window display men of the town or city, as the case may be. Take the Hamilton week, for instance. There were a bare half-dozen windows which promoted the idea through their windows at all. If the window display men had got together and arranged amongst themselves to show Hamilton products in their windows, it would have created the necessary curiosity on the part of the buying public to come down town to see these displays. The advertising manager could announce to the readers of the newspaper that their firm had such and such a display in their window. This could be supplemented by the campaign advertising in which a full list of the window displays could be given and the nature of such display. Had there been two dozen windows showing Hamilton products in original settings, it would have been a great incentive to the people to come out to see them. And the passer-by, be it remembered, is always a prospective customer.

Referring again to Ingersoll for a similar illustration, some time ago a new factory was started in Ingersoll. One of the merchants undertook to show the products of this factory in his windows. He was surprised at the sensation caused by his simple display and the hundreds of people who stopped to see it or even came down town to see it. The same idea worked out in the case of a couple of dozen windows would do just that much good to the retailers in any town or city.

Against Mail Order Competition

One of the disheartening features of the retail business in the smaller centres of population is the money that goes out of town immediately after it is circulated with the large mail order house catalogue. This, in fact, constitutes one of the gravest problems of the retailer in the small towns and cities. But the big mail order house is simply the growth of several little stores and their final merging into one. It is a big co-operative effort. And the way to meet this problem is by a similar co-operative effort on the part of retail merchants all over the country in their respective communities. The big mail order house is a monument to the lack of co-operation on the part of retail merchants in their home towns. Year in and year out, one can do just as well by shopping at home as by going out of town or sending out of town.

Why not meet the mail order house catalogue with a catalogue that is the result of co-operative effort on the part of the retailers? Not only should such a catalogue be circulated within the limits of the corporation, but throughout the rural section contiguous to the town or city itself. The movement is opportune for such a co-operative effort. Aggressive firms are after business as never before. Price counts with the buying public as it has not counted for years. It is the right time to bring home to the buying public the "price message." It is possible to stem the tide of the mail order competition if it is gone at in a thoroughly vigorous manner. Too many retailers, perhaps, have accepted this competition as people in the olden days used to accept a scourge without taking any precautions against its recurrence. This thing can be done and the realization that it can be done is the beginning of a co-operative campaign that will bring untold benefits to retail interests.

Customers Always Right, Because—

They pay your salary and support the organization.

Without customers the store would cease to exist.

Customers as a rule have a clear and definite idea of what they want.

If argued with or contradicted they will return to buy no more.

Customers are hard to attract and not easy to retain.

One pleased customer tells another, thus they multiply.

A feeling of good will is instilled.

There is no reason for having them feel otherwise.

Displeased customers can wreck a business in short order.

No one likes to have their judgment questioned.

A store makes money from its friends; enemies trade elsewhere.

It is the first rule of good business ethics.

It is the only way a business will thrive and prosper.

The customer develops a kindly feeling for the sales clerk.

You build on the safe, sure ground of progress.

This is a perspective of the new Pure Foods Building likely to be erected on the Canadian National Exhibition grounds below next year's exhibition. A joint meeting of the Food Products Association and the Exhibition Board to decide on the matter, is in progress as we go to press.
Tenders were opened on Tuesday and the lowest was $116,500 as compared with the lowest last spring of $201,000.. This is a reduction of $84,500, which would indicate that the building will be gone ahead with this fall and finish in good time for next year. Total exhibit space will amount to about 30,000 square feet. Full particulars of the joint meeting will be given next week's issue of Canadian Grocer.

Fall Fair Dates in Canada

DATES of fall fairs to be held throughout the various provinces of Canada (after August 20) are enumerated herewith for the information of merchants contemplating exhibits at the various fairs in their districts:—

ONTARIO

Aberfoyle ..... Oct. 5
Abingdon ..... Sept. 30, Oct. 1
Acton ..... Sept. 20 & 22
Agincourt (Scarboro) ..... Sept. 23 & 24
Ailsa Craig ..... Sept. 22 & 23
Alexandria ..... Sept. 8 & 9
Alfred ..... Sept. 13 & 14
Alliston ..... Oct. 6 & 7
Almonte ..... Sept. 20-22
Alvinston ..... Oct. 11 & 12
Amherstburg ..... Oct. 10-12
Ancaster ..... Sept. 27 & 28
Arden ..... Oct. 4
Arnprior ..... Sept 26-28
Arthur ..... Oct. 4 & 5
Ashworth ..... Sept. 30
Atwood ..... Sept. 19 & 20
Avonmore ..... Sept. 20 & 21
Aylmer ..... Sept. 21-23
Ayton ..... Sept. 21 & 22
Bancroft ..... Sept. 29 & 30
Barrie ..... Sept. 19-21
Bayfield ..... Sept. 27 & 28
Baysville ..... Sept. 30
Beachburg ..... Sept. 26-28
Beamsville ..... Sept. 16 & 17
Beaverton ..... Sept. 15-17
Beeton ..... Oct. 11 & 12
Belleville ..... Sept 5-7
Belmont ..... Sept. 27
Berwick ..... Sept. 7 & 8
Binbrook ..... Sept. 23 & 24
Blackstock ..... Sept. 27 & 28
Blenheim ..... Oct. 6 & 7
Blyth ..... Sept. 22 & 23
Bobcaygeon ..... Oct. 12 & 13
Bolton ..... Sept. 30, Oct. 1
Bonfield ..... Sept. 27
Bothwells Corners ..... Sept. 22 & 23
Bowmanville ..... Sept. 21 & 22
Bracebridge ..... Sept. 22 & 23
Bradford ..... Oct. 18 & 19
Brampton ..... Sept 23 & 24
Brigdon ..... Oct. 4
Brighton ..... Sept. 16 & 17
Bruce Mines ..... Sept. 30
Brussels ..... Sept. 15 & 16
Burk's Falls ..... Sept. 22 & 23
Burford ..... Oct. 4 & 5
Burlington ..... Sept. 27 & 28
Charlton ..... Sept. 13 & 14
Caledonia ..... Oct. 6 & 7
Campbellford ..... Sept. 20 & 21
Carp ..... Oct. 4 & 5
Castleton ..... Sept. 22 & 23
Cayuga ..... Sept. 20 & 21
Centreville ..... Sept. 16 & 17
Charlton ..... Sept. 16 & 17
Chatham ..... Sept 20-23
Chatsworth ..... Oct. 13 & 14
Chelmsford ..... Sept. 14 & 15
Chesley ..... Sept. 29 & 30
Clarence Creek ..... Sept. 8
Clarksburg ..... Sept. 20 & 21
Cobden ..... Sept. 13 & 14
Cobourg ..... Aug. 16-
Cochrane ..... Sept. 29 & 30
Coe Hill ..... Sept. 27 & 28
Colborne ..... Sept. 27 & 28
Coldwater ..... Sept. 22 & 23
Collingwood ..... Sept. 13-16
Comber ..... Sept. 30, Oct. 1
Cookstown ..... Oct. 5 & 6
Cooksville ..... Oct 7 & 8
Cornwall ..... Sept. 7-10
Courtland ..... Sept. 29
Delaware ..... Oct. 12
Delta ..... Sept. 12-14
Demorestville ..... Oct. 8
Desboro ..... Sept. 22 & 23
Dorchester Station ..... Oct. 5
Drayton ..... Sept. 27 & 28
Dresden ..... Sept. 29 & 30
Drumbo ..... Sept. 27 & 28
Dryden ..... Sept. 22 & 23
Dunchurch ..... Sept. 29 & 30
Dundalk ..... Sept. 27 & 28
Dungannon ..... Oct. 6 & 7
Dunnville ..... Sept 22 & 23
Durham ..... Sept. 29.. & 30
E'mira ..... Sept. 16 & 17
Elmvale ..... Sept. 26-28
Embro ..... Oct. 6
Emo ..... Sept. 15 & 16
Emsdale ..... Sept. 27 & 28
Englehart ..... Sept. 15 & 16
Erin ..... Thanksgiving
Essex .....
Exeter ..... Sept. 19 & 20
Fairground ..... Oct. 4
Fenelon Falls ..... Sept. 30, Oct. 1
Fenwick ..... Sept. 27 & 28
Fergus ..... Sept. 22 & 23
Feversham ..... Oct. 4 & 5
Flesherton ..... Sept. 29 & 30
Florence ..... Oct 6 & 7
Forest ..... Oct. 4 & 5
Fort Erie ..... Sept. 19 & 20
Fort William ..... Sept. 13-15
Frankford ..... Sept. 15 & 16
Frankville ..... Sept. 22 & 23
Freelton ..... Thanksgiving
Galetto (Mohrs. Cors.) ..... Sept. 21 & 22
Galt ..... Sept. 23 & 24
Georgetown ..... Oct. 5 & 6
Glencoe ..... Sept. 27 & 28
Goderich ..... Sept. 6-8
Gooderham ..... Oct. 6
Gordon Lake ..... Sept. 30
Gore Bay ..... Sept. 27 & 28
Gorrie ..... Oct 1
Grand Valley ..... Sept. 27 & 28
Gravenhurst ..... Sept. 15 & 16
Haliburton ..... Sept. 22
Hanover ..... Sept. 22 & 23
Harriston ..... Sept. 29 & 30
Harrow ..... Oct. 3 & 4
Hepworth ..... Sept. 22 & 23
Highgate ..... Oct. 13 & 14
Holstein ..... Sept. 27 & 28
Huntsville ..... Sept. 28 & 29
Hymers ..... Sept. 20
Ilderton ..... Sept. 30
Ingersoll ..... Oct. 3 & 4
Inverary ..... Sept. 14
Iron Bridge ..... Oct. 5
Jarvis ..... Oct 8
Kagawong ..... Sept. 29 & 30
Keene ..... Oct. 4 & 5
Kemble ..... Sept. 29 & 30
Kemptville ..... Sept. 5 & 6
Kenora ..... Aug. 25 & 26
Kilsyth ..... Oct. 6 & 7
Kincardine ..... Sept. 15 & 16

(Continued on Page 36)

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER

Vol. XXXV. TORONTO, SEPT. 9, 1921, No. 36

Wholesalers Are Cheerful

IN WHOLESALE circles more optimism has been expressed this week than has been heard for some time. Orders have been heavier, and wholesalers state retailers are showing more interest in futures. An improvement is also noted in prompt deliveries which undoubtedly indicates that retail stocks have been greatly reduced since the slump set in almost a year ago, and although there continues to be a great deal of buying on the hand-to-mouth basis, retailers are showing more confidence and consequently orders are larger. A great barrier in business has been the instability of prices for consumer, retailer and wholesaler have been holding back for fear prices would be lower next week. During the years of advancing prices they were more than eager to buy for fear delay would mean a higher cost.

How far business will develop this fall is a matter of much interest. Many are of the opinion that the turn has arrived and that from now on business will be on a more solid footing with prices becoming more stabilized. Price reductions are becoming fewer and there is less irregularity than there has been since the beginning of the year. This condition has been brought about, principally on account of the stronger primary markets which in many cases are showing signs of shortened production. Retailers stocks are practically at as low a point as it is possible, and there appears to be no sane reason why business should not continue to show a great improvement.

* * * * *

Same Brand—Different Quality

IN A LETTER to Canadian Grocer a writer points out the necessity of Canadian manufacturers maintaining quality in their products indefinitely. This party purchased some time ago a case of canned peaches put up by a Canadian firm. The peaches were delicious in flavor, contained the proper syrup, and in every way were satisfactory. But when the second case was ordered the peaches were almost uneatable. They were hard and green, in poor syrup, and yet they bore the same trade mark as appeared on the first case. Naturally this was the last order given for this particular brand.

In domestic trade and export trade, the Canadian manufacturer who maintains quality every time is going to build up a successful business, other things being equal. Many of our Canadian manufacturers can proudly look back upon a clean record in this connection. There are others, however, who for the sake of gain at particular times have not been insistent on quality, with the result that their business has not progressed in certain channels as it should have done.

It is especially important in export trade that quality be rigidly enforced. Distance between the buyer and the seller is so great that it is difficult to make satisfactory explanation or to remedy a poor shipment.

* * * * *

Box Ontario Apples

THE COMPLETE somersault in the relative figures for barrel versus box pack for the United States apples this year, as told by J. L. Rutledge in his series of articles appearing in Farmers' Magazine, must be a revelation to most shippers and growers, says an editorial in that paper.

As late as 1916, the apples in our neighboring republic were over 70 per cent in barrels and this year the Market Reporter estimates the barrel pack as only 40 per cent of their pack. There must be some reason for this astonishing change and the same reasons which prevail south of the 44th. parallel will apply here. Farmers' Magazine has contended for some time that the boxing of Ontario apples would put us to the front faster than anything else except proper grading of the fruit. It is encouraging to know that the Peninsular Growers, who by the way, are making great strides towards the end they want to reach by their cooperation, are preparing to put the bulk of their output into boxes, labelled attractively, cooled and packed accordingly to the best known methods. Their box pack, we predict, will enable cooling to be done more easily. It will put their fruit into our cities in greater abundance for few city cellars can afford or can keep a barrel of apples. Rather would they take a box which can be enjoyed to the last apple. The box pack is the coming package for our fruit.

* * * * *

Editorials In Brief

IF YOU make no friends for your store, you may be sure the day will come when it will need them.

* * * * *

EVEN IF you are sure you know better what the customer wants than himself knows, it is not good business to let him see it.

* * *

IT IS a wise merchant who keeps a record of all goods taken out of stock for the use of himself and his family.

* * *

The fellows who expect luck to bring them success are sitting by the wayside watching the fellows pass who know what that pluck is the thing that gets them what they want.

* * *

Do you ever give your wife a chance to tell you how she thinks you might improve your store method's? If you don't, you are missing one good bet. It is the women who support your store. Get their viewpoint.

Turns Stock Eighteen Times in Year

Sells Merchandise Only of the Best Quality—No Cutting of Prices and No Difficulty Getting Legitimate Profits—Some Lessons From the Business Methods of a Large Department Store

By HENRY JOHNSON, Jr.

A CERTAIN large department store is unique in several ways, but its most remarkable characteristic is its frank willingness to permit any facts about itself to be published that may help business anywhere. There are never any strings attached to its communications, so I have unusual pleasure in publishing what has just reached me from there.

July 6, 1921.

Dear Sir:—It is some time since I have had the pleasure of hearing from you, but I assure you I follow your articles each week with a great deal of interest. I think a great many of the points taken by you are explained in detail so that every merchant, no matter how large or small, will always find a certain amount of help if he will only follow the many advices given by you from week to week. I was particularly pleased with the article in a recent number, " Finding the leak," and I believe that is where a great many merchants fall down—basing their margin not on the selling price but on the cost of the goods. I am enclosing a copy of an ad. we ran under date of July 5. It will speak for itself, and I think you will see we are demonstrating the fact that foodstuffs have gone down considerably in the past year. I also enclose a little write-up the paper gave us. We are expecting quite good results from this publicity. You will notice the merchandise offered is of the very best quality, and our prices as sold day to day, with no exception, so this makes the ad. appeal very much more than if we had merchandise in this ad. at special prices.

We are continuing to have a nice business from week to week, although as you know, our volume is not in comparison with a year ago; but we are having a nice turnover at the rate of 18 times a year, which you will agree is one of the big factors in showing a profit. Our profit is very good at the present time, due to lower prices, and we are having no difficulty in getting the prices in our self-serve store. We are not cutting prices to any great extent, as we were doing on several of your visits, as we find we are in a position now to make a legitimate profit by keeping the very best quality of merchandise at reasonable prices. We have gradually found our way into the hearts of the buying public of Rochester. Business throughout the store is showing up very well indeed and up to the end of June, we had an unusually satisfactory increase over the same period last year. I will be very glad to hear from you any time you can spare a few minutes to write as your letters always are interesting and helpful to me.

The ad. referred to is of the same type run by many grocers recently. It shows how a barrel of flour and a bag of sugar cost $41.84 a year ago and how that sum will now purchase the sugar and flour and seventy other well known articles besides. It was perfectly natural. also right and proper, that a newspaper should print a nice little write-up of the advertising and its significance.

But the vital and significant things brought out in this communication are reflected in the following: "Merchandise of the best quality—prices as sold day to day with no exception"—not special prices. "Not cutting prices—no difficulty getting legitimate profit—by keeping very best quality at reasonable prices—have gradually found our way into the hearts of the public." With the result that stock continues to be turned 18—get that—EIGHTEEN times! For over two years ago I found that ratio being maintained in this same store.

How significant this accomplishment is can only be grasped when we reflect that about four years ago this store was losing money. It was in a portion of the city not now popular as the shopping center, and something about the management had been faulty. A new manager took hold of it and instituted certain policies, knowing well that to rebuild good will and trade, and to pull people out of their accustomed ways, would take time.

And now, by using in the food store the plain, old-fashioned levers of high quality, the store is building trade and making money. What better evidence could one desire that goods, plus service commensurate with the plan of your business, will win for everybody now just as they have always won? Why say or feel that department stores are alays single line grocers' enemies when they thus furnish the demonstration that honest service can be made to bring its just reward, and then when at least one such store is willing to tell us all about just how it is done?

What to Do in Changing Business

A man writes that he has been in business with his father for many years during which time sales have grown from $33,000 to $145,000 last year and expectation of around $118,000 this year; father not active of late years and has allowed rent of building and his own termittent work to offset son's running the business; have made $6.000 to $8,000 year without deduction of any salary for either, or rent or interest on invested capital; father now wishes to retire and son considers taking partner with $6.000 investment on 50-50 basis to have somebody interested working with him and have some leisure for family, etc; credits have run largely to farmers on long time—often $400 to one farmer—now $10,000 out on books, but so good that losses have not run to exceed 1/2% for years, yet feels wants to curtail this; building worth around $15.000 and propose to pay owner $50 per month rent; fixtures estimated worth $2,000. Wants to know specifically what salary each of the new partners should draw for at least the first year.

Let us examine a bit. There seems to be tangible assets, taking figures from his letter, as follows:

Stock averages.....	$ 7,500.00
Equipment, ...	2,000.00
Accounts, now out, over	13,000.00
	$22,500.00

Assuming that purchases have been sold this year, as I think may be true seeing stock remains very nearly constant and there are no unpaid bills, we have:

Sales, seven months, ...	$65,157.67
Less Purchases, ...	53,011.71
Gross earnings, ...	12,145.96
Less expenses	6,711.79
Net earnings	5,434.17

Apparently the father and son have already drawn $10,036, or $4,602 more than the entire net earnings, though the figures are not quite clear enough for me to be sure of this. In any case, here are shown net earnings at rate of about $9,300 a year and I am given two figures, $4,635 and $5,401 charged to father and son respectively this year. What, then, of the new deal? Let us carry down that figure for net earnings, which includes no deduction for either father or son, nothing for rent and no charge for interest, thus:

Net Earnings, seven months..	$ 5,434.17
7 months' rent at $50,.....	350.00
	5,084.17
Int., 6% on $22,500, 7 months	787.50
Leaves net earnings..	4,296.67

Right Salaries For Partners

Assuming that the expenses actually are all included in the schedule sent to me, here we have net earnings, inclusive of the big item of expense to cover salaries for executive partners, of nearly 6.6%. It may be said that a business of $100,000 may pay 2 ½% to 3% salary for one manager. One of $118,000 should

(Continued on Page 40)

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Maritimes

F. A. Grimmer, grocer and hardware merchant, St. Andrews, N.B., is changing his store policy to strictly cash with a delivery. Mr. Grimmer decided to eliminate credit altogether.

Quebec

Henry Hurd, 71 years of age, an old employee of Gunn Langlois & Co. here, passed away last week at his home in Montreal. He had lived in Montreal 45 years, having come there from Newfoundland. He had been with Gunn Langlois & Co. 25 years. He is survived by his wife, two sons and a daughter.

Ontario

G. Hooper has commenced business at 1960 Dufferin St., Toronto.

H. Hind has opened up a grocery store at 216 Chambers Avenue, Toronto.

Jas. L. Daniels has commenced business with a good store at North Water Street, Galt, Ontario.

C. C. Mann, Canada Sugar Refining Co., Toronto, has moved his office from the Board of Trade Bldg., to 50 Front St. East.

S. H. Moore & Co., manufacturers' agents, Toronto, have been appointed selling agents for Ontario for the National Canned Meats, Limited, of Toronto.

A. S. May & Co., have moved from the Board of Trade Bldg., Toronto, to the Gooderham Building on the corner of Front and Church Sts.

Mr. Goldsmith of New Orleans, La, U.S.A., proprietor of Domino rice was in Toronto and Montreal recently on a business trip.

Wm. H. Dunn Limited, whose Toronto offices have been on the ground floor of the Board of Trade Building for several years, have moved to 45 Scott St.

Western

Richardson Green Ltd., have moved from their old quarters and are now located in the Foley, Lock and Larson Bldg., 181 Market Ave., E. Winnipeg.

A recent investigation revealed that by a strict and constant enforcement of the merchants' agreement regarding advertising, charities and contributions more than 300 applicants for cards of endorsement had been rejected in the secretary's office in 12 months, effecting a saving of over $20,000 annually.

KEEPING PRUNES IN PERFECT CONDITION

By S. G. Bendon.

The following conversation the writer happened to overhear in a grocery store.

A grocery man received two boxes of prunes, and after opening them he found that there was a little white showing on top of the prunes. He turned to the carter and told him that the prunes were bad, and that he was going to send them back. I asked him how he accounted for sending them back, and he pointed to the white showing on the prunes and said they were bad. I told him that this was not a rotten box of prunes and that the white on top was only the sugar contents of the prunes coming out. I explained to him the following: "Get a tin tub, fill same with hot water. Put in about a pint of molasses or syrup. Take the prunes out of the box. Separate them and then throw them into the tub. Do this to each box individually. Your prunes will be as good as new and all the white stuff will diappear. After they have been mixed around in the tub, take the prunes out and strain them well from the water. Put them into your bin, and sell them to the trade. These goods will be in perfect condition.

There are many grocers who have refused prunes on account of this little white showing and I hope the above information will help to relieve their minds.

New Companies That Have Just Been Incorporated

Among the companies recently incorporated is that of Thomas Harkness & Sons, Limited, for the purpose of manufacturing cigars cigarettes and tobaccos, in any or all of its forms, and to own, acquire, maintain and carry on and conduct the business of wholesale and retail cigar cigarette and tobacco dealers, manufacturers, producers, exporters and importers and generally to deal in and with cigars, cigarettes and tobacco and tobacco products of all kinds.

The operations of the company will be carried on throughout the Dominion of Canada, by the name of Thomas Harkness & Sons, Limited, with a capital stock of one hundred thousand dollars, and the chief place of business of the said company will be at the City of Montreal.

Dairy Products Company

Under "the Companies' Act" letters patent have been issued incorporating the Dairy Products Company of Canada, Limited, for the purpose of carrying on business as manufacturers of and dealers in butter, butter-fats, milk and all products or by-products thereof, to carry on the business of manufacturers, buyers and sellers of all kinds of fats, tallows, fertilizers and other similar substances, to manufacture, buy, sell and deal in synthetic butter synthetic milk, chocolate, chocolate butter, lard, synthetic lard, and any and all products of a similar nature, also in soaps of any nature and kind whatsoever, oils perfumes, glycerine and all by-products of tallow, grease, oils and soaps and all materials used in the manufacture of such articles.

The operations of the company to be carried on throughout the Dominion of Canada and elsewhere by the name of "Dairy Products Company of Canada, Limited," with a capital stock of five hundred thousand ($500,000) dollars, divided into 5,000 shares of one hundred ($100) dollars each, and the chief place of business of the said company to be at the City of Toronto, in the Province of Ontario.

Commercial Export Co.

Under "The Companies' Act" and amending Acts, letters patent have been issued incorporating the "Commercial Export and Import Company, Limited," for the purpose of carrying business as importers, exporters, warehousemen, storemen and common carriers of goods wares and merchandise of all kinds.

The operations of the cmpany are to be carried on throughout the Dominion of Canada and elsewhere by the name of "Commercial Export and Import Company, Limited," with a capital stock of one hundred thousand ($100,000) dollars, and the chief place of business will be at the city of Montreal, in the Province of Quebec.

Merchants in Brantford, Ont. who have been in the habit of placing advertising signs on the sidewalk on Dalhousie Street have received notice from the City Hall to discontinue the practice.

Invoice Fees on Foreign Imports

Invoice Fees Must Now Be Paid on All Exports From Foreign Countries—Government Hopes to Extend Commercial Intelligence Service at Little or No Cost

In view of cosiderable misunderstanding existing with regard to the establishment of the proposed system requiring that all invoices covering goods to the value of $100 or more, when imported into Canada from foreign countries shall be vised by an officer appointed by the Canadian Government the Department of Trade and Commerce has issued the following statement:

Legislation empowering the Canadian Government to institute the proposed system was passed in an amendment to the Customs Act at the last session of Parliament. The scheme is to be brought into force by proclamation when the necessary arrangements are made to that end. This will require some months.

The proposed certificates are to be signed by a Canadian trade commissioner, British consul or other accredited officer in the form or to the effect prescribed in that behalf by the Governor-in-council, who may also prescribe the fee to be charged thereof.

It will be observed that the scheme is to be applied to goods imported from foreign countries only, viz., outside the British Empire.

Consular Officers Collectors

As it is well known, many consular officers of other countries are established in Canada. For years they have been collecting fees on invoices covering exports from Canada to the various foreign countries. In some cases no fee is charged, in others a rather heavy fee is imposed. Some have adopted a flat rate, others charge a fee on an ad-valorem basis. The fees which have thus been collected in Canada in the aggregate amount to a very large sum. As an example, it may be mentioned that in the case of the United States there are at present approximately 31 United States consular officers in Canada. For the United States fiscal year ended June 30, 1920, the United States consuls in Canada, on exports amounting to over $500,000,000, collected nearly $500,000 in invoice fees alone; that is to say, about one-tenth of one per cent. This sum not only paid the entire expense of the United States Consular Service in Canada, but produced a handsome revenue, as the total expenditure for the United States Consular Service in Canada during this period was a little over $270,000.

Had Canada imposed an invoice fee on exports from all foreign countries to the Dominion during the year 1920, a very large revenue would have been received.

Will Extend Commercial Intelligence

The new system if established, will enable the department very considerably to extend the Commercial Intelligence Service in various parts of the world, whereas at present it is difficult to obtain a sufficient sum by parliamentary appropriation to extend the service to such proportions as the department so greatly desires.

Again the department would have greater freedom of action rather than being curtailed as at present in having to ask Parliament for the sum that is considered vitally necessary. While a large parliamentary appropriation would appear to be a heavy direct tax upon the people of Canada, under the proposed system an even larger amount could be obtained, which would not in reality be a tax upon Canada to the extent believed by many, as many Canadian exporters have informed the department that they pay the foreign consular fees collected in Canada out of their own pockets and do not pass the charge on to the foreign importer. Thus Canadians pay the fees collected in Canada in a large measure themselves. It is reasonable to suppose that Canadian importers would to the same extent be relieved of the payment of the fees collected abroad. In any case, the tax would be so widely distributed it would be a trifling consequence.

Canada's Commissioners Abroad

At present Canada has abroad twenty trade commissioners, ten of whom are in foreign countries. No revenue is derived from this service at present, whereas the total expenditure, which has to be voted by Parliament and is a direct tax upon the public, is approximately from $230,000 to $240,000 per annum.

The proposed scheme would operate as a further Imperial preference, as the imposition of the fees is not proposed to be applied to goods imported into Canada from within the British Empire.

It is proposed that British consuls throughout the world shall act for Canada and that in more important centres Canada will establish additional trade commissioners, which will enable a great extension of the Commercial Intelligence Service; especially in many countries in which Canada has no direct representative at present.

By the utilization of British consuls, who will retain a proportion of the fee collected, the Canadian Commercial Intelligence Service will become more closely associated with the British Consular Offices scattered throughout the world thus effecting a very considerable economy in expenditure and rendering it unnecessary for Canada to duplicate the Commercial Service of the United Kingdom.

Under the new system, all officers, whether British consuls or trade commissioners or other accredited agents authorized to vise export documents, will be in constant communication with the Department of Trade and Commerce at Ottawa as to purchases made in foreign countries, when possibly similar supplies might be purchased in Canada or within the Empire at more reasonable prices.

Again, much valuable statistical data will thus be made available as to the origin by districts of imports from foreign countries.

Fee Will be $2.50

The fee which at present is proposed that is to say, $2.50, is the same fee as that which is charged in Canada by U.S. Consuls, and much lower than by other countries, and, indeed, in some cases the fee is charged on an ad valorem basis. While this fee would be 2½ per cent. on a shipment valued at $100, it would be trifling in shipments of $5,000, $10,000 or $50,000. Upon the payment of the fee the viseing officer will attach a stamp thereto, which will serve as a check upon the invoice issued.

Criticism has been made of the proposed system that considerable delays would of necessity follow. While delays might be unavoidable in the beginning, yet the same system as that adopted by foreign consuls in Canada will be put into force, which permits of the exporter forwarding his papers by mail to the viseing officer with instructions to such office after viseing the documents to mail them to the importer. This avoids personal calls upon the viseing officer and consequent loss of time.

Will Assist Sale of Canadian Products

The department firmly believes that with the new system the present Commercial Intelligence service could be greatly extended, and it could add to its foreign staff able, experienced and well-paid officers, who would doubtless in a large measure further assist in the sale of Canadian commodities abroad. They would unquestionably be able to reveal many new unrecognized and exceptionally attractive commercial and industrial opportunities for Canadian exporters.

The net result will be that Canada will obtain a greatly increased Commercial Intelligence Service, the total expense of which will be more than offset by the total fees collected.

J.N.O. Downing. formerly local manager of the Western Grocers Ltd., has been promoted to head office.

* * *

W. S. Graham, manager of the Western Grocers Ltd, at North Battleford, Sask., has been promoted to manager of the Winnipeg branch.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centers.

MARKETS AT A GLANCE

BUSINESS continues to show an improved condition. This does not mean, however, that there is a high volume of business passing, but the tone is decidedly for the better and wholesalers report that retailers are showing more interest in futures and that orders have been far heavier during the week under review than they have been since the slump commenced nearly a year ago.

There are not many changes in market conditions as compared with a week ago. In the primary markets, teas, rices, walnuts and almonds continue to gain strength as the shortage in production becomes more pronounced.

Cereals are holding a firm position attributed to a large extent to the big demand for coarse grains for feeding purposes. Beans are stronger and higher principally on account of the fact that the new crop is not yet available. Marrowfat green peas are also scarce and firm at the higher figure.

Canned vegetables are firmly held. New pack sockeye salmon has made its appearance and the short pack would indicate that the trade would do well to look to their requirements. Jams are steady to firm at the higher levels.

There are no new developments in the sugar market. Refiners continue to firmly maintain their list prices, but there appears to be some irregularity in resale prices. The raw market has been slightly firmer for immediate delivery but features are lower.

In the produce markets, prices are generally tending easier. Live hogs are reduced. Eggs have also developed an easier feeling. The potato crop is turning out far better than expected during the early part of the season, and, in consequence, the market has an easier tone.

QUEBEC MARKETS

MONTREAL, Sept. 7.—The first week in September shows a marked improvement in the grocery business from a buying standpoint, both on the part of the retailer and the consumer. The result of the return of so many to the city is shown plainly and quickly in the grocery lines and wholesalers report much improved business after the holiday. The prices in general are steady or strengthening up and more confidence on the part of the trade is being demonstrated. Sugar stands firm with a steady business passing. Wholesalers report that, since retailers have been only carrying light supplies of molasses, with the cooler weather comes a bigger demand. Corn syrup and starches are reduced. Rice and teas stand firm with a bigger demand. Domestic fruits are easier in price but peaches and plums are slightly higher. Oranges and lemons have an easier tendency with a lighter demand. Potatoes are also easy in price and onions show a decline. There is no change in the canned goods prices.

COFFEE BUSINESS GOOD

Montreal.

COFFEE—There is no change in the quotations on coffee. The market is steady with a good business passing which is showing an improvement with the approach of the fall and the return of so many from the country.

LOWER PRICES ON CANDLES

Montreal.

CANDLES—Local wholesalers have made further reductions on candles, making the price for paraffine candles, 6's, loose 13c. and 12's, 13½c., a reduction of one cent per lb. Corresponding reductions are made in other sizes.

CANNED GOODS STEADY

Montreal

CANNED GOODS—Following the recent changes in canned goods and the strengthening up of that market, a steady feeling prevails with more active buying. There is no change of note this week in canned goods prices.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips		4 25
Asparagus, imported (2½s)		6 00
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.		1 50
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 45
Do., 2½s	1 80	1 85
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, standard	1 80	1 90
Do., early June		2 00
Do., extra fine, 2s		3 00
Do. Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Choice, 2-lb.		1 87½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS

Apricots, 2½-lb. tins		4 50
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.		5 25
Currants black, 2s, doz.	4 00	4 05
Do., gals. doz.		16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.		3 10
Do., 2½-lb.		5 00
Do., 2-lb.		4 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, heavy syrup—		
2-lb.		3 90
1-lb.		2 90
Pears 1s		3 20
Do., 2-lb.		4 10
Greengage Plums, heavy syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb.		2 25
Do., light syrup		2 00
Pineapples (grated and sliced), 2½-lbs.		4 50
Do., 2-lbs.		3 60
Do., 1-lb.		2 00
Strawberries	4 00	4 10
New Pack Strawberries—		
Standard No. 2, per doz.		4 60
Choice grade		4 70
Fancy Preserved		5 50
Rhubarb, preserved		2 80
Do., per gallon		5 50
Canadian Pineapple (sliced)		4 80
New Blueberries, 2 lbs.		2 25
Do., 1 gal.		12 00

RAISIN PRICES ADVANCED

Montreal

DRIED FRUITS—Despite the fact that some local wholesalers have reduced some of their prices on raisins, the California Raisin Growers' Association this week has sent out an announcement that all previous prices on raisins are cancelled and that what stocks are left on hand are advanced ½ cent a pound. The producers list shows only a limited supply left and even in the case of some grades of raisins that are not quoted, wholesalers have ventured to lower the price. This implies particularly to 3 crown muscatels which are quoted at 18c. by one wholesaler, a price below the present cost of replacement. Other lines of dried fruits show little change but improvement both in strength of prices and in buying.

COFFEE PRICES UNCHANGED
RAISINS SCARCE

Montreal.

Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		
Peaches (fancy)		0 28
Do., choice, lb.		0 25
Pears (choice)		0 22
Do. fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon, new pack	0 46	0 47
New Pack—		
Orange	0 48	0 49
Citron		0 76
Choice, bulk, 25-lb. boxes, lb.		0 22
Peels (cut mixed), doz.		3 25
Raisins (seeded)—		
Valencias	0 20	0 21
Muscatels, 2 Crown		0 22½
Do., 3 Crown	0 20	0 21
Do., 4 Crown		0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy Seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 oz.		0 27½
California Seedless, in bulk	0 18½	0 19
Cluster, 20 1 lb. pack.		6 75
Currants loose	0 12	0 15
Do., Greek	0 13	0 15
Dates, Excelsior (36-10s), pkg.		4 85
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 00
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do. 2¼'s, lb.		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), 22-lb. boxes, each		6 71
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 25
30-40s		0 19
40-50s		0 17
50-60s		0 13½
60-70s		0 12
70-80s		0 10½
80-90s		0 09½
90-100s		0 09

SPICES STEADY

Montreal.

SPICES—There is no change in the prices quoted on spices. The market is steady with a good demand for the fall trade.

Allspice	0 18	0 20
Cassia, pure	0 27	0 30
Cocoanut, 20 lb. pails, per lb.		0 46
Do., sweetened, lb.		0 36
Chicory (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 35
Pure, ground		0 35
Cream of tartar (French pure)	0 65	0 70
Do. American high test	0 75	0 80
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 40
Do. 80, lb.		0 38
Do., 100, lb.		0 35
Do., ground, 1-lb. tins		0 45
Pepper, black		0 25
Do., white		0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do. package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

RICE MARKET HOLDS STEADY

Montreal.

RICE—There is no change in the rice market. Prices are firm with a marked improvement in buying due to the strength and the upward tendencies recently demonstrated.

Carolina extra fancy	0 07
Do., fancy)	0 06
Honduras, fancy	0 05½
Rangoon CC, per cwt.	5 50
Do., B., per cwt.	5 75
Texas rice	0 05
Siam	0 06
Tapioca, per lb. (seed) 0 08	0 09½
Do. (pearl) 0 08	0 09½
Do. (flake 0 08	0 09)½
Honduras	0 07
Siam	0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

STARCHES REDUCED

Montreal.

PACKAGE GOODS—With the opening of the fall trade comes a number of reductions in package goods, which is a result of reduced manufacturing cost and an effort on the part of the manufacturer to give the buyer the benefit of the lower cost and in that way stimulate business. Prepared corn starch is now quoted at 9½c. a lb. Corn starch is selling at 8c. in 40 lb. boxes. Celluloid laundry starch is reduced to $4.00 per case. Self-Raising flour is reduced to $2.65 per dozen for the 3 pound packages and $5.20 for the six pound. Bergers rice flour in 50 pound boxes is reduced to 14c. per lb. and the 2/1 pound packages sell at 17c. per lb. Windsor rice starch is reduced 20c. a dozen on the cases of 8 ounce packages. Windsor Borax in 10 oz., 4 oz., and eight oz. packages are reduced in price.

PACKAGE GOODS

Breakfast food, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case	3 40	3 55
Cornmeal, yellow, 24s		2 85
Do., 36s		4 16
Oat Flakes 20s		4 80
Do., 18s		2 00
Do., aluminum, pkg.		6 10
Oatmeal, fine cut, 20 pkgs.		6 75
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		3 25
Hominy, pearl or gran., 2 doz.		3 00
Health Bran (20 pkgs.), case		3 50
Pancake Flour, case		3 60
Do., self-raising, doz.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s, case		6 50
Self-raising flour (3-lb. pkg), doz.		2 65
Do., (6-lb. pkg.), per doz.		5 20
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 09½
Corn starch, 1 lb. pkge.		0 08
Potato flour		0 12½
Starch (laundry)		0 07½
Flour, tapioca	0 15	0 16
Shredded Krumbles, 36s		4 35
Shredded Wheat		4 95
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¾
Celluloid starch, 45 pkgs., case		4 00
Package cornmeal		3 00
Malt Breakfast Food (36 pkgs.)		9 50
Quaker Two-Minute Oat Food		1 80
Macaroni		2 25
Quaker Quakies		3 40

REDUCTION IN CORN SYRUP

Montreal.

MOLASSES—There is no change in molasses prices. The demand is fairly good, having been stimulated by the advance of a short time ago. Corn syrups however, are reduced in price by the manufacturers and barrels are selling at 5½ cents a pound, half barrels at 5¾ and the cases of 12/5 are reduced sixty cents to $4.70. The accompanying list gives the revised prices for all sizes and packings.

Barbadoes Molasses—	Price for Island of Montreal
Puncheons	0 71
Barrels	0 73
Half barrels	0 73
Puncheons, outside city	0 69
Fancy Molasses (in tins)—	
16-oz. tins, 2 doz. case, per doz.	2 40
Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. pails, each	2 85
5 gal. 5-lb. pails, each	4 50
5-lb. tins, per case	4 70
10-lb. tins, per case	4 40
5-lb. tins, 1 doz. in case, case	5 30
10-lb. tins, ½ doz. in case, case	5 00

DOMESTIC FRUIT REDUCED

Montreal.

FRUIT—The feature of the fruit market is lower prices on most domestic fruits. Oranges and lemons are unchanged but are easing up in price with a falling off in demand. Blue and green grapes have made their appearance in this market at a price of 50c. per basket. Malaga grapes, are reduced to $4.00 per crate. Canadian plums and peaches are a little higher in price, being quoted at $1.50 for the eleven quart baskets.

APPLES—	
Wealthy, per barrel	8 50
Hampers, per bushel	2 50
Boxes, 175s, 216s	4 50
Bananas (as to grade), bunch	7 00
Cantaloupes, 36-54s	7 00
Lemons, 300-360s	4 50
Cal. Naval oranges, 126-150s	6 50
Do., 176-200-216-250s	6 50
Do., Blood Oranges, half boxes	3 75
Plums, Canadian, 11-qt. basket	1 50
Peaches, Canadian, 11-qt. bas.	1 50
Tangerines	4 25
Georgia Peaches, crate	3 00
California plums	4 00
Malaga grapes, per crate	4 00
Montreal melons, per crate	1 00
Blue and green grapes, per bas.	0 55

TEA SITUATION UNCHANGED

Montreal.

TEA—There is no change in the tea market this week apart from the fact that the strength recently developed in Japan teas is being maintained with more interest manifest in buying. A little improvement is shown in Ceylon and Indian teas with a stronger primary market.

Ceylon and Indians—		
Pekoes	0 22	0 26
Broken Pekoes	0 32	0 40
Broken Orange Pekoes	0 48	0 55
Javas—		
Broken Orange Pekoes	0 48	0 55
Broken Pekoes	0 35	0 40
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
JAPAN TEAS (new crop)		0 77

Above retail prices range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 35	0 40
Orange Pekoes	0 37	0 45
Broken Orange Pekoes	0 37	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

SOME NUTS CHEAPER

Montreal.

NUTS—There is little change in the nut market. The strength of walnuts is the feature and supplies are scarce, particularly of shelled Bordeaux. Here and there, there are some stocks of walnuts selling at a price below the cost of replacement, even though that price is only nominal since it is not yet certain what supplies are obtainable. Filberts are a little easier, selling at 16c, and Brazils are down to 18c. Jumbo peanuts,

roasted have gained a little strength and are selling at 19c.

Almonds, Tarragona, per lb.	0 22	0 24
Do., shelled		0 54
Valencia shelled almonds		0 44
Chestnuts (Italian)		0 18
Cocoanut (shredded, bulk)	0 33	0 36
Filberts (Sicily), per lb.		0 16
Brazil nuts (new)		0 18
Do., Barcelona		0 15½
Peanuts, Jumbo		0 19
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java, No. 1		0 11½
Do., salted red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy wholes, per lb.		0 38
Fancy splits, per lb.		0 35
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Pecanss, shelled	1 00	1 50
Walnuts Grenoble, in shell		0 29
Walnuts, Marbot	0 26	0 28
Do. new Naples		0 26
Do., shelled, Manchurian		0 68
Do. Bordeaux	0 63	0 68
Do., Chilean, bags, per lb.		0 40
Do., Spanish, shelled		0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

VEGETABLE PRICES EASIER

Montreal.

VEGETABLES—Easier prices in vegetables are noticed on the market, particularly in local produce. Cucumbers are down to 50c. per dozen and a still easier feeling characterizes the market for new potatoes. Tomatoes are down $1.00 per box with a large supply offered. Onions are also lower in price and new red onions are selling at $3.50 per bag.

New cabbage, local		1 50
Corn, per doz.		0 30
Carrots, per bag	0 75	1 00
Montreal cucumbers, per doz.		0 50
Horseradish lb.		0 60
Leeks, doz.		4 00
Mint		0 60
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green, doz.		0 50
New potatoes, Mont. (90-lb. bag)		2 75
Potatoes, 80 lb.		2 50
Do., sweet, hamper		5 50
Spanish onions, per case		5 00
Turnips, per bag	0 75	1 00
Tomatoes, Mont., per box		1 00
Egyptian onions		5 00
Red onions, per cwt.		3 50
Texas Onions, per crate		3 50
Yellow onions, per cwt.		2 50

CEREAL PRICES STEADY

Montreal.

CEREALS—There is no change in the prices quoted on cereals. There is a steady feeling to the market with improved buying on the part of the retailer and the consumer. The demand for mill feeds this year has done much to strengthen up the cereal market.

Oatmeal, gran. fine standard	4 00
Rolled Oats, 90 lbs.	3 60
Pearl Hominy	3 25
Cornmeal, Gold Dust Brand	3 25
Graham Flour, 98 lbs.	7.65
New Buckwheat Flour	6 75
Pot Barley	5 25
Pearl Barley	5 25
Beans, Ont.	3.50
Do., Can.	3 30
Lima Beans	0 10
White Beans	0 07
Green peas, dried	0 03 0 05¾
Flaxseed	0 06
Ground Oil Cake, per bag	3 00
Split peas, per bag	0 65

SUGAR MARKET FIRM

Montreal.

SUGAR—There is no change in the sugar situation. The raw market is firmer and the tendency is towards a steadier market for sugar with present prices holding.

Granulated sugar, per cwt.	8 75
Do., barrels	8 80
Granulated, gunnies, 20-5	9 15
Do., cases, 20-5-lb. cartons	9 35
Do., gunnies, 10-10	
Do., cases, 50-2-lb. cartons	9 50
Yellow, light, per cwt.	8 35
Do., medium, per cwt.	8 35
Do., dark, per cwt.	8 15

ONTARIO MARKETS

TORONTO, Sept. 7.—There are not many price changes recorded during the week. Coffee is fairly steady while teas continue to show more strength under influence of shorter production and active demand. Walnuts continue scarce and show no signs for immediate improvement. Rices in primary markets continue to advance but spot stocks are unchanged. Canned vegetables continue to hold firm while jams are more fairly held at the higher prices. Candied peels are lower. Starches are reduced, also five and ten pound tins of corn syrups. Potatoes are steadier with little change in quotations as compared with a week ago. Cocoa is lower also macaroni.

CANNED GOODS HOLD FIRM

Toronto.

CANNED GOODS — There is little change in the canned goods situation. The firmness in canned vegetables that has been in evidence for some time is still continuing. There has been a good demand and retailers have been taking more interest in futures.

Salmon—		
Sockeye 1s, doz.	5 20	5 35
Do., ½s, doz.		2 80
Coboe 1s, doz.		**2 90**
Do., ½s, doz.		**1 90**
Pinks, 1s doz.		**1 45**
Lobsterss, ½-lb., doz.	3 90	3 75
Do., ¼-lb. tins	1 95	2 40
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	
Canned Vegetables —		
Tomatoes, 2½s. doz.		1 65
Peas, standard, doz.		1 75
Do., Early une		2 15
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	**1 45**	**2 45**
Beans, golden wax, doz.		2 20
Asparagus tips, doz.		5 50
Do., butts, doz.		6 60
Canadian corn		1 50
Pumpkins, 2½s, doz.	1 45	1 50
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
Apples, gal., doz.		5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.		3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do. Green Gage	3 25	3 40
Cherries, pitted H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Strawberry, 4s, each	0 90	0 95
Do., 16-oz., per doz.	3 75	4 60
Raspberry, 4s, each	0 90	0 94
Do., 16-oz., doz.	3 75	4 60

CEREAL PRICES STEADY

Toronto.

CEREALS — There are no price changes. The market continues to hold a firm position.

Barley, pearl, 98s		5 50
Buckwheat flour, 98s		6 00
Barley, pot, 98s		4 75
Barley Flour, 98s		6 25
Cornmeal, golden, 98s		2 75
Oatmeal, 98s		4 50
Corn flour, 98s		3 75
Rye flour	9 85	6 00
Rolled oats, 90s		3 50
Rolled wheat, 100 lb. bbls.		7 00
Cracked wheat, bag		5 00
Breakfast food, No. 1		6 00
Rice flour, 100 lbs.		10 00
Linseed meal, 98s		6 50
Flaxseed, 98s		7 00
Peas, split, 98s		5 7
Marrowfat green peas		0 08
Graham flour, 98s		4 75
Whole wheat flour		4 95
Wheat kernels, 8s		6 25
Farina, 98s		6 35

STARCHES REDUCED

Toronto.

PACKAGE GOODS — All starches, both laundry and culinary are reduced 5/8 cents per pound. Other lines are unchanged.

PACKAGE GOODS

Rolled Oats, 20ss, round, case		5 00
Do., 20s, square case		5 00
Do., 18s, case		2 00
Do., Aluminum Prem., 20s		6 10
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case.		6 00
Do., 20s, family, case		6 80
Cooker package peas, 36s, case.		2 85
Cornstarch, No. 1, lb. carton		0 09½
Do., No. 2, lb., cartons		0 08
Laundry starch		0 07½
Do., in 1-lb. cartons		0 8¼
Do., in 6-lb. wood boxes		0 11¼
Do., in 6-lb. tin canisters		0 12
Celluloid starch, case		4 00
Potato flour, 1-lb.		0 14½
Fine oatmeal, 20s		5 75
Cornmeal 24s		2 85
Farina, 24s		3 25
Barley, 24s		2 75
Wheat flakes, 24s		5 00
Wheat kernels 24s		4 50
Self-rising pancake flour 24s		3 00
Buckwheat flour, 24s		3 50
Two-minute Oat Food, 24s		1 80
Puffed wheat, case		4 40
Puffed rice, case		5 70
Health bran, case		3 50
F. S. Hominy gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 85

PEELS REDUCED

Toronto.

DRIED FRUITS — Lower prices are again announced on candied peels. Citron is quoted at 46c, lemon at 29c, and orange at 31c. Other dried fruits are steady to firm.

Candied Peels—		
Citron caps, 12-lb. boxes, lb.		0 46
Lemon caps, 12 lb. boxes, lb.		0 29
Orange caps, 12 lb. boxes, lb.		0 31
Mixed containing 4½ lb. lemon, 4½ lb. orange, 3 lb. citron caps, per lb.		0 40
Drained Peel, mixed, cut ready for use, in No. 1's cartons, 3 3 dozen per case, per dozen		4 60
Currants—		
Greek, Filiatras, cases		0 17
Do., Amalias		0 17
Do., Patras		0 17
Do., Vostizza		0 23½
Excelsior, pkgs. 3 doz. in case		5 50
Dromedary 3 doz. to case		**7 50**
Fard, per box ap. 12 lbs.		3 25
Hallowee dates, per lb.		0 11
Figs—		
Smyrna layers, 4 Crn., lb.	0 30	0 32
Do., layers, 6 crn., lb.	0 36	0 38
Natural pulled, in bags		0 10½
Prunes—		
30-40s, 25s		0 20
40-50s, 25s		0 16
50-60s, 25s		0 13
60-70, 25s		0 10
70-80s, 25s		0 09½
80-90s, 25s		0 09
Raisins"		
California, bleached, lb.		0 27½
Seedless, 15-oz. packets	0 27	0 29
Seeded, 15-oz. packets		0 23
Crn. muscatels, No. 1, 25s		0 19½
Turkish Sultanas pkgs.		**0 27**
Thompsons, seedless		0 28½
Valencia		0 23
Evaporated apples	0 14	0 15

HONEY IN DEMAND

Toronto.

HONEY—There is a good demand for honey. There are no changes in quotations, the market is fairly steady.

HONEY, Extracted—		
5-pound tins, per lb.		0 16
10-lb. tins, per lb.		0 15
60-pound tins, per lb.		0 14½
Comb, per doz.	3 75	4 50

CONTINUED SCARCITY OF NUTS

Toronto.

NUTS—There is little change in the nut market as compared with a week ago. Walnuts continue in scarce supplies with no immediate prospects for improvement.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Grenobles, lb.	0 23	0 24
Walnuts, Bordeaux, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, lb.		0 30
Do., sweetened, lb	0 28	0 32
Do., shred		0 25
Peanuts, Spanish, lb.		0 11
Brazil nuts, large, lb.	0 17	0 20
Mixed nuts, bags 50 lbs.		0 32
Shelled —		
Almonds, lb.	0 45	0 52
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.		0 80
Do., Manchurian	0 70	0 75
Do., broken	0 55	0 60
Peanuts, Spanish, lb.		0 10
Pecans, lb.		1 40
Brazils		0 72

RICE MARKETS HIGHER

Toronto.

RICES — The primary markets continue to advance. Spot quotations show little change but higher levels are expected in view of the fact that primary prices are practically on a par with quotations to the retail trade.

Honduras, broken, per rlb.	0 07½	0 08
Fancy Blue Rose, lb.	0 08½	0 09
Blue Rose, lb.		0 07½
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07•
White Sago	0 07	0 07½
Tapioca, per lb.	0 07½	0 08

TEAS CONTINUE UPWARD

Toronto.

TEAS—The tone of all teas continue strong. In primary markets the strength of the market is becoming more pronounced as the shortage of production is increasingly apparent. Some wholesalers have advanced quotations on their blends, but generally speaking there is little change in spot quotations to the retail trade. although higher prices are freely talked off in most quarters.

Ceylons and Indians—		
Pekoe Souchongs	0 25	0 35
Pekoes	0 30	0 58
Broken Pekoes	0 35	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans		0 58
Do., seconds		0 50
Hyson thirds	0 30	0 35
Do., pints	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade.

SPICES UNCHANGED

Toronto.

SPICES—The market continues firm under an active demand and small stocks. Quotations are unchanged.

Allspice	0 15	0 18
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 45
Mustard, pure	0 35	0 40
Pastry		0 28
Pickling spices		0 18
Mace		0 75
Peppers, black	0 20	0 23
Do., white	0 30	0 35
Paprika, lb.	0 60	0 70
Chillies, lb.		0 50
Nutmegs, selects, whole, 100s	0 22	0 26
Do., 80s		0 35
Do., ground		0 28
Mustard seed, whole		0 20
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Turmeric		0 80
Curry powder		0 35
Cream of Tartar—		
French, pure		0 40
4-oz. packages, doz.		2 00
The above quotations are for the best quality.		
8-oz. packages, doz.		3 50
cheaper grades can be purchased for less.		

CORN SYRUPS LOWER

Toronto.

SYRUPS—Corn Syrups in bulk are down one cent per pound. Five and ten pound tins are reduced 60c. but two pound tins are unchanged.

Barrels, about 700 lbs., yellow		0 06½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case		4 60
Cases, 5-lb. tins, white, 1 doz. in case		5 90
Cases, 10-lb. tins, white, ½ doz. in case		5 60
Cases, 2-lb. tins, yellow 2 doz. in case		4 00
Cases, 5-lb. tins, yellow, 1 doz. in case		5 30
Cases, 10-lb. tins, yellow, ½ doz.		
2-lb. tins, 2 doz. in case, case	4 40	7 25
3-lb. tins, 2 doz. in case, case	5 75	10 75
5-lb. tins, 1 doz. in case case		8 95
10-lb. tins, ½ doz. in case, case		8 60
Corn Syrup—		
Barrels, about 700 lbs.		0 05•
Half barrels, about 350 lbs.		0 05¾
Quarter barrels, about 175 lbs.		0 07¼
2 gals., 25-lb. pails, each		2 00
3 gal., 38½-lb. pails, each		2 85
5 gal., 65-lb. pails, each		4 50
2-lb. tins per case		4 00
5-lb. tins, per case		4 70
10-lb. tins, per case		4 40
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case.		4 60
5-lb. tins, 1 doz. in case, case		5 30
10-lb. tins, ½ doz. in case, case		5 00

NO CHANGE IN SUGAR

Toronto.

SUGAR — The local situation is unchanged. Refiners are firmly maintaining the list price of $9.09, but there still appears to be some irregularity in resale prices.

St. Lawrence, extra granulated, cwt.	9 09
Atlantic, extra granulated	9 09
Acadia Sugar Refinery, extra granulated	9 09
Dom. Sugar Refinery, extra granulated	9 09
Canada Refinery granulated	9 09

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c gunnies, 10 10s, 50s; cartons, 20-5s, 60c; cartons,

VEGETABLES STEADY

Toronto.

VEGETABLES—The potato market appears to have a steadier appearance. Good supplies are arriving from Ontario points also from New Brunswick. A feature in the situation is that many dealers are complaining of rot caused by the hot weather and the fact that potatoes are as yet in a green state. Prices are fairly steady at $2.25 to $2.50 per bag. Other vegetables show practically no price changes.

Cabbage, per doz.	1 00	1 50
Potatoes, local, per bag	2 25	2 50
Head lettuce, crate	1 50	2 00
Tomatoes, 11s	30	40
New beets, per dozen	0 30	0 40
New carrots, per doz.	0 30	0 40
Cucumbers, 11s	0 30	0 40
Corn, per doz.		0 12½
Onions, Spanish, crate		5 75
Do., sack, 100 lbs.		3 50
Do., pickling, 11s	2 00	2 50
Celery, per doz.	0 60	0 65
Egg Plant, 16-qt. bkt.	0 75	1 00
Sweet potatoes, hamper		2 75
Peppers, hot green, bkt.		0 50
Do., hot, red, bkt.		0 85
Do., sweet green, bkt.		0 75

PEACHES IN GOOD SUPPLY

Toronto.

FRUIT — The feature of the fruit market is the big supply of peaches that is arriving daily. Both Crawfords and Elbertas are in evidence and the quality is good. The peach crop is not as large as last year, but owing to the fact that the marketing is being done on a more systematic basis which does not permit of a glut on any one market, prices are expected to hold steady. Cantaloupes are somewhat firmer but there is practically no change in other quotations.

Oranges, Valencies, 100s		5 50
Do., 126s		5 75
Do., 150s and smaller	6 00	6 25
Lemons, Verdillis		5 00
Watermelons, each	0 75	1 25
Peaches, Cal., in boxes		2 00
Do., Crawfords, 6-qt. bkt.	0 75	1 00
Do., Do., 11-qt. bkt.	1 00	1 50
Huckleberries, 11 qts.		2 75
Lawton berries	0 20	0 22
Cantaloupes, 16-qt. bkt.	0 40	0 65
Pears, Cal. Bartlett, box		4 50
Do., Canadian, 11s	0 65	0 90
Bananas, per lb.		0 08
Apples, eating, per bas.	0 50	0 60
Do., Cooking per barrel	5 00	7 00
Plums, 6 quart bas.	0 40	0 50
Do., 11-qt. bkt.	0 85	1 00
Grapes, Cal. Malagas, crate		5 00

MACARONI REDUCED

Toronto.

MACARONI—Creamettes are reducduced to $2.40 per case. L'Etoile and Catelli are reduced to $4.20 per case.

OVER A MILLION A YEAR IN SOAP IMPORTS

Canada spends in the neighborhood of fourteen million dollars a year on soap, according to a report issued recently from the Bureau of Statistics relating to the manufacture of soap in Canada during 1918.

Thirteen of the twenty-eight plants engaged in this industry are located in Ontario. During the year reported over one hundred million pounds of soap was manufacturer in Canada, and the quantity sold by the producers was worth over thirteen million dollars. In addition to this there was imported into Canada something over a million dollars worth of soap produced in other countries.

The report states that exports of soap amounted to only slightly over one hundred thousand dollars. There is thus an apparent opportunity for the expansion of the soap industry in the country to take care of the million dollar importation which now exists. It is stated that the bulk of the imported soap is of the common or laundry variety, there being some million pounds of this soap imported during the year under review. Over eight hundred thousand pounds of soap powders were also brought in. The quantity of toilet soap is not stated, but the value is given at $592,000. The report is one of a series being issued on the general subject of chemicals and allied products in Canada.

WINNIPEG MARKETS

WINNIPEG, Sept. 7.—The grocery market shows improvement and merchants are looking forward to a good fall business. The market throughout is stronger and buying is more active. The bean market has advanced rapidly and stocks are reported low. New pack sockeye salmon has arrived on the market, and herring in tomato sauce has advanced. All canned vegetables are holding firm more especially peas and tomatoes. The primary prune market has shown an advance but local quotations remain unchanged. Spices are in good demand and cloves and Jamaica ginger are reported scarce. The sugar market is ruling steady under a heavy demand. The general tendency of the nut market is upward. Jams are firm and packers have advanced their prices on compound. The rice market continues firm and some lines more especially Siam are reported very short. All grades of tea are very strong. Potatoes are easier, also lemons and oranges.

COFFEE UNCHANGED

Winnipeg.

COFFEE—The coffee market is fluctuating slightly, one day advancing and the other day declinning. The Brazil market is holding firm. Locally the trade is improving with the approach of fall.

COFFEE—		
Rio, lb.	0 19½	0 20½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	28	0 30
Santos, lb.	0 26	0 29

STRONG BEAN MARKET

Winnipeg.

CEREALS—The bean market has advanced rapidly and quotations are $4.10 to $4.35 per bushel. Stocks are small and are likely to be so till new crop beans are on the market. Bulk cereals continue to hold firm and are in better demand. There is no change in quotations on package cereals and the demand is moderate.

PACKAGE CEREALS		
Rolled oats 20s, rd. cartons	4 75	5 00
Do., 36s, case, square, bkts.		3 50
Do., 18s, case		2 10
Corn Flakes 36s, case	3 50	3 80
Cornmeal, 2 doz. case, case		3 40
Puffed Wheat, 3 doz. cs., case		4 45
Puffed Rice, 3 doz. cs., case		5 75
Grape Nuts 2 doz. cs. case		3 80
Package peas, 3 doz. cs., case		3 00
Cream of Wheat, 3 doz. cs., case		9 15
BULK CEREALS		
Rolled Oats, 80s, per bag		2 80
Do., 40s, per bag		1 48
Do., 20s, per bag		0 77
Do., 10-8s, per bale		3 60
Do., 15-8s, per bale		4 10
Oatmeal, 98s, gran. or stand., bag	3 50	4 50
Wheat granules, 98s, bag		6 50
Do., 16-6s, per bale		7 05
Peas, whole, green, 100-lb. bag, per bushel		4 50
Do. split, yellow, 98s, bag		7 95
Do., split, yellow 49s, bag		4 00
Cornmeal, 98s, per sack		3 25
Do., 49s, per sack		1 65
Do., 24s, per bag		0 85
Do., 10s, per bale		3 65
Buckwheat grits, whole, 981b. bags, per bag		8 75
Beans, 100-lb. bags, bushel	4 10	4 35
Lima Beans, 100-lb. bags, lb.		0 10½
Barley, pot, 98s		3 85
Do., 49s		1 92
Do., 24s		1 00
Barley, pearl, 98s, per bag		4 95
Do., pearl, 49s, per bag		2 52
Do., pearl 24s		1 28

NEW SALMON ARRIVES

Winnipeg.

CANNED GOODS—The first shipment of new sockeye salmon has arrived on the market and is meeting with a good demand. Merchants are buying freely as they are realizing that it is to their advantage to purchase while they can procure it. Some brands of herring in tomatoe sauce have been advanced by packers although local prices yet remain unchanged. The canned vegetable market is still ruling firm and canners have advanced their prices on peas 25 cents per case over opening prices. Tomatoes are ruling firm and it appears rather doubtful if Ontario tomatoes can be sold at less than $4.15 per case this fall. California canned fruits have arrived and are meeting with good sales in the larger centres.

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, per case	7 00	8 00
Do., imp., ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.		2 45
Do., ½s, 4 doz. case, doz.		4 20
Oysters, 1s, 4 oz., 4 doz. case, cs.		9 40
Pilchards, 1s, tall, 4 doz. case, cs.		7 10
Do., ½s, flat, 8 doz. cs., case		9 00
Salmon—		
Sockeye, 1s, tall case		20 75
Do., ½s, flat, 8 doz. in case		21 75
R. Spring, 1s, tall, 4 doz. case		16 75
Do., ½s, flat, 8 doz. case		18 25
Cohoe, 1s, tall, 4 doz. case		14 65
Do., ½s flat, 8 doz. case		16 50
Pink, 1s, tall, 4 doz. case		6 50
Do., ½s flat, 8 doz. case		8 25
CANNED FRUIT (Canadian)		
Apples, 6 tins in case, per case		3 25
Cherries, 1s, 4 doz. case	7 00	8 00
Peaches, 2s, 2 doz. case	6 50	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	6 50	7 00
Do., Lombard, light syrup, 2s, 2 doz. case	4 75	5 25
Do., heavy syrup, 2s, 2 doz. case	6 00	6 50
Raspberries, 2s, 2 doz. case	8 50	9 00
Strawberries, 2s, 2 doz. case	8 00	8 50
CANNED FRUIT (American)		
Apricots, 1s, 4 doz. case		11 00
Peaches, 2½s, 2 doz. case		12 00
Do., sliced, 1s, 4 doz. case		12 40
Do., halved, 1s, 4 doz. case		12 40
Do., 2s, 2 doz. case		8 25
Pears, 1s, 4 doz. case		12 00
Pineapples, sliced, 2s, 2 doz. case		7 60
CANNED VEGETABLES		
Asparagus Tips, 1s, tins, 2 doz. case, per doz.		5 00
Beans, Golden Wax, 1s, doz.	4 75	5 00
Beans, Refugee, 2s, 2 doz. case	4 75	5 00
Corn, 2s, 2 doz. case	3 25	4 00
Peas, 2s, 2 doz. case	3 90	4 10
Sweet Potatoes, 2½, 2 doz. case		7 00
Pumpkins, 2½s, 2 doz. case	3 00	3 75
Sauer Kraut, 2½ss, 2 doz. case		4 10
Spaghetti, 2 doz. case		2 15
Tomatoes, 2½s, 2 doz. case	3 95	4 15
Spinach, 2½s, 2 doz. case		6 55

STRONG PRUNE MARKET

Winnipeg.

DRIED FRUIT—Latest reports from the primary markets state that prunes have advanced ¼ cent per pound but are being sold at about 2 cents per pound less than replacement value by the local wholesalers. Raisins are scarce and new goods will not be on this market for another two weeks. New apricots have arrived and are quoted at 26 to 29 cents per pound. New loganberries have advanced and are quoted at 44½ cents per pound in 25 pound boxes and 8 ounce packages at 25 cents per package. The Grecian currant market is stronger and the advance will likely be felt when the new stock arrives within the next six weeks. Evaporated apples are scarce with indications of higher prices on the new pack. There is a heavy demand for this line.

DRIED FRUIT		
Evaporated apples, per lb.	0 15½ to 0 16	
Currants, 90-lb., per lb.	0 18	0 19
Do., 8 oz. pkgs., 6 doz. case, lb.		0 16¾
Dates, Hallowee, bulk, lb.		0 11¼
Do., pkge., 3 doz. case, lb.		0 15⅞
Figs, Spanish, per lb.		0 15
Do., Smyrna, per lb.		0 12½
Do., black, cartons, carton		0 60
Loganberries, 4 doz. case, pkt.		0 25
Peaches, standard, per lb.	0 20	0 21
Do., choice, per lb.	0 23	0 24
Do., fancy, per lb.	0 24	0 25
Do., Cal., in cartons, per carton		1 10
Do., unpitted, per lb.		0 10
Pears, extra choice, per lb.		0 25
Do., Cal., cartons, per carton		1 25
Currants, 90-lb., per lb.	0 18	0 19
Prunes—		
30-40s, 25s, per lb.		0 21
40-50s, 25s, per lb.		0 16¼
50-60s, 25s, per lb.		0 14
60-70s, 25s, per lb.		0 12¾
70-80s, 25s, per lb.		0 11½
80-90s, 25s, per lb.		0 10½
90-100s, 25s, per lb.		0 08
In 5-lb cartons, carton		0 68
Raisins—		
3 doz .to case, per pkg.		0 21
Choice seeded, 15 oz., 3 doz. to case, per pkg.		0 20
Fancy, seeded, 11 oz., 4 doz. to case, per pkg		0 21¾
Choice seeded, 11 oz., 4 doz. to case, per pkg.		0 19
Cal., bulk, seeded, 25-lb. boxes		0 24
Do., pkt., seedless, 11 oz., 3 doz. to case, per lb		0 22
Do., bulk, seedless, 25-lb. boxes per lb.		0 24
Apricots, choice, 25s, lb.		0 29
Do., 10s, lb.		0 31
Do., Standard, 10s, lb.		0 26
Do., Standard, 10s, lb.		0 28
Do., fancy, 25s, lb.		0 35
Do., fancy, 10s, lb.		0 36

CLOVES ARE HIGHER

Winnipeg.

SPICES—Business in spices shows a marked improvement in prospect for the fall trade. Cloves are higher and scarce. Jamaica ginger is also reported scarce. The trend of the market throughout is steady.

Allspice, Jamaica, best qual., lb.		0 28
Cassia, Batavia, per lb.		0 38
Do., China, per lb.		0 25
Chillies, per lb.		0 55
Do., No. 1, per lb.		0 53
Cinnamon, Ceylon, per lb.		0 85
Do., No. 0, carton, doz.		1 00
Cloves, Penang, per lb.		0 95
Do., Amboyna, per lb.		0 90
Do., Zanzibar, per lb.	0 55	0 60
Ginger, washed, Jamaica, No. 1		0 65
Do., Jamaica, No. 2		0 40
Do., Japan or Africa, lb.		0 30
Mace, extra bright Penang, lb.		0 80
Nutmegs, extra large brown, 70 to lb., per lb.		0 70
Do., large brown, 85 to lb.		0 40
Do., medium, brown, 110 to lb., per lb.		0 38
Do., carton of six, per doz.		0 80
Pepper, blk., Singapore, ex., lb.	0 17	0 19
Do., white, per lb.	0 30	0 35
Pickling, ¼-lb., pkg., per doz.		1 00
Do., bulk, No. 1, per lb.		0 23
GROUND SPICE		
Allspice, bulk, per lb.		0 25
Do., No. 2, per lb.		0 25
Do., 2 oz. cartons		0 80

Do., 4 oz. cartons	1 20
Cassia, No. 1 bulk, per lb.	0 30
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	1 00
Do., No. 1, 4 oz. cartons	1 50
Cinnamon, bulk, per lb	0 45
Do., 2 oz. cartons	1 15
Do., 4 oz. cartons	1 75
Cloves, bulk, per lb.	0 65
Do., 2 oz., cartons	1 45
Do., 4 oz. cartons	2 00

SUGAR STEADY

Winnipeg.

SUGAR—There is very little change in the sugar situation. The raw market has had advances and declines but none are sufficient to affect this market. There is a steady trend to the market and heavier buying is noted.

Extra gran., bags, 100 lbs.	10 00
Do., gunnies, 5-20 lbs	10 40
Do., gunnies, 10-10 lbs.	10 50
Do., cartons, 20-5 lbs.	10 60
Do., cartons, 50-2 lbs.	10 75
Yellow, No. 1 lt., bags, 100 lbs.	9 60
Do., golden, bags, 100 lbs.	9 50
Powdered sugar, bbls.	10 40
Do., boxes, 50 lbs.	10 60
Do., boxes, 25 lbs.	10 80
Icing, barrels	10 50
Do., boxes, 50 lbs.	10 70
Do., boxes, 25 lbs.	10 90
Soft lumps, boxes, 100 lbs.	10 80
Do., boxes, 50 lbs.	10 90
Do., 25 lbs.	11 10
Do., cases, 20 cartons	11 85
Do., cases, 40 ½ cartons	12 60
LUMP SUGAR—	
Small lump, boxes, 100 lbs.	10 70
Do., boxes, 50 lbs.	10 80
Do., boxes, 25 lbs.	11 00
Do., cartons, 50 2-lbs.	11 10
Hard lump, barrels	11 00
Do., boxes, 100 lbs.	11 00
Do , boxes, 50 lbs.	11 20
Do., boxes, 25 lbs.	11 25

SUGAR SALES IMPROVED

Winnipeg.

SYRUP—There is no change on corn or cane syrup. Business in this line is showing a decided improvement.

CANE SYRUP—	
No. 2s	6 55
No. 5s	7 50
No. 10s	7 00
No. 20s	6 80
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 65
Cases, 5-lb. tins, white, 1 doz. in case	5 75
Cases, 10-lb. tins, white, ½ doz. in case	5 50
Cases, 20-lb. tins, white, ¼ doz. in case	5 50
Cases, 2-lb. tins, yellow, 2 doz. in case	3 40
Cases, 5-lb. tins yellow, 1 doz. in case	4 55
Cases, 10-lb. tins, yellow, ½ doz. in case	4 30
Cases ,20-lb. tins, yellow, ¼ doz. in case	4 30
MAPLE SYRUP—	
Pure, 2½s, tins, cs. of 2 doz.	24 85
Pure, 5s, per case of 1 doz.	22 65
Pure, 10s, per case of ½ doz.	21 05
TABLE SYRUP—	
Maple flavor 2½s, tins, per case of 2 doz.	13 75
Do., 2s, tins, case of 1 doz.	12 00
Do., 1s, tins, case ½ doz.	11 50
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 30
3-lb. tins, 2 doz. case	11 60
5-lb. tins, 1 doz. case	9 50
10-lb. tins, 1 doz. case	9 20
Molasses quotations subject to 5 per cent. discount.	
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	5 25
2s, 4 doz. in case	5 00
2½s 4 doz. in case	4 80
5s, 4 doz. in case	4 50
10s, 4 doz. in case	4 20

STARCH UNCHANGED

Winnipeg.

STARCH—There is no change in prices quoted on starch. The market is steady under a good demand which is improving in prospect for the fall trade.

NUTS TEND UPWARD

NUTS—The general tendency of the nut market is upward on all lines. Shelled walnuts continue firm with a shortage of supplies and the new crop apparently will bring no relief in price as high prices are being paid for October to December shipments from France. Shelled almonds have advanced 4 cents per pound on the new crop of October shipments. Spot stocks are low. Peanuts are firm and higher prices are anticipated.

FLOUR STEADY

Winnipeg.

FLOUR—There are no new developments in the flour market. The demand is steadily improving.

FLOUR—	
98-lb. sacks	5 32½
Two 49-lb. sacks	5 40
Four 24-lb. sacks	5 50

COMPOUND JAMS HIGHER

Winnipeg.

JAMS—There is just a moderate sale for jams, and purchasers do not seem to realize that the small pack will mean higher prices in the very near future. Compounds have advanced 3 cents per tin by the packers and the local market is likely to respond within the next 2 weeks.

RICE MARKET STRONG

Winnipeg.

RICE—The primary rice market continues strong and some lines more especially Siam are reported very short. There is no change in local quotations.

TEAS CONTINUE STRONG

Winnipeg.

TEAS—The tea market is exceedingly strong. Calcutta particularly so. All grades are participating in the advances. The production is curtailed so considerably that surplus stocks in England and other countries are rapidly becoming smaller. There is a good demand locally.

VEGETABLES LOWER

Winnipeg.

VEGETABLES—Potatoes are in abundance and are quoted from 75 to 80 cents per bushel and with one of the largest crops ever seen in Manitoba indications point to lower prices. Heavy shipments of Ontario tomatoes are arriving and are meeting with ready sales at 50 cents per basket, with local tomatoes quoted at 3 cents per pound. Head lettuce due to the hot weather has advanced and is quoted from 75c to $1.25 per dozen.

LEMONS AGAIN REDUCED

Winnipeg.

FRUIT—Another reduction on lemons is reported this week which brings the price down to $8.00 per case. Oranges are also lower in price and are quoted at $7.50. Bananas have advanced 1 cent per pound and meeting with good demand at 10 cents. Malaga grapes are listed at $4.50 per crate. There is a good demand for peaches, pears and apples.

New Brunswick Markets

FROM ST. JOHN, BY WIRE

ST. JOHN, N.B., Sept. 7—Only a few slight changes mark this week's prices. Business continues good. Cornmeal is easier at $3.60. Cheese dropped two cents. Yellow sugar is $8.45 per cwt. Pure lard is one cent cheaper. Standard peas declined five cents. Lemons are firmer at $7 to $8. Oranges are easier at $6 to $7.50.

Cornmeal, gran., bags		3 60
Do., ordinary		2 40
Rolled oats		9 30
Rice, Siam, per 100 lbs.	7 00	7 50
Tapioca, 100 lbs.	8 00	10 00
Molasses		0 65
Sugar—		
Standard granulated		8 95
No. 1 yellow		8 45
Cheese, new, twins		0 24
Eggs, fresh, doz.	0 38	0 40
Lard, pure, lb.	0 21½	0 22
Do., compound	0 15½	0 16
Tomatoes, 2½s, std., case		4 20
American clear pork	34 00	37 00
Beef, corned, 1s		3 45
Breakfast bacon	0 45	0 48
Butter creamery, per lb.	0 40	0 45
Do., dairy	0 32	0 35
Do., tub	0 30	0 35
Corn, 2s, standard, case		3 80
Peas, standard, case		3 85
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case		
Lemons, case	7 00	8 00
Oranges, California	6 00	7 50
Bananas, lb.	0 08	0 09
Grapefruit, case	8 00	8 50
Potatoes, new, bush.		2 00

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Alta., Sept. 6.—Two brands of cocoa have been reduced during the week. Canned tomatoes are firm at $4.10 to $4.30 per case. Practically all brands of packaged macaroni are slightly lower. One brand of peanut butter is higher on 8 oz. glass and in 5-lb. tins. Eggs are slightly easier at $11 to $11.50 per case. Lemons are lower at $12.50 per case. Local potatoes are down to $30 per ton while B.C. tomatoes are selling at $1.50 per crate of 4 baskets.

Beans, B.C., per hundred	5 00	6 00
Rolled oats, 80s		3 00
Rice, Siam	5 50	6 00
Japan, No. 1	7 50	8 00
Tapioca	6 75	7 25
Sago	6 75	7 25
Sugar, pure cane, gran., cwt.		10 67
Cheese, No. 1, Ont., large	0 26	0 28
Alberta cheese, twins		0 25½
Do., large		0 24½
Butter, creamery, lb.		0 37
Do., dairy, lb.	0 25	0 30
Lard, pure 3s		12 90
Eggs, new laid, local, case	11 00	11 50
Tomatoes, 2*s	4 10	4 30
Lemons, case		12 50
Corn, 2s, standard case	3 50	3 85
Peas, 2s, standard case	4 20	4 30
New early June peas, case		4 75
Salmon Sockeye 1s, case	19 80	21 00
Do., Sockeye ½s, case	21 00	22 00
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	8 40	10 00
Gooseberries, 2s		11 30
Cherries, 2s, red, pitted	9 00	9 50
B. C. Tomattoes, 4-bas. crate, ea.		2 75
Apples, evaporated, lb.	0 14	0 15½
Do., 25s, lb.		0 17
Peaches, evaporated, lb.	0 16	0 18
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 9½	0 10

DATES OF FALL FAIRS IN CANADA

Continued from page 25)

Kingston .....Sept. 20-26
Kirkton .....Oct. 6 & 7
Lakefield .....Sept. 20 & 21
Lakeside ..... Sept. 29
Lambeth ..... Sept. 28
Lanark ....Sept. 9
Langton ..... Oct. 1
Lansdowne .....Sept. 15 & 16
Leamington ....Oct 5-7
Lindsay ....Sept. 21-24
Lion's Head ..... Oct. 6 & 7
Listowel .....Sept. 27 & 28
Loring ..... Sept. 30
Lombardy ....Sept. 10
London (Western Fair) ..... Sept. 10-17
Lucknow ..... Sept. 29 & 30
Maberly ....Sept. 27 & 28
Markham .....Oct. 6 & 8
Marmora .....Sept. 26 & 27
Magnetewan ..... Sept. 27 & 28
Manitowaning ....Sept. 29 & 30
Maxville .... Sept 15 & 16
Massey ....Sept. 28 & 29
Markdale ....Oct. 11 & 12
Madoc .... Oct. 4 & 5
Mattawa ..... Sept. 21 & 22
Maynooth ..... Sept. 28
McDonald's Corners .....Sept. 30
McKellar ..... Sept. 27 & 28
Meaford .....Sept. 29 & 30
Merlin ....Sept. 26 & 27
Merrickville ..... Sept. 20 & 21
Metcalfe ....Sept. 27 & 28
Middleville. .... Oct. 7
Midland ..... Sept. 29-Oct. 1
Mildmay ....Sept. 19 & 20
Millbrook ....Oct. 6 & 7
Milton..... .....Sept. 30, Oct. 1
Milverton ....Sept. 29 & 30
Minden ....Sept 27
Mitchell .... Sept. 20 & 21
Morrisburg .... Aug. 2-4
Mount Brydges .....Oct. 7
Mount Forest .....Sept. 21 & 22
Muncey (United Indian).....Sept. 23
Murillo ..... Oct. 4 & 5
Napanee ..... Sept. 13-15
New Hamburg .....Sept. 15 & 16
Newington ..... Sept. 27 & 28
New Liskeard ..... Sept. 20 & 21
Newmarket .....Sept. 29-Oct. 1
Niagara-on-the-Lake .....Sept. 23 & 24
Noelville ..... Sept. 21
North Bay ..... Sept. 13-15
Norwich ....Sept. 27 & 28
Norwood ....Oct 11 & 12
Oakville ....Sept .15-17
Odessa ....Oct. 7
Ohswekin Oct.5-7
Onondaga ..... Oct. 11 & 12
Orangeville ..... —... Sept. 15 & 16
Orillia ....Sept. 13 & 14
Oro ..... Sept. 15
Orono ..... Sept. 27 & 28
Orrville ..... Sept. 21 & 22
Oshawa ....Sept. 12-14
Ottawa (Cen. Canada)..... ...Sept. 9-19
Otterville ..... Oct. 7 & 9
Owen Sound ..... Sept. 13-15
Paisley ..... Sept. 27 & 28
Pakenham ..... Sept 19 & 20
Palmerston .... Oct. 4 & 5
Paris .....Sept. 29 & 30
Parham ..... Sept. 15 & 16
Parkhill ..... Sept. 27 & 28
Parry Sound ..... Sept. 20-22
Perth ..... Aug. 31, Sept. 1-2
Peterboro ..... Sept. 14-17
Petrolia ..... Sept. 26 & 27
Picton ..... Sept. 20-23
Pinkerton ..... Sept. 23
Porquis Jct..... Sept. 23
Port Carling ..... Sept. 15 & 16
Port Elgin .....Oct. 7 & 8
Port Perry ..... Sept 15 & 16
Powassan ..... Sept. 27 & 28
Priceville .....Oct. 6 & 7
Providence Bay .....Oct. 6 & 7
Queensville .....Oct. 11 & 12
Rainham Centre .....Sept. 14 & 15
Renfrew ....Sept. 20-23
Riceville ..... Sept. 21
Ridgetown ....Oct. 10-12
Ripley .....Sept. 27 & 28
Roblin's Mills .....Sept. 30, Oct. 1
Rocklyn .....Oct. 6 & 7
Rockton ..... .Oct. 11 & 12
Rockwood ..... Oct. 6 & 7
Rodney .....Oct. 3 & 4
Roseneath ..... Oct 13 & 14
Rosseau ....Sept. 14-16
St. Mary's .....Sept. 22 & 23
Sarnia .....Sept. 29 & 30
Sarnia Reserve .....Sept. 20 & 21
Sault Ste. Marie .....Sept. 19-22
Schomberg .....Oct. 13 & 14
Seaforth ....Sept. 22 & 23
Shannonville .... Sept. 17
Shedden .... Sept. 21
Sheguinandah ....Oct. 4 & 5
Shelburne .....Sept. 20 & 21
Simcoe .....Oct. 3-5
Smithville .....Sept. 16 & 17
S. Mountain .....Sept. 8 & 9
S. River .....Oct. 4 & 5
Spencerville ....Sept. 27 & 28
Springfield .....Sept. 22 & 23
Sprucedale ....Sept. 15 & 16
Stella .... Sept. 28
Stirling ..... Sept. 22 & 23
Straffordville .... Sept. 21
Stratford .... Sept. 27-30
Strathroy .... Sept. 19-21
Streetsville ....Sept. 21
Sturgeon Falls .... Sept. 20 & 21
Sunderland ....Sept. 27 & 28
Sundridge .... Sept. 29 & 30
Sutton ....Oct. 3 & 4
Tara ....Oct. 4 & 5
Tavistock .... Sept 26 & 27
Teeswater ..... Oct. 4 and 5
Thamesville ..... Oct. 4 and 5
Thedford ..... Sept. 29 and 30
Thessalon ..... Sept. 26 and 27
Thorndale ..... Sept. 26 and 27
Thorold ..... Sept. 13 and 14
Tillsonburg ..... Sept. 19 and 20
Tiverton .... Oct. 4
Trout Creek .... .Sept 15 and 16
Toronto (Can. Nat).....Aug. 27, Sept. 10
Tweed .....Oct. 6 and 7
Underwood .... Oct. 11
Utterson .....Sept. 20 and 21
Vankleek Hill .....Sept. 6-8
Verner .....Sept. 15
Wallaceburg .....Sept. 27 and 28
Wallacetown .....Oct. 6 and 7
Walsh .....Oct. 15
Walter's Falls .....Sept. 27 and 28
Warkworth .....Oct. 6 and 7
Warren .....Sept. 22
Waterdown .... Oct. 5
Waterford .... Sept. 22
Watford .....Sept. 22 and 23
Welland .....Oct 4-6
Wellandport .....Oct. 15
Wellesley .....Sept. 13 and 14
West McGillivray .....Oct. 5
Weston .....Sept. 16 and 17
Wheatley .....Sept. 30, Oct. 1
Wiarton .....Sept. 20 and 21
Wilkesport .....Oct. 11
Williamstown .....Sept. 6 and 7
Winchester .....Sept 6 and 7
Windham .....Sept. 27
Wingham .....Sept. 27 and 28
Wolfe Island .....Sept. 27 and 28
Woodbridge .....Oct. 14 and 15
Woodstock .....Sept. 21-23
Woodville .....Sept. 15 and 16
Wyoming .....Oct 6 and 7
Wooler .....Sept. 2
Zurich .....Sept. 21 and 22
Zephyr .....Oct. 5

QUEBEC

Argenteuil .... Sept. 20-21-22
Arthabaska .... Sept. 15
Bagot .... Sept. 13-14
Beauce Div. ....Sept. 15
Beauharnois .... Sept. 15
Berthier ....Sept. 13-14
Bonaventure .... Sept. 20
Brome .... Sept. 6-7-8
Chambly .... Sept. 13-14
Chateauguay .... Sept. 20
Deux-Montagnes .... Sept. 19
Frontenac ....Sept. 15
Gaspe A. No. 1 .... Sept. 25
Hull Division A. .... Sept. 20-21
Hull Division B. .... Sept. 27-28-29-30
Huntingdon B .... Sept. 13
Iberville .... Sept. 6-7
Joliette B. .... Sept. 14
Kamouraska .... Sept. 20-21
Laprairie .... Sept. 5-6
Lotbiniere No. 2 .... Sept. 14-15
Maskinogne .... Sept. 13
Megantic B .... Sept. 13
Megantic A .... Sept. 6
Montcalm .... Sept. 15
Montmorency A .... Sept. 29
Montmagmy .... Sept. 13-14-15
Pontiac A .... Sept. 19-20-21
Portneuf A .... Sept. 15
Richelieu .... Sept. 20
Richmond .... Sept. 7-8
Rimouski .... Sept. 22-23
Rouville .... Sept. 1
Shefford .... Sept. 15
Soulanges .... Sept. 15
St. Jean .... Aug. 29-30
St. Maurice .... Sept. 20
Temiscamingue .... Sept. 20-21
Temiscamingue .... Sept. 14-20-22-27
Temiscouata .... Sept. 15
Trois Rivieres .... Sept. 27

ALBERTA

Athabasca .... Sept. 12-13
Alix .... Aug. 26-27
Berry Creek (Pandora) .... Sept. 2
Bowden .... Sept. 29
Bow Valley (Bassano) .... Sept. 9
Busby ....Sept. 13-14
Bear Lake .... Sept. 15-16
Cochrane ....Sept. 29-30
Colinton ....Sept. 14
Didsbury .... Aug. 24-25
Durlington & Bonnyville (Bonnyville) .Sept. 7
Donnelly .... Sept. 21
Edson .... Aug. 31
Elk Point .... Sept. 8-9
Grand Prairie ....Sept. 28-29
Griffin Creek ....Sept. 13-14
Greencourt ....Aug. 31
Hays (Lousana) .... Sept. 5-6
Lacombe .... Aug. 22-24
Mannville .... Sept. 20
Matziwin (Brooks) .... Sept. 6-7
Mid-Pembina (Dunstable) .... Sept. 8
Magnolia .... Sept. 6
Milnerton .... Sept. 28
Mosside .... Aug. 24
Nakamun and Sion District ....Sept. 6
Paddle River (Barrhead) .... Aug. 26
Plamondon .... Sept. 15
Ponoka .... Aug. 25-26
Pincher Creek .... Aug. 23-24
Patricia .... Sept. 1
Rochester .... Sept. 16
Rocky Mountain House .... Sept. 19-20
Sangudo .... Sept. 2
Spirit River .... Sept. 30
Vaudreuil .... Sept. 20
Vercheres .... Sept. 7-8
Wolfe No. 1 .... Sept. 14
Wolfe No. 2 ....Sept. 13
Yamaska .... Sept. 14-15

NOVA SCOTIA

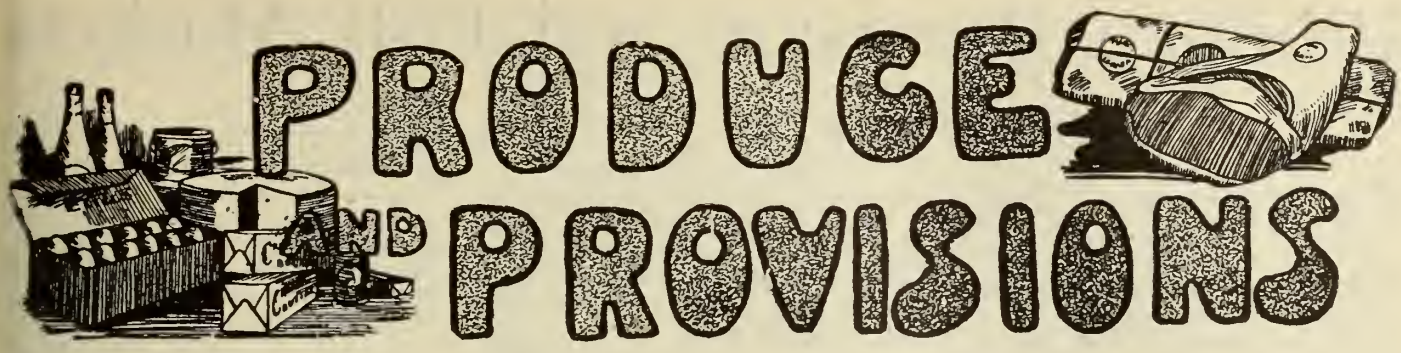
Antigonish .... Sept. 29-30
Oxford .... Sept. 22-23
Pictou .... Sept. 26-27-28
Caledonia ....Oct. 4-5
Shubenacadie ....Sept. 28-29-30
Digby .... Oct. 6-7
Bridgewater .... Sept. 27-28-29-30
Inverness .... Sept. 13-14
Shelburne ....Sept. 29-30
Yarmouth .... Oct. 5-6-7
Windsor ....Oct. 4-5-6
Musquodobit .... Sept. 20-21

NEW BRUNSWICK

St. John .... Sept. 3-10
St. Stephen .... Sept. 12-16
Woodstock .... Sept. 12-16
Fredericton .... Sept. 17-24
Chatham .... Sept. 26-30

MANITOBA

Kelwood .... Oct. 7
Kildovan .... Sept. 9-10
Kinosota .... Sept. 15
St. Vital .... Aug. 23
Swan River ....Aug. 23
Weston ....Aug. 26-27
Woodlands .... Sept. 30
Rochester .... Sept. 1



Shaking a Can of Salmon to Test It

A Merchant Who Had the Idea That One Can Judge by the Way the Salmon Rattles, when the Tin is Shaken, Whether it is Good or Otherwise, is Convinced that This Test is Not Infallible

By Staff Correspondent Canadian Grocer

VANCOUVER, Sept. 7,—This is the way one merchant attempted to judge a can of pink salmon. He shook it vigorously, wagged his head solemly and pronounced it "No good." The manager of one of the largest Pacific Coast canneries gazed at him in amazement. "Can you tell the quality by shaking the can?" He asked. "I can" said the merchant," and that is poor salmon." The packer was eager to know, so asked for further information. "Well, you know that a person likes the salmon to be firm and solid," said the merchant, "and by shaking the can you can judge by the way the salmon rattles in the can whether it is in a hard chunk, or mushy."

Merchants Sample Hard and Dry

Well, that was a new one on the packer so the merchant produced a can from his shelf to show the difference. His sample when shaken smote the end of the can each time with a dull thud. "There is good solid fish," said the merchant. "Did you ever open one of them?" he was asked. On his admission that he had not, both samples were cut. The packer's sample was firm, and of good color, with a generous amount of natural oil. The "good thumping" sample was almost devoid of oil and quite hard.

"Well, what makes the difference?" said the merchant, who was a good sport. "The salesman who sold me the salmon told me that the way to test a good can of salmon was to rattle it, and see if the fish was firm."

"Well," said the packer. "that sample of yours is what is called in the packing business, a "do-over." At my plant we would throw that overboard to avoid it getting into distribution. After the salmon has come out of the retort where it is processed, or cooked, all the sound cans, when cool, will contain a vacuum due to condensing of the steam that filled the can when it was sealed. If through faulty seams or sealing, the can should not be air tight, the can would be bulged out in the morning like the "blown tins." Even some times see. Some packers might now puncture these "blown tins" let the air out, and cook them over, and then seal them up. In the process of recooking, the fish will get hard and dried out and some or all of the natural juices will be lost. The resultant inferior article is called a "do-over", of which you have a "thumping" good sample there.

Another Method of Testing

Another interesting method of testing salmon was learned by one of the jobbers recently. A coast packer was talking to this jobber and the merits of respective packs were compared by the buyer. The packer said,

"Then let us cut some cans and compare them."

"All right" said the buyer. Trays and can openers were brought out and the packer produced three of his cans and the buyer three from stock. The six cans were cut. In appearance they were equal. The color of both was good, and the cans smelled sweet and good. As they talked the packer, apparently absentmindedly picked up the salmon out of one of his tins, broke it in half in his hands and gently rubbed two handfuls together, then thrust his nose down close to the fish. He repeated this action with the second and then the third can. The buyer then asked what was the big idea. "Try it" said the packer. The buyer seized one of his samples, rubbed two fistfuls together and thrust his nose down amongst the sample. A strange expression flitted across his face. He grabbed the next and the next. The same puzzled expression each time. "Smell that" he demanded of the packer. The packer sniffed and said nothing. "That's rotten, isn't it," said the buyer. "You're the buyer," said the packer, and you are the one who must judge between the goods offered to you. I don't consider it my place to judge any pack but my own in your presence."

The buyer pushed a button and had another half dozen cans brought from stock. He cut these and sampled them in the same way. At last in disgust he said "Well, I've certainly learned something new today. I thought mine was the best I could get. What makes it smell when you rub it and not in the chunk?" he asked

"The oils in fish are very volatile, and by rubbing the sample the oils are vaporized slightly and if there is a taint or sourness in the fish, it cannot then escape you. Also the odors might be so faint that if there were any clinging to the can, the moment you opened it they would probably escape before you thought to smell them. I believe you test vinegar by rubbing it in your hands or polishing up a glass out of which you poured the vinegar. In one case you want to get the 'bouquet' and in the other you want to be sure there is none." These incidents are true and reported in the hope that the astute buyer may profit by them.

DISCLAIM THEIR RIGHT TO AMERICAN FUND

A pleasing contrast from methods atributed to Canadian firms in the past is reported by a British Trade Commissioner in South America. The Canadian exporter in question declined to take advantage of the South American customer sending a remittance in American funds, and advised them that they had a credit on their books of the surplus amount. The incident undoubtedly created a favorable effect on the customer. A reverse action would have had an even greater detrimental effect on Canadian trade interests abroad.

The letter despatcher by the Canadian house that reached the Canadian Trade Commissioner by an indirect route, includes the following:

"We may mention that on their initial shipment ———— & Co. placed a

(Continued on page 40)

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Sept. 7.—The produce market shows weakness almost throughout, due to the fact that export demand, particularly for dairy products, has been cut short and supplies are accumulating. Lower prices are quoted on butter and cheese. Egg prices, in virtue of a smaller demand resulting from the high prices asked, are easier. Hogs are a little easier in price. There is no change in smoked, cured or cooked meat, and a fair business is being done. The warm weather has cut short the demand for fish that was in evidence and haddock is in better supply this week. The lard market shows a little more strength on account of an improved demand for pure Canadian lard.

BUTTER MARKET WEAKER

Montreal.

BUTTER—A still further weakness has developed in the butter market with prices lower. The trade seems to feel that butter will still go lower with larger supplies offered. The prices now quoted are 39c for prints and 38c for solids which is over one cent decline on last week's prices.

BUTTER—

Finest creamery prints	0 34
Creamery solids	0 38

EGG PRICES EASIER

Montreal.

EGGS—There is a slightly easier feeling in eggs this week with a decline on No. 1 stock making the price 39c. Selects and fresh eggs are selling at from 45 to 50c with a bigger demand for these grades. The cause of the slight weakness is the holding off in buying owing to the high prices asked.

EGGS—

Extras		50
Fresh selects	0 45	0 46
Do., No. 1.		0 39

CHEESE MARKET WEAK

Montreal

CHEESE—The cheese market shows further weakness with another decline expected by the trade in the near future. Buying is only for immediate requirements. The price asked generally is 23c a lb. but it varies owing to the weakness of the market which, like butter is caused by a lack of demand.

Large, per lb.		0 23
Twins, per lb.		0 23
Triplets, per lb.		0 23
Fancy old cheese, per lb.	0 33	0 34
Stilton, per lb.	0 33	0 34
Quebec	0 22	0 23

COOKED MEATS STEADY

Montreal.

COOKED MEATS—The market for cooked meats is steady with a good business passing in most lines. No change in this line is looked for at the present.

Jellied pork tongues		0 38
Jellied pressed beef, lb.		0 37
Hams, cooked	0 54	0 57
Clear fat backs (bbl) 40-50 pcs.		30 00
Pork pies (doz.)		0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork		0 25
Bologna lb.		0 14
Ox tongue, tins		0 59
Head cheese, 6-lb. tins, per lb.		0 16

HADDOCK SUPPLY BETTER

Montreal.

FRESH FISH—Another spell of warm weather has upset the fish market to some extent by cutting down the demand. Haddock, that has been short in supply for the last two weeks back is coming in bigger quantities and all demands can now be met. There is little or no change in the prices quoted.

Market Cod		0 06
Steak Cod		0 09
Gaspe Salmon		0 26
Dressed B. C. Salmon		0 25
White fish		0 19
Haddock		0 08
Halibut		0 22
Trout, Lake		0 20
FROZEN FISH		
Halibut, large and chicken	0 20	0 23
Haddock		0 07
Mackerel	0 15	0 16
Do., Western, medium	0 21	0 22
Steak Cod	0 08	0 08½
Market Cod	0 05½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B. C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd		0 11
Doree	0 12	0 17
Smelts	0 15	0 20

HOG MARKET LOWER

Montreal.

HOGS—Easier prices are quoted on live hogs with a weaker market owing to the fact that heavier supplies are arriving. The decline in prices amounts to 50c per hundred on selects and to as much as one cent a pound on heavies. The demand for fresh meats is good with trimmed loins of pork selling at 28c. There is no change in the market for beef.

FRESH MEATS—

Hogs, live (selected off cars)	9 00	11 50
Abattoir killed, 65-90 lbs.	0 22	0 23

Fresh Pork—

Legs of pork (foot on)	0 28½	0 29
Loins (trimmed)	0 29	0 30
Trimmed shoulders	0 20	0 22
Untrimmed	0 16	0 18
Pork sausage (pure)		0 25

Fresh Beef—

(Cows)			(Steers)	
) 17	0 21	Hind quarters	0 21	0 23
0 04	0 06	Front quarters	0 50	0 08
0 26	0 28	.. Loins ..	0 26	0 30

BARRELLED MEATS UNCHANGED

Montreal.

BARRELLED MEATS—There is no change in the prices quoted on barrelled meats. The demand is light as there is little export buying and the domestic demand is small.

Heavy mess pork (bbl)	31 00
Plate beef	23 00
Barrel Pork—	
Canadian Short cut (bbl) 30-40	

SMOKED MEATS STEADY

Montreal.

SMOKED MEATS—The tone of the market for smoked meats remains steady under a good demand for most lines for domestic consumption and a fairly active trade is being done. Prices on breakfast bacons vary considerably.

BACON—

Breakfast ,best	0 37	0 40
Smoked breakfast	0 41	0 44
Cottage rolls		0 29
Picnic Hams		0 24
Wiltshire	0 33	0 37

MEDIUM SMOKED HAMS—

Weight, 8-14, long cut	0 38	0 40
Do., 14-20	0 38	0 39
Do., 20-25		0 37
Do., 25-35	0 36	0 37
Over 35 lbs.		0 36

LARD PRICES FIRM

Montreal.

LAD—What little change in the lard market there may be towards a stiffer price and dealers are asking a price which shows a half a cent advance on the prices quoted one week ago. Twenty pound wooden pails are selling at from 20 to 20½c lb.

LARD—

Tierces, 360 lbs.	0 21	0 21½
Pails, 20 lbs.	0 20½	0 21
Tubs, 20 lbs.	0 20	0 21½
Bricks	0 24	0 25

ONTARIO MARKETS

TORONTO, Sept. 7.—The produce and provision markets continue with an easy tone. Cheese prices are lower while butter is unchanged. The egg market has easier tendencies but quotations to the retail trade show no change although prices at country points are somewhat lower. Lard and shortening are easy, but there are no changes in quotations. Cooked hams are lower while pickerel is slightly higher. Chickens are easier and lower.

BUTTER CONTINUES EASY

Toronto.

BUTTER.—The market continues with an easy trend. Quotations, however, show little change as compared with last week. Creamery butter is quoted at 40 to 42c. per lb. with some special brands in cartons at 44c.

Creamery prints	0 40	0 44

CHEESE PRICES LOWER

Toronto.

CHEESE.—The market continues in an easy position. Quotations are from

one to two cents lower. New large cheese is quoted at 23 c. while June cheese is quoted at 28 c. per lb.

CHEESE—	
Large, new	0 23
Do., June	0 28
Stilton, new	0 25

EGGS SLIGHTLY EASIER

Toronto.

EGGS.—The market has a slightly easier tone. Supplies are plentiful and the quality has also improved. Dealers quotations to the retail trade are unchanged but prices at country points are somewhat lower.

Selects	0 50	0 51
No. 1		0 43
Selects in cartons	0 53	0 54

NO CHANGE IN LARD

Toronto.

LARD.— There is practically no change in the market as compared with a week ago. The situation is still an easy one, with half cent decline in some quarters, but generally quotations are unchanged.

1-lb. prints		0 21
1-lb. tierces 100 lbs.	0 18	0 19

SHORTENING

Toronto.

SHORTENING.—The market continues with an easy tendency. Quotations are unchanged.

SHORTENING—		
1-lb. prints	0 16½	0 17
Tierces, 40-lb.		0 14*

COOKED HAMS DOWN AGAIN

Toronto.

COOKED MEATS.—Cooked hams are again reduced two cents per pound. Ordinary round hams are quoted at 54c. and square pressed at 58c. Jellied ox tongue is slightly firmer at 66c. per lb. Other lines are unchanged.

COOKED MEATS—	
Boiled hams, lb.	0 54
Do., square pressed	0 58
Boiled shoulders, lb.	0 40
Head cheese, 6s, lb.	0 12
Choice jellied ox tongue, lb.	0 66
Jellied pork tongue	0 40
Bologna	0 16 0 18
Macaroni and cheese loaf, lb.	0 23

Above prices subject to daily fluctuations of the market.

SMOKED MEATS STEADY

Toronto.

PROVISIONS.—There is no change in this market. Quotations are steady this week but the tone remains somewhat easy.

Hams—		
Small, 6 to 12 lbs.		0 38
Medium, 12 to 20 lbs.		0 38
Large, 20 to 35 lbs., ea. lb.	0 26	0 34
Heavy 35 lbs. and upwards.		0 26
Backs—		
Boneless per lb.	0 46	0 47
Rolled per lb.		0 52
Peameal	0 42	0 43
Bacon—		
Breakfast, ordinary, per lb.	0 30	0 36
Do., special trim		0 45
Cottage rolls		0 32
Roll per lb.		0 28½
Wiltshire (smoked boneless) lb		0 32
Do., three-quarter cut		0 36
Do., middle		0 38
Dry Salt Meats—		
Long clear bacon, av. 50—		
70 lbs.		0 21½
Do., av. 80-90 lbs.		0 19½
Clear bellies, 15-30 lbs.	0 18	0 20
Fat backs 10-12 lbs.	0 14	0 16

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—		
Mess pork		33 00
Short cut backs, 200 lbs.		41 00
Picked rolls, bbl., 200 lbs.—		
Lightweight		46 00
Heavy		38 00

Above prices subject to daily fluctuations of the market.

HERRINGS LOWER

Toronto.

FISH.—Fresh herrings are easier at eight to nine cents per pound. Fresh Fall salmon is arriving and is quoted at 13c. per lb. Yellow pickerel is higher at 17c. per lb. Other quotations are unchanged.

FRESH SEA AND SALT FISH

Cod steak, lb.	0 09	0 10
Do., market, lb.		0 09
Halibut, chicken	0 16	0 17
Do., medium	0 22	0 23
Whitefish, Government		0 11½
Do., Georgian Bay	0 17	0 18
Fresh Herring	0 08	0 09
Flounders, lb.	0 09	0 10
Fresh Trout, lb.		0 18
Hadock	0 09	0 10
Spring Salmon	0 24	0 25
Fall Salmon	0 13	0 14
Rainbow Salmon	0 13	0 14
Mackeral	0 11	0 12
Yellow pickerel, lb.		0 17

FROZEN FISH

Halibut, medium	0 22	0 23
Do., Qualla	0 13	0 14
Flounders	0 09	0 12
Pike round	0 06	0 07
Do., headless and dressed		0 08
Salmon, Cohoe		
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11

SMOKED FISH

Hadies, lb.	0 10	0 12
Fillets, lb.		0 17
Kippers, box	2 25	2 75
Bloaters		2 00

PICKLED FISH

Salmon Snacks, lb.		0 24
Labrador Herrings, kegs, 100 lbs.		0 25
Do., bbls., 200 lbs.		11 75
Do. pails, 20 lbs.		2 00

HOG PRICES AGAIN REDUCED

Toronto.

FRESH MEATS.—The live hog market was again easier and lower during he week. Prices dropped 50c. per hundredweight and there is a likelihood of a further drop this week. Receipts have not been heavy but the big packers state that prices are too high and have been endeavoring to get them down in line with their idea. In this they have een successful, but are again bidding his week 50c. lower than last week. 'resh pork cuts show a reduction all long the line of from one to four cents per pound.

Hogs—		
Dressed light, per cwt.		20 50
Do., heavy, per cwt.	18 00	20 00
Live, off cars, per cwt.	10 75	11 75
Live, fed and watered, cwt.	10 50	11 50
Live, fo.b., per cwt.	9 75	10 75
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 28
Loins of pork, lb.		0 33
Fresh hams, lb.		0 30
Tenderloins, lb.		0 46
Picnics, lb.		0 15
Montreal shoulders, lb.		0 18
Boston butts, lb.		0 21
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 17	0 20
Front quarters, lb.	0 05	0 08
Ribs, lb.	0 18	0 26
chucks, lb.	0 06	0 06
Loins, whole, lb.	0 25	0 30
Hips, lb.	0 15	0 17

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 14
Spring lambs, lb.	0 17	0 20
Yearling lamb, lb.	0 12	0 15
Sheep, whole, lb.	0 10	0 12

Above prices subject to daily fluctuations of the market.

CHICKENS EASIER

POULTRY.—The market is easier eipts have been heavy but there is also a good demand.

Prices Paid by Dealers

	Live.	Dressed.
Turkeys	0 30	0 40
Chickens, spring	0 18 to 0 25	0 25 0 30
Roosters	0 14	0 18
Fowl over 5 lbs.	0 22	0 28
Fowl, 4 to 5 lbs.	0 18	0 22
Fowl, under 4 lbs.	0 16	0 18
Ducklings	0 20	0 30
Guinea hens, pair	1 25	1 50
Prices quoted to retail trade: Dressed:		
Turkeys		0 40 0 50
Ducklings		0 35
Hens, heavy		0 30
Do., light	0 25	0 28
Chickens, springs	0 30	0 38

WINNIPEG MARKETS

WINNIPEG, Sept. 7.—There is an easier trend in the produce market. Butter and cheese have declined while eggs are holding firm. Cooked meats have shown no change, but ham and bacon are active in demand at unchanged quotations. Lard has developed an easier tone, but shortening remains steady. The hog market is also lower on account of receipts being heavier. Fresh pork cuts show very little change. In the fish market there appears to be a scarcity of fresh lake trout and prices on this line are somewhat higher.

BUTTER PRICES EASIER

Winnipeg.

BUTTER—The butter market has an easier tone and prices have declined 3c per lb. bringing the best quality creamery to 40c. There is no change in quotations on margarine, best grades are from 21 to 25c per lb.

BUTTER—		
Creamery, best table grade		0 40
Dairy, best table grade		
Margarine	0 21	0 25

CHEESE MARKET EASY

Winnipeg.

CHEESE—The market is slightly easier with quotations down one half cent per pound. Large Ontario cheese is offered at 25½ cents. Stilton is quoted at 29 cents per pound.

CHEESE—	
Stilton cheese, large, lb.	0 29
Ont., large, lb.	0 25½
Ont., twins, lb.	0 26
Ont., triplets, lb.	0 2½

EGGS HOLD FIRM

Winnipeg.

EGGS—The egg market is holding firm. New laid eggs in cartons are quoted at 50 cents per dozen and No. 1 candled at 37 cents.

COOKED MEATS UNCHANGED

Winnipeg.

COOKED MEATS—There is no change in the quotations on cooked meats. The demand is fair for all lines with a steady market.

Best quality, skinned, 8-14 lbs.	0 58
Do., 13-16 lbs.	0 52
Roast ham, lb.	0 58
Roast shoulders, lb.	0 38
Jellied Ox Tongues, lb.	0 62
Head cheese, 6-lb. tins, lb.	0 16
Pork tongues, lb.	0 38
Luncheon cooked meats, lb.	0 21

SMOKED MEATS ACTIVE

Winnipeg.

PROVISIONS—There is an active market for smoked meats. With the approach of fall the demand is improving and prices are steady.

Hams—	
8 to 16 lbs., per lb.	0 46
16 to 20 lbs., per lb.	0 46
Boneless, 8-16 lbs., per lb.	0 52
Skinned, 14-18 lbs., per lb.	0 46
Skinned, 18-22 lbs., per lb.	0 46
Bacon—	
Back, 6 to 10 lbs., lb.	0 53
Cottage Rolls, boneless	0 26
Bellies, 6 to 10 lbs, per lb.	0 40

POULTRY SUPPLIES SMALL

Winnipeg.

POULTRY—There is no change in the poultry market. Supplies are light under a moderate demand. A few broilers have arrived and are quoted at 50 cents per pound.

POULTRY—	
D. P. chickens, 3½ lbs. and under	0 40
Do., 3½ lbs. and over	0 42
D.P. fowl, 3½ lbs. and under	0 26
Do., 3* lbs. and over	0 28

LARD LOWER

Winnipeg.

LARD—The lard market has a slightly easier tone and declined one half cent per pound. Best quality is quoted in tierces of 400 pounds at 18 cents. The shortening market is steady and unchanged.

Pure lards, No. 1 quality, per lb. (in tierces 400 lbs.)	0 18
Do., wooden pails, 20-lb. pails	4 00
Shortening (wooden pails, 20-lb. pails), per pail	3 40
Shortening, tierces of 400 lbs.	0 15

LOWER HOG PRICES

Winnipeg.

FRESH MEATS—Lower prices are quoted on live hogs. Selects are now quoted at $12.00 per hundredweight. Good steers are scarce and are quoted at $5.50 while those of inferior quality are quoted at $4.50 to $5.00. Best quality lambs are bringing $10 with the common to fair kinds from $5.00 to $9.00. Good mutton sheep are being offered at $6.00 to $6.50.

Selected, live, cwt.		12 00
Heavier	6 50	9 00
Light	12 00	12 50
Sows		12 00
Fresh Pork—		
Legs of pork, up to 35 lbs., lb	0 24	0 33
Spare ribs		0 15
Loins of pork, lb.	0 31	0 34
Fresh hams, lb.	0 29	0 35
Picnics, lb.		0 20
Shoulders	0 17	0 21
Fresh beef—from steers and beifers—		
Hind quarters, lb.	0 11	0 19
Front quarters, lb.	0 06½	0 08½
Whole carcass, good grade, lb.	0 10½	0 13½
Mutton—		
Choice, lb.		0 22
Choice long hinds (leg and loin)		0 35
Choice Stews		0 07½
Lambs—		
Choice, 30-45 lbs.		0 23
Veal'		
Good veal, 40 to 80 lbs., hind quarters		0 27

OYSTERS ARRIVE

Winnipeg.

FISH—Fresh bulk oysters have arrived on the market and are quoted at $4.00 per gallon wine measure. There is a scarcity of fresh lake trout which coupled with the active demand has resulted in higher prices. Lake trout is quoted at 21 cents per pound. Fresh salmon and halibut is in good demand at 26 and 18 cents per pound.

Black cod, lb.	
Brills, lb.	0 09
Herrings, Lake Superior, 100 lbs., sacks, new stock	3 50
Halibut, chicken, cases 300 lbs	0 17½
Do., broken cases	0 16½
Salmon—	
Cohoe full boxes, 300 lbs.	0 19
Do., in broken cases	0 20
Soles	0 09
Whitfish	0 13½
Do., broken cases	0 14½
SMOKED FISH	
Bloaters, Eastern National, case	3 50
Do., Western, 20-lb. boxes, box	2 10
Haddies, 30-lb. cases, lb.	0 14
Do., in 15-lb. cases, lb.	0 14
Kippers, East., Nat., 20 count, per count	3 75
Fillets, 15-lb. boxes, lb.	0 20
SALT FISH	
Steak Cod, 2s, Seelys, lb.	
Holland Herring, milkers, 9-lb. pails, per pail	1 35
per barrel	7 00
Do., mixed, 9 lb. pails, per pail	1 25
Labrador herrings, 100-lb. bbls.,	

DISCLAIM THEIR RIGHT TO AMERICAN FUND

(Continued from page 37)

credit through the bank and our draft was paid in American money. Inasmuch as we expected only Canadian money or the equivalent for our goods we credited ———— & Co. with the proceeds which represented the difference in value between American and Canadian exchange, and have advised them along these lines. We know that a great many Canadian companies are asking for payment in New York funds or the equivalent, but we are quite satisfied with Canadian funds, and when a foreign customer pays us in Ameriian exchange, we are glad to allow him any difference we are able to realize. We presume that Messrs. ———— & Co. will be quite surprised to know they have a credit on our books, and we trust the surprise will be a pleasant one."

TURNS STOCK EIGHTEEN TIMES IN YEAR

(Continued from Page 27)

not pay much if any more to two managers unless they really displace certain clerks and other help to earn the excess.

Next, let us glance at the comparative status of these two partners. One contributes tangible assets of $22,500. This takes no account of the good will represented in a well established, going concern, turning nearly $10,000 of monthly sales. The other contributes $6,000. The interest of the two should be three to one in favor of the original owner. At the very least he should have two to one, and even then he would be giving the new man a peach of a deal.

Therefore, my suggestion would be that the new man take $1,200 and the original man $2,400 annual salary. The $300 per month on seven months figures $2,100 which, being deducted from the total net earnings shown above, would leave a balance of $2,196.67, or $313.81 per month, to be carried to surplus account. Certainly a business of that size should progress that fast at least. Then, assuming that it does not fall behind the figures of gross and net here indicated, there will be a surplus at the end of the year of about $3,750. That might be distributed thus: $1,700 to senior partner and $850 to junior, total, $2,550, leaving $1,200 to remain in the permanent surplus account to accumulate for the future.

Difficult to Make Such Deals

It is most difficult to make such deals equitably. The new man comes in with $6,000 and ample bodily strength. He is a farmer and thinks he can "work harder" than any man in the store. So he can—on the farm. But he cannot work as rapidly, as effectively, or as continually in the store and about it as those who have been trained for years to that work. Therefore, he should be glad to take the share I have indicated and leave more liberal earnings for the future.

Another thing he cannot see, probably, is that this business is grown, ready to his hand. He does not realize what that means, nor how much it would cost him in time and money to build it—if he succeeded in building it at all. He also is apt to regard $100 per month as inadequate salary, losing sight of the collateral benefits and accumulations, even as he loses sight of the present equities of the situation.

Therefore, the original partner must use his judgment in deciding how far it is wise to go in making this deal. I have given him what I regard as the limit to which he should, in justice, go.

Finally, I trust this little review may serve to awaken himself to the facts about his business. I think he has been running along on altogether too lax and liberal a scale hitherto. He should know more about his figures and become much more conservative in his own habits. Maybe his time for taking things a bit easier has not yet come.

Mrs. Kate Don's store on Sand St. Chatham, Ont., was broken into the other night, entrance having been gained through a back window. The two cash tills below the counters were taken to the windows where Mrs. Don discovered them next morning. No money nor groceries however were missing.

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

PERFECTION
The Better Brand of Bacon

There is considerable satisfaction when buying some articles by name. In one instance we know you will not be disappointed, and that is when you buy "Perfection" brand Hams and Bacon.

This "Perfection" brand Bacon is our highest grade product, Mild Cure, very select, and in every way prepared to please the most fastidious buyers.

Try a shipment of:—

"Perfection"

Smoked Hams **Breakfast Bacon**

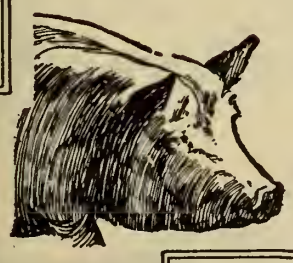
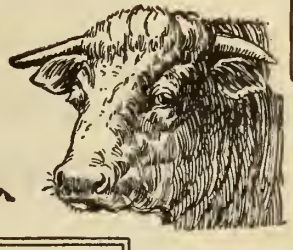
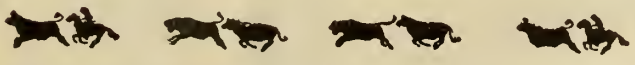
Boneless Backs **Backs in Casings**

We would like your instructions to make a trial shipment.
Write us for prices.

Special attention given to Mail Orders.

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

Sydney, N. B. **Hamilton**

HEINZ OVEN BAKED BEANS

Require but little selling effort to keep them moving, outbound, over your counter. Proper displaying is all that is needed. That is what makes them so profitable for you to handle.

Along with the other 57 Varieties, Heinz Oven Baked Beans are so well and favorably known that people buy them without hesitancy, feeling sure of their goodness.

H. J. HEINZ COMPANY

SALT PLANT, WINDSOR, ONT.

WINDSOR

STANDS for PURITY

For a great many years the name "Windsor" has stood for all that is clean, good and pure in salt. Grocers throughout Canada sell Windsor Salt with their strongest recommendation and their customers know from actual experience that it is always of the same superior quality, strength and flavor. Windsor Salt has no superior.

How is your stock of the following:—

Windsor Table Salt
(For general household use)
Regal Table Salt
(Free running—Sold in cartons)
Windsor Dairy Salt
Windsor Cheese Salt

Made in Canada by

The Canadian Salt Co., Ltd.
Windsor, Ontario

Exhibition Visitors

Will be cordially received at the Fruit Market (Foot of Yonge St.) where a full Display

Crawford Peaches, Grapes, Pears, Plums

from the best packers in the Niagara Peninsula will be on Display.

White & Co., Limited
TORONTO

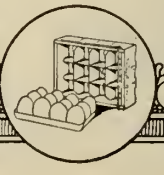
The Star System

For Safe Egg Handling

There is no other equipment that will pay you such a large return on your investment or that will please both you and your customers as well as Star Egg Carriers and Trays.

Let us give you the facts concerning them. Write for our booklet No. 209.

STAR EGG CARRIER & TRAY M'F'G COMPANY



1037 JAY STREET ROCHESTER NEW YORK

Drimilk Is Your Guarantee

This name is your assurance of freshness---Pure sweet milk.
Do your customers like things fresh?
Drimilk made to-day and delivered to-morrow.
This means something.

THE DRIMILK CO., LIMITED
Cortland, Ont.

Donald H. Bain Co.,
Winnipeg
Western Distributors

Eastern Offices : 10 Ste. Sophie Lane, Montreal.

The fresh, crisp Sodas that always please

"Meadow Cream" SODAS

Always retain the oven-crispness.

We manufacture a large variety of hard sweets, including Marshmallow, Sandwich and Jelly Goods, all made from the best of raw materials and by competent workmen.

The W. J. Crothers Company, Limited
Kingston, Ontario

It is for *You* to Say

Window Trims — Displays — Cut Outs.
Cook Book Coupons, etc.
Let us know if you can use them.

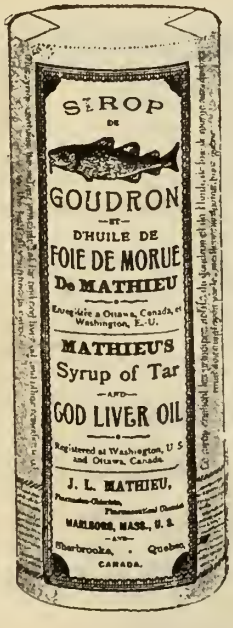
PURITY FLOUR

"More Bread and Better Bread"

Always Recommend It - Always Feature It

Western Canada Flour Mills Company, Limited

TORONTO WINNIPEG



Prepare For Your Customers' Fall Needs

Amongst the many requirements during the coming fall season will be something to relieve severe colds, etc.—then is the time to recommend *Mathieu's Syrup of Tar and Cod Liver Oil.*

This dependable remedy has proven its excellent curative properties to thousands of Canadians from coast to coast, and its great popularity is entirely due to the confidence it has won through its efficiency. Try a small stock — you'll find it a worthwhile seller.

J. L. MATHIEU CO.

PROPRIETORS

SHERBROOKE - QUEBEC

7 Direct Lines Out of Stratford

Make It the Quickest Shipping Centre

We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits" — ***saving double freight and double cartage.***

Phones—Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.

James Lloyd & Son Box No. 266 **Stratford, Ont.**

Nonsuch Liquid Stove Dressing has the largest sale of any Stove Dressing in Canada. If you do not Stock it, it means loss of business to you. Order a case from your Wholesaler to-day--or write direct.

Selling Agents for Manitoba, Saskatchewan and Alberta.

STROYAN, DUNWOODY CO., Confederation Life Bldg., Winnipeg.

The NONSUCH MFG. Co. Limited Toronto, Canada

A Good Idea

—would be the purchasing of a small stock of Marsh's Grape Juice—but the profits will repay you doubly.

This delicious Grape Juice is of a high standard quality—pressed from sound Concord grapes.

The Marsh Grape Juice Company

Niagara Falls, Ont.

Agents for Ontario, Quebec and Maritime Provinces:

The MacLaren Wright, Ltd.

Toronto and Montreal

Agents for British Columbia:

F. G. Evans Co., Ltd.

Toronto and Montreal

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Summer and Fall Trade

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 95 King St., E. Toronto, Can. J. W. Gorham & Co., Halifax. N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

The Insecticide that is known throughout the world:

KEATING'S POWDER

Your profit on the steady demand for Keating's Powder—the universal insecticide—mounts up to a considerable sum when the yearly sales are totalled. Every month in the year—cold weather and warm—its sale is sure. But you can increase this by recommending Keating's to your customers—tell them how quickly it will exterminate.

Flies	Ants	Bugs
Fleas	Wasps	Cockroaches
Mosquitoes	Beetles	Moths

Good merchandising would be to have an ample stock on your shelves at all times.

Made by THOMAS KEATING, London, England. Established 1788.

Sole Agents for Canada:

Harold F. Ritchie & Co., Limited

10 McCaul Street, Toronto

Grocers who use

Eggs

the N. B. Pulp

Egg Carrier

Save

Money, Time and Eggs

Order from your wholesale grocer or from

Walter Woods, Limited

Hamilton Winnipeg

INDEX TO ADVERTISERS

A.

Anchor Cap & Closure Corp. 5
B.
Bain & Co., Donald H... 8
Baker, Walter & Co. .. 48
Bickle, John W., and Greening 13
Best Boxes, Ltd. 9
Birdland Society 8
Borden Co., Ltd. 1
B. C. Traffic & Credit Association 18
C.
Canadian Salt Co., Ltd. 42
Cane, Wm. & Sons Co., Ltd. 6
Can. Nashua Paper Co. 11
Channell, Limited .. .. Inside Front Cover
City Dairy Co. 43
City Dairy Co., Ltd. .. 6
Codville Co. 9
Clark, Ltd., W. 3
Columbia Macaroni Co. 6
Crothers, W. J. & Co... 43
Crosse & Blackwell Co. Inside Back Cover
D.
Davies & Co., Wm., Ltd. 41
Dayton Scale Co. Back Cover
Dobree & Sons 7
Dominion Slicer Corp. . 7
Dominion Canners, Ltd.. 13
Drimilk Co., Ltd. 43
Duncan, C. & Son 8
E.
Hull Oil Mfg. Co. 12
I.
Imperial Extract Co. .. 19
Interlake Tissue Mills Co., Ltd. 15
K.
Keatings, Ltd. 46
L.
Laing & Waters 11
Lambe, W. G. A. & Co. 11
Langley Harris & Co. Ltd. 11
Lloyd, Jas. & Son 45
Loggie, Sons & Co. 11
M.
Eddy, E. B., Co., Ltd. Front Cover
Eno, J. C., Co., Ltd. .. 20
Emond, Jos. 12
Escott Co., Ltd., W. H. 10
Estabrooks Co., Ltd., T. H. 19
Eureka Refrigerator Co. Ltd. 7
F.
Frost Moorman & Co. .. 11
G.
Galt Chemical Co. 6
Gipe, Hazard & Co. .. 48
Gosse - Millend Packing Co. . . ..
Grimsby Brokerage Co.
H.
Hamblin-Brereton 1
Hayne, John 4
Hansen's Can. Lab., Chris. 1
Heinz, H. J. 4
Hanson Co., Ltd., J. H. 1
McLauchlan, Jos. K. .. 1
Macdonald, Reg., W. C.
Mackenzie, W. L. .....
Mickle, Geo. T. 1
Moore & Co., R. M. ... 4
Magor, Son & Co. 2
Marsh Grape Juice Co. 4
Maple Tree Producers Association, Ltd. . .. 4
Mathieu Co., Ltd., J. L. 4
N.
New Brunswick Potato Exchange 4
Nonsuch Mfg. Co. 4
O.
Oakey & Sons, Ltd., J. 1
O'Donnell & Co., John J. 1
O'Keefe's, Ltd. 4
P.
Patrick & Co., W. 1
Pennock & Co., H. P..
Q.
Quaker Oats Co. 1
R.
Red Rose Tea 1
Rock City Tobacco Co.. 1
Ross Can Co. 4
S.
Salada Tea Co., Ltd. .. 1
Sanator Limited 1
Scott-Bathgate Co., Ltd. 1
Scott & Thomas 1
So-Clean Ltd. 4
Soper, E. N. & W. E... 1
St. Arnaud Fils Cie ... 1
Starr Egg Carrier Co.. 4
Stickney & Poor Spice Co. .. ..
T.
Thompson Co., A. E. .. 1
Thum Co. (Tanglefoot) O. & W. 4
Tippet & Co., Ltd. 1
Toronto Pottery Co., Ltd. 4
Toronto Salt Works .. 4
Trent Mfg. Co. 4
U.
Upton Co., Ltd., U. ... 1
W.
Watson & Truesdale ..
Western Canada Flour Mills 4
White & Co. 4
White, Cottell's 4
Woods & Co., Walter .. 4
Williams Storage Co.'..
Wiley, Frank H. . ....

BUYERS' MARKET GUIDE
Latest Editorial Market News

Stoneware Jars
Flower Pots
Tea Pots
Glassware

Please ask for copy of latest catalogue

The TORONTO POTTERY CO, Limited
Toronto

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS, GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

HEAVY FILBERT CROP

The crop of filberts in southern Italy for the season of 1921 is of very high quality, and it is estimated that the production will show an increase of at least 30 per cent over 1920, writes Consul H. M. Byington. The condition of the trees in this district has improved steadily under the better care given them since the armistice. In 1919 the crop was estimated at approximately 100,000 quintals, in 1920 at 125,000, and this season should reach 160,000. The harvesting of the crop has just begun, and the new nuts have not yet come into the market.

---

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

BARRELS
For all purposes. The best pack age for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

MAKE BUSINESS BETTER
By Boosting Your Business

Your Wants
are many here below. Use the Want Ad. page and get rid of a few of them.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

YOUNG MAN, 28, THOROUGHLY EXPERienced and efficient; a hustler and one who knows what to do and how to do it, wants position in grocery or general store. Highly recommended. Apply Box 72, Canadian Grocer, University Ave., Toronto.

WANTED — I WISH TO RENT A STORE about 15 x 40 feet, in a town of not less than 3,000 population; might consider buying out grocery stock, but prefer renting store only. Address Box 80, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—MAN SEEKS GOOD PROPOSITION, thorough, practical experience grocery, produce, wholesale and retail; wholesale preferred. Expert office man. Could invest small capital. Box 92, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED — SECOND HAND COFFEE ROASTing machine wanted. 25 lb. capacity. State make and lowest price. Apply Box 94, Canadian Grocer, 153 University Ave., Toronto.

WANTED—GROCERY CLERK FOR HIGH Class store in Toronto, must be an A-1 man and be well recommended. State wages expected. Box 96, Canadian Grocer.

OPPORTUNITY FOR INVESTMENT WITH exceptional prospects in a business dealing in an article of everyday use in every house in Canada. Business already established. Money required for extension of same. Hamilton Advertisers' Agency, Limited, Hamilton, Canada.

FOR SALE

FOR SALE — GENERAL STORE, IN LIVE town in Alberta; population 1,800. Has High School; 20-bed, fire-proof hospital, etc.; has good pay roll and is recognized as one of the best towns in the province. Turnover last year $150,000. Write for terms. Box 82, Canadian Grocer, 153 University Avenue, Toronto, Ont.

FOR SALE—POTATOES, CAR LOAD LOTS Choice Manitoba White. N. J. Prior & Co., Portage la Prairie, Man.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

FOR SALE — BUTCHER AND GROCERY, West Toronto. Turnover 72,000; good prospect. Owner leaving city. Box 90, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—GROCERY AND PROVISION store in a thriving railway divisional point and tourist town. Stock and fixtures, $2,400. Good opportunity. Apply Box 88, Canadian Grocer, 153 University Ave., Toronto, Ont.

The Significance of National Advertising

Advertising appearing in a local publication shows the advertiser as appealing for local trade—the smallest store can use the local newspaper, whereas the advertising appearing in Canada's National Magazine stamps the advertiser at once as **doing a national business;** one whose goods and services are available not only to the people of the one locality, but to the people in all parts of the broad Dominion.

National Magazines give to advertised articles a national standing, a prestige and a quality reputation that no other kind of advertising has ever been able to give.

Good Sellers make business easy

BAKER'S
Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Made in Canada by
Walter Baker & Co. Limited
Dorchester, Mass. Montreal, Can.
Established 1780

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the people in the Trade from whom you wish to sell, or from whom you wish to buy.

RATES:
(payable in advance)

3c per word, first insertion.
2c per word, subsequent insertions.
5c. extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.
In Selling a Business?
In Buying a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second-hand Fixtures?

Then you should use.
Canadian Grocer's Classified Ad. Columns

Canadian Grocer
143-153 University Ave. Toronto

By Appointment *to H.M. the King*

Crosse & Blackwell

have the highest reputation for quality. There is always a ready market for goods that are of the best, and it is recognized the world over that

Crosse & Blackwell

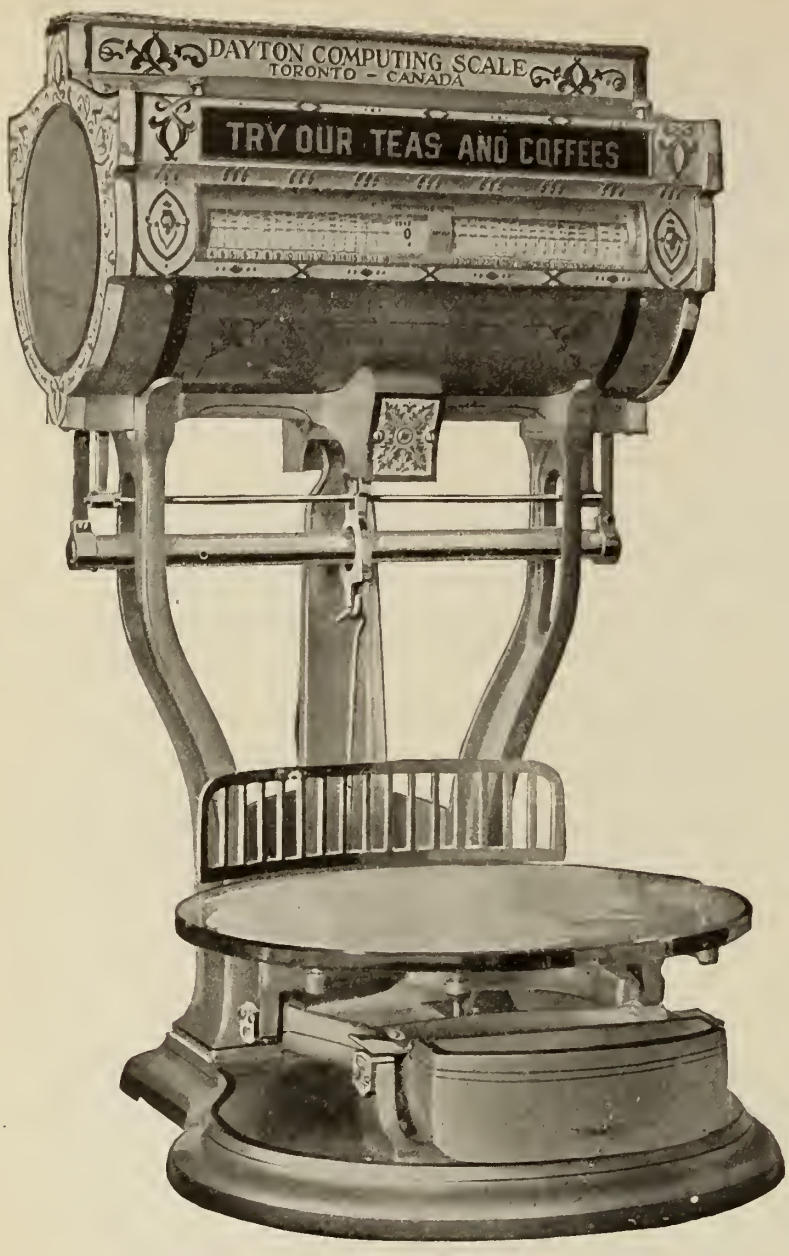
maintain a unique reputation for consistently supplying the best.

Price lists are obtainable from

Stewart Menzies & Company

32 Front Street West
TORONTO

Dominion Building, Vancouver, B.C.
209 McDermot Avenue, Winnipeg



The Vital Point is PERCENTAGE

THE man who has 28 cents has the power to borrow $4 for one year. That is OPPORTUNITY.

If he buys goods with his $4 and sells them for $6, making 50 per cent. gross profit, he is on the way to become a man of wealth. That is BUSINESS.

If he buys goods, instead, at $4 and sells them at $4.10, making only 2½ per cent. gross profit that is BANKRUPTCY.

Business success is not determined by gross sales but by the percentage of profit that lies between gross costs and gross returns.

The vital point to watch is percentage—not ESTIMATED percentage but ACTUAL percentage.

In a Store Equipped with

DAYTON COMPUTING SCALES

business becomes a science of EXACTNESS. Certainties take the place of speculations. Profit percentages do not trickle away in faulty or careless weights. Place a Dayton in each department of your store and you insure PROFIT PERCENTAGES.

International Business Machines Co.
LIMITED

Frank E. Mutton, Vice-President and General Manager.
HEAD OFFICE and FACTORY—Royce and Campbell Avenues, Toronto.
For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

International SPEED ACCURACY ECONOMY Business Machines

Featuring National Exhibition Exhibits.

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV PUBLICATION OFFICE: TORONTO, ONT., SEPTEMBER 16, 1921 No. 37

Staples-both of 'em!

OUR persistent and consistent advertising in 609 Daily and Weekly Newspapers from Coast to Coast keeps reminding the busy housewives of Canada of these two important necessities.

Thousands and thousands are using Lily White Syrup through the preserving season because they know it makes an ideal preserving syrup, rich and luscious in quality, at a price they can all afford to pay.

With the passing of warm weather they begin using Crown Brand Syrup extensively for baking, cooking, as a spread on bread, on porridge, griddle cakes and waffles.

There will be plenty of business for those who plan to get it. Dealers who make special window displays of Crown Brand and Lily White Syrup will reap a rich reward.

THE CANADA STARCH CO., LIMITED, MONTREAL

persistently and consistently advertised

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

An Investment.

There is no real success to be made in retail merchandising with goods that represent a "speculation". Real success for a retail store is only attainable by depending upon merchandise that assures steady sales and continued profits.

Aladdin Dye Soap offers a real investment—one of the safest you can put your money into.

Aladdin sells readily, because of its national Advertising and its pronounced merit. It is a "repeater" to an extent that ensures rapid turn-over.

Place an Aladdin Revolving Display Stand on your counter and let it work for you.

Channell Limited, Toronto

Distributors for Aladdin Dye Soap
Manufacturers of O-Cedar Products

MACDONALD'S

Premeditated Purchases

The man who buys Macdonald's Tobacco does not do so casually or indiscriminately. He buys it **Purposely** and he buys it constantly. He gets more tobacco for his money in Macdonald's and he doesn't change.

He is the kind of customer who builds a successful business for the retailer—because while he does not change his choice of tobacco, he is not likely to forget the place where he buys it.

It is worth while to attract and keep such customers—doubly so when their choice of tobacco is Macdonald's.

The **extra profit** in Macdonald's comes from three sources—an unusually generous profit-margin—four to six plugs overrun per 10-lb. caddy—and an extra quick turnover speeded up by the most extensive tobacco advertising campaign in Canada.

The Tobacco with a heart

OTTAWA—
RELIABLE HOUSE FOR GROCERIES

All the Retail Grocers visiting the Central Canada Exhibition are cordially invited to call on us during their stay in Ottawa.
The expenses of your trip may be amply compensated if you take advantage of our special prices on some lines of Staple and Fancy Groceries.

COME AND SEE US—WE SHALL BE PLEASED TO MEET YOU

S. J. MAJOR, LIMITED

Wholesale Grocers

126-136 YORK ST., OTTAWA

CLARK'S TOMATO KETCHUP

When you are buying, Mr. Grocer, always stop and think whether you are buying "A PROFIT" or a "SHELF ORNAMENT."

When you buy CLARK'S TOMATO KETCHUP you buy not only "A Profit" but "An Income" for its unsurpassed quality brings back your patrons steadily for more.

Canadian Products - Made by Canadians

W. Clark Limited, Montreal

"SALTESEA" OYSTERS ARE HERE AGAIN.

If you are already a customer you know the results. If not get a trial order early and your increased trade will show you results.

Packed by

The Oceanic Oyster Co., of Canada, Limited.

MONTREAL, P. Q.

This month sell the famous "B. C. Wealthy"

With the Ontario apple crop short, Eastern Canadians especially are looking toward British Columbia to supply them with their September apples. No apples could be of finer flavor, size, quality or appearance. They'll sell on sight!

Beautifully Boxed, Graded and Packed

Your customers are demanding box apples—the sensible quantity for the average family—every apple of the same size as its neighbor—Government inspected for grade and pack—famous for their color and flavor.

All B. C. Fruits Two Weeks Earlier Than Usual.

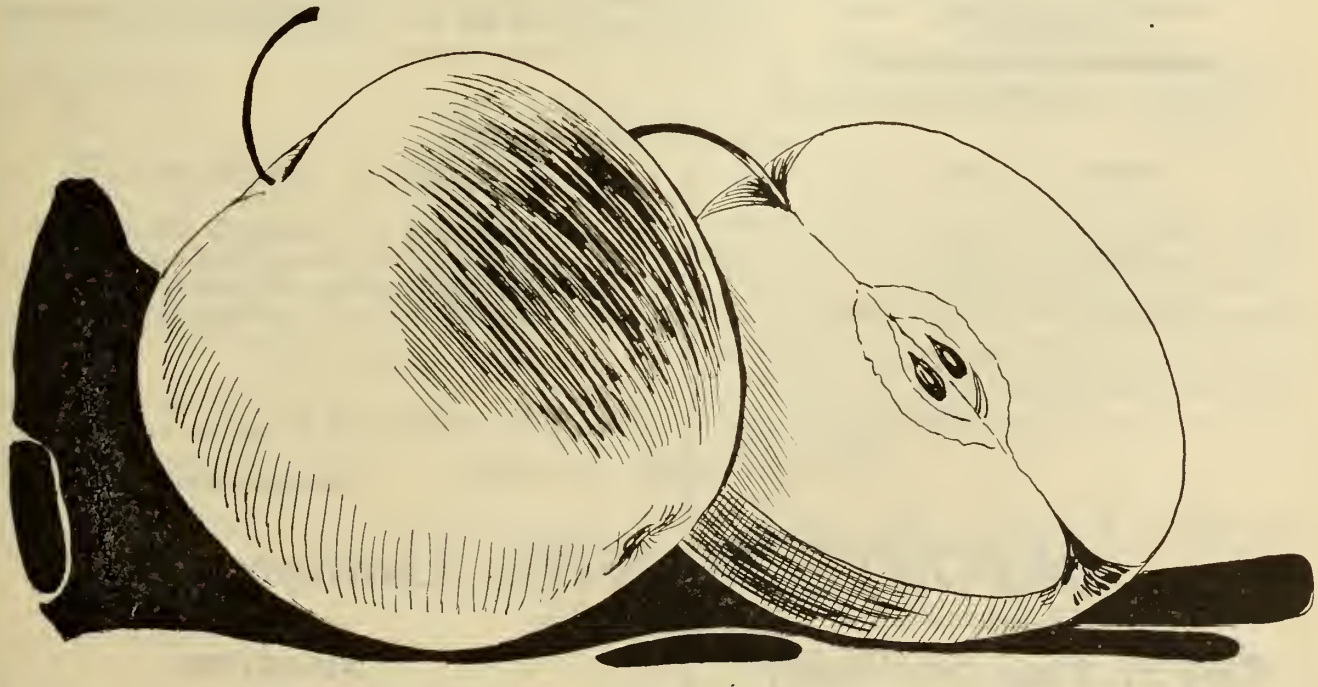
Quick work is needed on every variety.

Reasonable Profit — Quick Turnover

Everything has been done to assure quick, profitable sales for every dealer. Educate your customers to buy by the box—the economical way. See your jobber now.

A more effective use of advertising space was probably never used than is now being employed to bring the B. C. fruit crop home to the people. Generous space is being used in the Eastern dailies, as well as in Western newspapers and farm journals.

This series of advertisements issued by the Producers and Distributors of British Columbia fruits.



There's always a large demand in Canada for good things to eat from epicurean France

The French specialties listed below are to be found on the best appointed tables of Europe and their reputation for highest quality and absolute purity, is rapidly invading Canada.

Produced with scientific care and epicurean judgment, they satisfy the customer and assure steady sales. It will pay you to stock up the full line.

Petits Pois "Soleil"

Uniform in size and flavor—Put up in six grades; Sur-extra Fins; Extra Fins; Tres Fins; Fins; Mi-Fins and Moyens.

Choice Products
from the firm of
Feyret—Pinsan
Bordeaux-Preignac, France

Champignons

Choice selected mushrooms, uniform in size and quality.

Moutarde "Geadite"

A French mustard specially prepared with the choicest spices.

Sardines "Michel-Poriel"

Put up in pure Olive Oil, these sardines satisfy the most critical.

Anchovies

Carefully selected boneless Anchovies in pure Olive Oil tastefully packed in fancy bottles.

Olive Oil, James Plagniol

Guaranteed absolutely pure and extracted from the finest olives of Southern France.

In pure olive Oil- The choice of connoisseurs a real treat.
LAPORTE, MARTIN, Limitee
MONTREAL.

The above is a reproduction of one of the advertisements now appearing in 64 news papers.

Pâté de Foie Gras.

With Perrigard Truffles. These pâtés are recognized by epicures as being the very choicest obtainable.

Castile Soap "Soleil" Brand

Guaranteed to contain 72 % of pure olive oil. This soap manufactured for over a century by the firm of F. Miliau & Fils, Marseilles, France, is recognized the world over as the standard of purity and quality. Sold in 6 and 3 lb. bars, and in 12, 8 and 4 oz. cakes.

FRENCH MINERAL WATERS.

"Neptune" Vichy Bassin Water

From Chateau Robert Springs, St. Yorre, Vichy Bassin this mineral water approved by the Academie de Medecine de Paris is highly prized in all cases where a high class Vichy Water is recommended.

Vichy-Lemonade Robert prepared with the above water makes a delicious and wholesome beverage.

Evian Water, Cachat Springs

A yearly output of over 16,000,000 bottles shows the great popularity of this mineral water, recommended in all cases of rheumatism, gout, diabetes, dyspepsia and in affections of the liver and urinary organs.

Incomparable as a table water.

Now is the time to stock up before cold weather sets in.
Write for samples and prices.

LAPORTE, MARTIN, Limitee,
IMPORTERS
584 St. Paul St. West, Montreal.

Established 1870

A Mustard for Your Trade

that is ground from the best seeds obtainable, and will reach the consumer fresh, full strength and in perfect condition. That is

STICKNEY & POOR'S
"EXTRA FINE"
MUSTARD

Selling a good mustard like this to your customers is bound to create more sales for you both in mustard and other lines you may carry.

It is this repeat sale that makes you a successful merchant, so stock and display Stickney & Poor's Extra Fine Mustard prominently and tell your customers about it.

Your co-operating servant
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

Eureka Refrigeration Equipment

When you purchase your new refrigerator this Fall be sure to get the best you can. We manufacture the Eureka Refrigerator — we believe it is the Best! We believe this because the Eureka Refrigerator is the most popular refrigerator on the market.

We know you will be satisfied with the economy and satisfaction you will get from the operation of the Eureka Refrigerator—in fact we believe you will be more than satisfied.

You are guaranteed the Best of materials, workmanship of design and service and cold dry air circulation system—therefore you are guaranteed the Best Refrigerator.

Write us for prices and all information.

Eureka Refrigerator Co., Ltd.
Head Office and Factory:
OWEN SOUND, ONTARIO

QUAKER BRAND

Quaker Brand canned fruits and vegetables are the choicest products of the fertile valleys of British Columbia.

Canneries are located at strategic points throughout the Province in the centres of each district where certain fruits or vegetables reach their highest perfection.

In stocking Quaker Brand you offer your customer the best canned goods Canada can produce.

Dominion Canners B. C. Ltd.
Head Office: Vancouver, B.C.

Storage and Distribution

Winnipeg

Insurance 30c

We operate the largest fleet of motor trucks in

Western Canada

Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

The City Dray Company
LIMITED
246 Princess Street,
Track P. 18 **Winnipeg**

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

THE W. A. MARSHALL CO.
WINNIPEG, MAN.
GROCERY SPECIALTY BROKERS
Agencies Wanted
Satisfactory Representation Guaranteed

DONALDSON PHILLIPS AGENCIES LTD.
744 Hastings West. VANCOUVER Cable Address "LIVEWIRE"
MERCHANDISE BROKERS, IMPORTERS, EXPORTERS
Canned Salmon, Nuts, Dates, Seeds, Cocoa-butter, Cereals etc.

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliabilitybrings Results
We want your business. Write us.

The Advertisers would like to know where you saw their advertisements—tell them.

LE 75 French Cigarette Papers

Finest Quality--Order to-day from your jobber

This cut is a facsimile

A White Gummed Paper That Will Satisfy Your Trade

of the actual package

100 Leaves to Book
Automatic Doubles
50 Books to Box

CANADIAN DISTRIBUTORS:

DONALD H. BAIN CO.

Wholesale Commission Merchants, Brokers and Importers

Head Office, WINNIPEG, MAN.

Branches: SASKATOON REGINA CALGARY EDMONTON VANCOUVER MONTREAL LONDON, ENG.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

RELIANCE

Water-Glass
Castor Oil
Glycerine
Sewing Machine Oil
Carbolic Acid (10%)
Ink, Mucilage

Order from your jobber or write us

RELIANCE INK CO., LTD., WINNIPEG

½ million buyers see an advertisement similar to this every week. Display the Tea.
The Codville Company Ltd.

5

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Marketing Products in a "Big Way"

The house of "Scott-Bathgate" holds an 18 year old reputation for producing big results in the rich Western Provinces—a reputation that you should investigate before you assign your product.

We'll place your product on the market for you in the same successful manner as we have done for Christie's Biscuits, Robertson's Confectionery and Hungerford and Smith's Fountain Supplies. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE

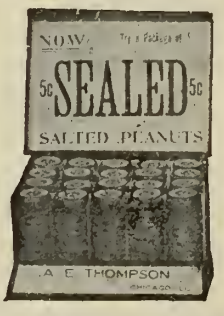
WINNIPEG, MAN.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
Fort William, Ont.

SELL Thompson's Salted Peanuts

and have satisfied customers.



The original drum-shaped package, filled with the finest salted peanuts, roasted and salted to perfection.

Packed in attractive display of 40 packages each.

ORDER FROM YOUR JOBBER TO-DAY

BULK PEANUTS

Salted Peanuts in Pails, 30-lb. Cartons, Barrels, also Display Cards 36 pkgs. Each.

Try "Nifty Brand"

Whole Blanched Jumbos in 5-lb. tins with envelopes, also in bulk as above.

Packed in Canada by

A. E. Thompson

149 Notre Dame East, Winnipeg

G. B. Thompson & Co., Western Agent,
Box 2015, Winnipeg

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

Merchandise Brokers
Manufacturers Agents
WE COVER CANADA
LOGGIE, SONS & CO.
32 Front TORONTO
St. West CANADA

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

D. W. Clark & Sons
248 Avenue Road
TORONTO
Grocery Brokers and Commission Agents
We invite correspondence from Domestic or Foreign manufacturers who desire to secure proper distribution.

LAING AND WATERS
Manufacturers Agents & Grocery Brokers
28 Wellington St. East
TORONTO
Desire correspondence with manufacturers unrepresented in this district.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

HAMBLIN-BRERETON CO., Ltd.
Grocery and Confectionery Agents and Importers
Toronto and Kitchener, Ont.
Winnipeg and Calgary.

C. A. MANN COMPANY
Strictly New Laid Eggs
Choice Creamery Butter
Fancy Dressed Poultry
Special Attention to Grocers' Orders.
Satisfaction Assured.
LONDON, ONTARIO
PHONE 1577

The CROWN *Trade-Mark*
on a bag of white beans is a guarantee of their uniform size and choice quality
Only the very finest hand-picked Canadian White Beans go into bags marked
CROWN BRAND
For your own protection insist upon having this line of known quality.
BRAND
G. T. MICKLE - Ridgetown, Ont.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

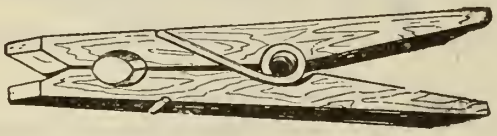
EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateur — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

When writing to advertisers kindly mention this paper

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

Be Sure You Ask Your Jobber for
Dominion Spring Clothes Pins



Manufactured by
The J. H. Hanson Co., Ltd.
MONTREAL

B. & S. H. THOMPSON & CO.
LIMITED
Head MONTREAL Office

Agents for Canada for the HOMCO Products, including Hard and Soft Soaps, Soap Chips, Salad Oils, Compound Lard, Castor Oils, Sanctuary Oil, etc.

ENQUIRIES INVITED

BOXES
square
round
collapsible
rigid
waterproof

Made from solid fibre-board with a Mullen Test up to 1,000 lbs. per square inch.

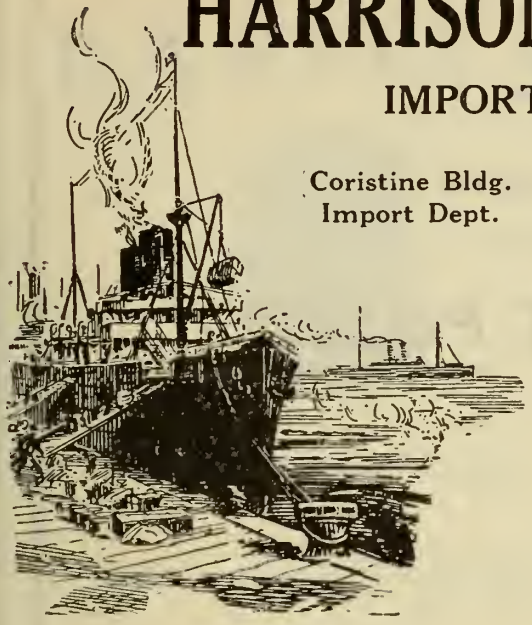
Best Boxes Limited
Ottawa
Ont.

OAKEY'S "WELLINGTON" KNIFE POLISH
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.
John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.
Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

Now is the Time to Buy—don't wait.
Consult these Advertising Pages.
Our Advertisers will *save* you Money—buy now.

HARRISONS AND CROSFIELD, LTD.

IMPORTERS OF EASTERN PRODUCE



Coristine Bldg.
Import Dept.

Montreal
Telephone Main 6959.

IMPORTATIONS
Enquiries Solicited
FOR
PEPPERS
ALL KINDS OF SPICES
TAPIOCAS
SAGOS
MILD COFFEES
COCOAS
Desiccated COCOANUT
Etc.

Head Office	Foochow	Brisbane	Allied	Quilon
London, Eng.	Singapore	Adelaide	Companies	Batavia
Branches	Penang	Perth		Bandoeng
Colombo	Kuantan	Wellington	New York	Tangjong
Calcutta	Jesselton	Auckland	Philadelphia	Baley
Calicut	Sandakan	Dunedin	San Francisco	Kuala Lumpur
Cochin	Melbourne	Christchurch	Shanghai	Medon
Tangier	Sydney		Hankow	Kobe

ROYAL ACADIA SUGAR

What Brand of Sugar Do You Recommend?

The grocers' recommendation is usually the deciding factor in sugar sales.

Sugar as a rule is not asked for by name. But the dealer is always justified in recommending ROYAL ACADIA—the sugar that's always good.

Every Grain Pure Cane. When she asks for sugar give her Royal Acadia brand.

Acadia Sugar Refining Co., Ltd.

Montreal, Que. - - - Halifax, N. S.

Have you been reading --

"Ottawa in Masquerade"
as it has been appearing in

THE FINANCIAL POST?

This is a series of the most intensely interesting biographies of political contemporaries, a collection that will equal the "Mirrors of Downing Street" when it appears in book form.

Have you been Keeping Up With the Times? Do you know Who's Who and Why?–And how they got there? Do you want to know the personal stories of the men who have "worked their way" to Ottawa?

You'll enjoy them while you're reading them,–and more, you'll appreciate the intimate knowledge and definite facts that they give you.
Moreover, this series is but one of the many Financial Post services rendered for the benefit of every Canadian with private or public interests.

Subscribe now, or write for further information. Delay means only further loss of valuable information.

THE FINANCIAL POST

143-153 University Avenue, Toronto

Canada's Newspaper of Finance, Commerce and Industry.

At your newsstand At your club At Hotels
Or subscribe direct - $5.00 the year

Montreal, Ottawa, Toronto, Winnipeg, Vancouver
New York, Chicago, London, Eng.

BARRELS

For Cider and Vinegar

Tight Cooperage of all Descriptions

Canada Barrels & Kegs,
LIMITED
Waterloo - - - Ont.

FLOWERDALE

an exceptional blend of the World's Finest Teas

It has taken us over a quarter of a century to perfect this popular blend and our careful exacting tea cup tests insure that every ounce that leaves our warehouse will maintain its inimitable flavor reputation. If you want a real high standard tea that you can always count on to bring your customers back try a sample order of Flowerdale.

Samples and prices of our other blends will be gladly sent.

R. B. HAYHOE & CO.
Importers
7 Front St. E. -:- Toronto, Canada

Toilet Paper Profit

U
are
bound
to ncte
increased
business if
you sell good
TOILET PAPER.
We want you to write
us for a sample box of
our INTERLAKE line.
With QUALITY-QUANTITY—a
commodity of this nature is essential for a permanent sale.
Write INTERLAKE Now

THE
Interlake Tissue Mills Co., Ltd.
Head Office
54 UNIVERSITY AVE., TORONTO
Branch: Montreal Mills: Merritton

Nonsuch Liquid Stove Dressing has the largest sale of any Stove Dressing in Canada. If you do not stock it, it means loss of business to you. Order a case from your wholesaler to-day — or write direct.

Selling Agents for Manitoba, Saskatchewan and Alberta.

STROYAN, DUNWOODY CO.,
Confederation Life Bldg.,
Winnipeg.

The NONSUCH MFG. Co.
Limited
Toronto, Canada

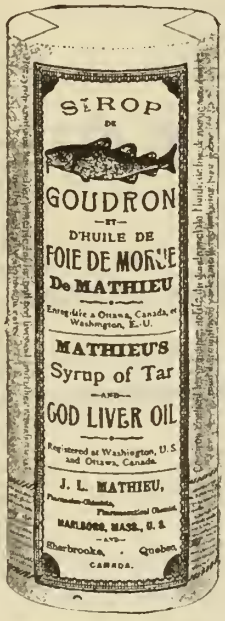
PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Summer and Fall Trade

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 95 King St., E. Toronto, Can. J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

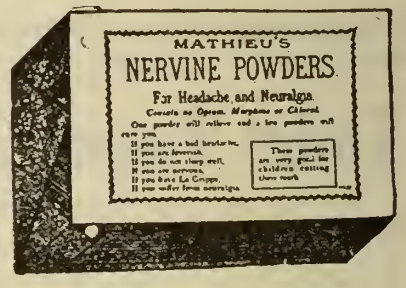
There's A Good Profit In Handling "Mathieu's" Remedies



Mathieu's Syrup of Tar and Cod Liver Oil has the medicinal effectiveness sufficient to keep it in constant demand throughout the vear and particularly during the Fall and Winter season. It is excellent for the treatment of those suffering from Influenza, La Grippe, etc.—also it has a real good tonic effect on the system.

Mathieu's Nervine Powders will be found a good line to handle as there is usually a steady "call" for a dependable medicine assisting in relieving those suffering from Nervousness, Headaches, Fevers, Sleeplessness, etc., and here is something that will be found equal to the task.

An order to-day will ensure an Early Shipment.



J. L. MATHIEU COMPANY

PROPRIETORS
SHERBROOKE, QUE.

ASK OUR AGENTS FOR PRICES OF

PURNELL'S
The Quality PICKLES

BV FRUIT SAUCE IS OUR SPECIALITY

Purnell & Panter, Ltd., Bristol, England

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in
Canadian Grocer

It reaches the Buyers It's a Business-Getter

Rates and Information on Request

Red Rose Orange Pekoe Tea Made You Many New Customers

Did you see the crowds around the Red Rose Tea booth at the Toronto Exhibition?

They were people who daily trade in your stores.

The fact that so many thousands gladly exchanged ten cents for a cup of Red Rose Orange Pekoe Tea and a coupon showed, don't you think, how much they like our tea.

These people are redeeming the coupons in your stores and bringing you extra business in Red Rose Orange Pekoe Tea, which was the object of our exhibit.

Isn't this convincing proof that Canadians like the very best tea, and that it will pay you well to sell Red Rose Orange Pekoe Tea?

Two Pounds in Sale

T. H. ESTABROOKS CO., LTD.

St. John, N. B. Montreal, Toronto, Winnipeg, Calgary.

Gives You Reliable Information

In six years the *Audit Bureau of Circulations* has solved the perplexing problem of circulation statements. By a systematic analysis of distribution and methods, this organization is able to supply just the data an advertiser needs. The darkness is dispelled and the bright light of verified facts takes its place. Space buyers no longer find it necessary to grope in the dark.

There are no dark spots in CANADIAN GROCER'S circulation. Our records are audited by the Audit Bureau of Circulations.

All MacLean Publishing Co's papers (sixteen) are members of the Audit Bureau of Circulations.

COLMAN'S and KEEN'S

D. S. F. MUSTARD, in square tins

When your customers ask for mustard give them the two old reliables—Keen's and Colman's. Then you can rest assured of steady repeat orders and complete satisfaction. Sales' records prove that these two national favorites are Canada's leading sellers. Why not concentrate on them? It will pay you.

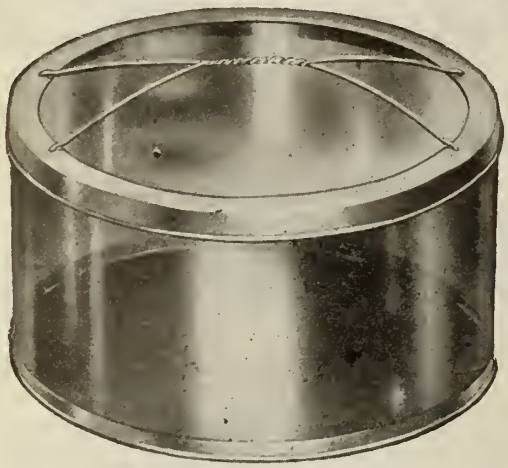
Canadian Agents :

Magor, Son & Co., Ltd.

191 St. Paul St. W.
MONTREAL

23 Scott St.
TORONTO

FIBRE-GLASS DISPLAY COVERS



Fibre Glass Covers will enable you to sanitarily display your bulk goods and perishable without fear of deterioration and evaporation. They will pay for themselves many times over in a short time through the increased sales they will effect. Fibre Glass Covers are made in a great variety of styles and sizes.

Sole Distributors for Ontario:

EBY-BLAIN LIMITED

WHOLESALE GROCERS, Scott and Front Sts., TORONTO

Manufactured by FIBER-GLASS GOODS COVER CO. Inc.
Chicago, Illinois.

- are you ready for the coming Social Season?

Marsh's Grape Juice makes ideal "punch." Keep it well displayed during the coming Social Season along with Marsh's Unfermented Wines.

These delightful beverages will be much in demand for social affairs this fall.

The Marsh Grape Juice Co.

Niagara Falls, Ont.

Agents

Agents for Ontario, Quebec and Maritime Provinces:

THE MacLAREN WRIGHT, Limited,
Toronto and Montreal

Agents for British Columbia

F. G. EVANS CO., LTD.
Toronto and Montreal

CANADIAN GROCER

VOL. XXXV. TORONTO, SEPTEMBER 16, 1921 No. 37

New Attendance Record at Exhibition

Canadian National Exhibition of 1921 Passes All Previous Records With Almost Million and a Quarter Passing Through the Turnstiles—New Building for Next Year

BREAKING all previous records, the Canadian National Exhibition at Toronto, established new figures in point of attendance, one million two hundred and forty-two thousand people having passed the turnstiles, during the two weeks. This attendance figure is in excess of the big year, 1919, when His Royal Highness the Prince of Wales honored this great event with his presence. Favored with ideal weather conditions, there being only one day that had a downpour of rain to mar the procedings, the 1921 exhibition has been from every standpoint, a greater success than has ever before been achieved. The importance of the Canadian National Exhibition, continues to grow in leaps and bounds, and as the greatest event of its kind, held annually, in the world, it promises to become more widely embracing of the industries not alone of this continent, but of Europe and the Old Land as well.

One of the pretty parts of Exhibition Park where the Canadian National is held.

A French Building Probable

In this connection, it is interesting to learn from President Robert Fleming of the Exhibition that Count D'Arnand, of the "France au Canada," train, before his departure from Toronto, assured the exhibition authorities that he would recommend to the French Government the erection of a permanent French building on the Fair grounds. He stated that the building he would recommend would cost in the neighborhood of $100,000. The French train during the second week of the exhibition was visited by hundreds of people, and Count D'Arnand was impressed with the importance of the exhibition as a medium of advertising French industry and French products generally. The erection of a permanent building for the showing of French products would do for France each year what the French train had done during the one week it was stationed in the grounds of the exhibition, on its way across Canada. The whole gamut of French industry is represented in this train, from the lovely and beautiful creations of French art to the more practical production of mechanical devices. French confections and foodstuffs are not overlooked in the industrial display of France, and importers on this side were particularly interested in them.

Another view of Exhibition Park showing the War Memorial.

New Building Next Year

The live stock arena, now in course of construction, and the new Pure Food Building will be ready for occupancy,

next year, and as a result more acommodation will be available for the ever increasing demand for space for exhibits. Fuller reference is made to the plans now underway for the Pure Food Building, in another article in this issue.

The amusement features of the exhibition proved as popular as ever to the thousands of people that attended, and the arrangements devised for the entertainment of the throngs were appreciated to the fullest extent. The performances daily in front of the Grand Stand, the motor boat races, and the wonderful display of fireworks each night, to say nothing of the diversion of the Midway, all provided unlimited amusement. Then again for the lovers of art the beautiful showing of paintings and likewise of photographs were features in themselves that were well worth the time spent with them.

A suggestion was made by President Fleming on the concluding day to the effect that the name of the Exhibition be changed from the Canadian National to the International Exhibition.

Inquiry for Five Cents Worth of Tea That Meant a Big Sale

MONTREAL—W. S. Scott, manager of the tea and coffee section of the grocery department of Goodwin's Ltd., Montreal, tells an interesting story of salesmanship that not only bears a lesson to all those selling merchandise of any kind, but carries with it a touching story of human interest. The story is complete in itself and needs no comment to make it forceful, particularly when told in the words of the one who culled it from real life.

An Unlikely Sale

"One day, not long ago, an old lady, feeble and rather shabbily clad, shuffled up to the counter. After fumbling in the pocket of her skirt, she extracted a little old purse. Her very presence there attracted the attention of the clerks and one of them, hiding behind a pyramid of tea cartons on the counter, grinned at me as the old lady carefully laid a nickle on the counter and in a meek voice asked for five cents worth of tea that she had seen advertised in the paper. She explained she wanted just enough to sample it, but that seemed doubtful on account of her appearance. In fact her dress, the meek tone of her voice and the pathetic look in the sunken eyes, made me want to give her five pounds of tea for that nickle, for I felt sure that it was the last one she had. I felt too that to her that nickle ment a lot but I had to tell her that we did not sell five cents worth of tea. I added, however, that I would be glad to give her a sample. The other men grinned more than ever. The idea that anyone should ask for five cents worth of sixty-five cent tea struck them as funny. I parcelled up a generous sample and gave it to her, feeling that I had acted charitably towards the pathetic-looking, little old lady and as politely as I could, refused the nickle that she tried to press upon me, in what she considered payment for the sample. It was with a light heart that I saw her walk slowly away with the little parcel of tea.

A Mistaken Conclusion

"The story spread around the store, but the others were destined to hear it again in a different guise and I must admit that I was as surprised as the rest, for the next day the same old lady quietly slipped up to the counter and smiling up at me, said in a soft confidential voice, 'I like your tea, very much. Will you sell me ten pounds of it?' 'Why, surely,' I said, and I am sure she must have noticed the surprise in my voice. This time she carefully extracted the worn little old purse and dumped its contents on the counter. There was just exactly the right amount there to pay for the ten pounds of tea. Evidently she only carried with her sufficient money to pay for what she was intent on buying.

A Good Customer

"There was a different smile on all our faces as we watched her labor up the steps out of the department, this time carrying ten pounds of tea under her arm. Now she is a familiar figure in the store, regularly buying her ten pounds of tea and steadfastly insisting on carrying it away herself."

New Wholesale Grocery Firm In Toronto

The wholesale grocery house conducted under the name of Warren Bros., Ltd., at Queen and Portland Streets, Toronto, has recently been taken over by Sloan, Dickson and Bone Ltd.

The members of this firm, until the organization of the new company were all connected with Medland Bros., Toronto, George Sloan for many years as sales manager, R. W. Dickson and Fred Bone on the sales staff of Medland Bros.

Mr. Sloan is president of the new company. He has practically grown up in th wholesale grocery business. He is a son of the late John Sloan, prominent for many years in grocery circles. Mr. Dickson has been with Medland Bros., for the past eight or nine years. He is vice-president of the new firm. Mr. Bone before joining Medland Bros., six years ago, was with John Sloan & Co., Toronto, starting with that firm the day he left school.

Will Attend The American Fisheries' Convention

The American Fisheries' Association has extended an invitation to the Canadian Fisheries' Association to attend their annual convention which is to be held at Atlantic City on September 16th and 17th. J. A. Paulhus, managing, director of the D. Halton & Company Fisheries, Montreal, and also president of the Canadian Fisheries' Association is going to attend that Convention and will deliver an address there on the fish situation in Canada. Captain F. W. Wallace, of Montreal, who is secretary-treasurer of the Canadian association and J. J. Harpell, also of Montreal, have signified their intention of meeting with the American Asociation at the Atlantic resort.

In view of the close relations between the two countries it is of importance that the Canadian Association should be represented in the United States. The industry in both Canada and the United States has a common interest both in the fishing grounds and in the field of trade. Topics of interest, not only to the fisherman and packers but to those who retail the product, will be discussed.

CRANBERRY CROP SHOWS DECLINE

Present indications are for a Massachusetts cranberry crop of 205,000 barrels, against the crop of 280,000 last year. The smallest one since 1900 was the one of 120,000 in 1917, when about half the crop was destroyed by severe freezing during the harvesting.

The latest information from Wisconsin forecasts 22,700 barrels, against 34,000 last year and the five-year average of 35,000. New Jersey 175,000 against 122,000 barrels last year and the five-year average of 140,520. The total for these three States is 402,700, against 431,000 last year and the five-year average of 434,060.

Various unfavorable conditions combined to reduce the Massachusetts crop —May and June frosts, floods in July and worms since then. The fruit worm is generally reported as more destructive than usual and growers fear quite heavy further reduction of the crop from this pest, which is yet very active. Set of fruit is very uneven. Growers report the berries somewhat larger and further matured than usual and expect picking to begin early in September.

Keep Calm

One day Mrs. Jones rushed into her husband's presence with hasty steps and a wild look of excitement.

"Oh, John!" she exclaimed, "Norah made a mistake and tried to light the kitchen fire with gasoline!"

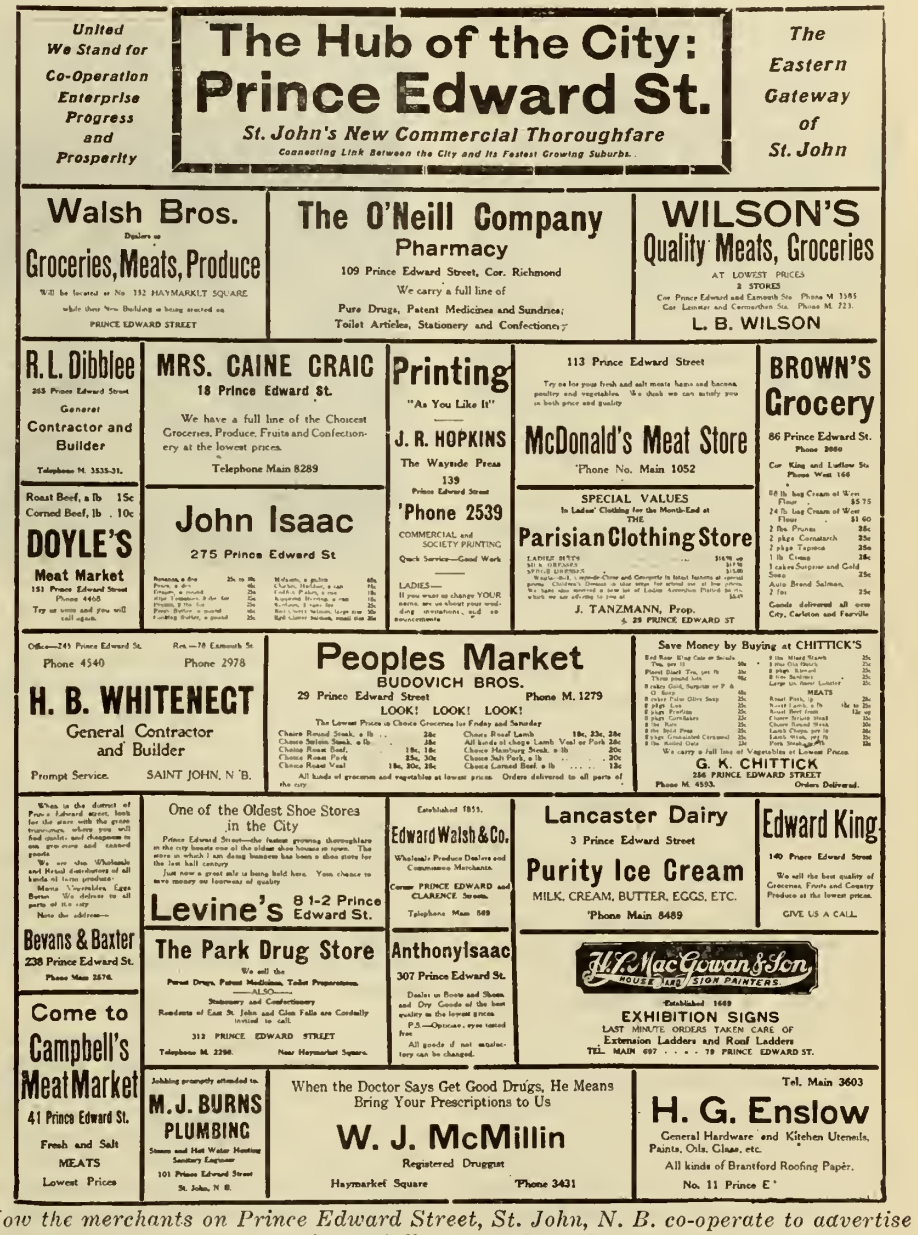
Advertising on a Co-operative Basis

How Merchants on a Street That Was Formerly Considered a "Slum" Street in St. John, N.B., Changed It to a Commercial Thoroughfare of Some Importance—Uses Page Advertisement Each Week

ST. JOHN, N. B.—What was formerly a slum street in St. John, N. B., now is rapidly becoming one of the most prominent business thoroughfares in this city.

This wonderful change has been made in less than six months, owing to the aggressivenes of about thirty merchants, who have opened up an advertising campaign, on a co-operative basis, boosting their street by weekly full page advertising in one of the local newspapers. Brussels street, St. John, N. B., six months ago was a rough unpaved thoroughfare, and used only by teams compelled to go down it on business, the main traffic following the course of the paved streets. The city is just completing the paving of this street, and the residents, realizing the possibilities of increased traffic, sought to make the citizens forget the old slum street, so petitioned the city council to change the name from Brussels street to Prince Edward street. This change of name has been made, and now the residents are putting the street on the map. Some time ago the citizens of St. John were all made to sit up and take notice by a large flaring full page advertisement, announcing that Prince Edward street was the Hub of the city, and St. John's new commercial thoroughfare, the Eastern gateway of St. John.

Twenty-six merchants announced that "United we stand for cooperation, enterprise, progress and prosperity. We have faith in our street and our city." The committee in charge of this advertising campaign announce that it is to be carried on for a year, using a full page space each week, paid for by all merchants whose names appear. Buildings are being painted, stores are having new fronts put in, and the whole street is beginning to assume a spic-and-span appearance. Every resident is a booster for his street, and Prince Edward street is the talk of the town.



How the merchants on Prince Edward Street, St. John, N. B. co-operate to advertise using a full page each week.

REGULATIONS IN REGARD TO PACKING OF RIPE OLIVES

In view of the statement recently made that poison lurks in ripe olives, it might be interesting to the trade to know that ripe olive poisoning is due to botulism resulting from contamination of the olives with Bacillus Botulinus. It has been found in refuse in and about olive packing establishments. Bacillus Botulinus is a spore bearing organism capable of resisting boiling temperature (212 degrees Fah.) for five hours. It has been demonstrated to be killed by sterilization at 240 degrees Fah., for forty minutes, under all conditions of cooking ripe olives. It has been shown that cleanliness in all processes concerned in the production of ripe olives from the time the olive is picked, until it is marketed, diminish the chances of contamination with Bacillus Botulinus.

All ripe olives are deemed adulturated by the California State Board of Health, within the meaning of the California Pure Foods Act unless, before being offered for sale or consumption, all pickling, handling, cooking and other preparation of the product shall have been carried on in strict conformity with the Food Sanitation Act, also that they shall be deemed adulerated unless the same shall have been sterilized at a temperature of 240 degrees Fah., for a period of not less than 40 minutes.

All ripe olives put on sale must pass these regulations under penalty of State action. The deaths reported in Greensburg from eating ripe olives occurred before these regulations came into effect.

The Hot Sun Puts the Sugar in Grapes

Another Letter is Written to Mr. Earnest Groceryman, in Canada, from Fresno, Cal., Telling all About the Raisin—A Sidelight on Weather Conditions

Second Letter of the Series

Mr. Earnest Groceryman,
Back East, Canada.

Dear Earnest,—

LAST NIGHT, after supper, we were all sitting around reading the various sections of the evening paper, and I was scanning the daily weather report. We are all interested in the weather out here. In the spring we worry about the frost, and in the fall we hope and pray it won't rain. In between seasons we worry just because it comes natural. As I was saying, I was scanning the weather report and read it aloud, and Sue asks why it is that it doesn't rain here in the raisin belt during the summer months. It happened that I had been up to see the Government Weather Man just a few days ago, so I ironed my face out into a very wise look and said: "The lack of precipitation in the San Joaquin Valley during the summer months is due to the fact that during these months the centre of high barometric pressure is further north, along the coast of Oregon, Washington and British Columbia." I just wish you could have seen the withering look I got from Sue. I thought for a moment that the "centre of high barometric pressure" had suddenly moved into my neighborhood. There certainly was a storm in sight for a few minutes. After the "armistice" was declared, Sue remarked in a "fine" tone of voice, that since I seemed to know so much about the weather and the climate out here, I had better write a letter and give you the benefit of my "vast" knowledge on the subject. I got to thinking it over to-day, and the result is that you are getting this letter.

Correct Pronunciation

I had quite a chat with the weather man about our climate and I am very glad that I got better acquainted with him. I used to think a Government that would spend money to hire a man to predict fair weather on Sunday, which induced Sue and me to go to church without an umbrella only to find after the service that the "prognostication" as they call it, was incorrect, was not much of a government—when it comes to weather. At least, it didn't keep my clothes or Sue's bonnet from getting wet. But this fellow was really worth while. He had a lot of facts and figures about the past, present, and future climate here in the San Joaquin Valley. Now, don't you ever make a mistake when you are talking to any of your interested customers about raisins and how they grow, by calling the valley where the most of them are grown, the "San Joe-quinn." Some of them may happen to know better and have the laugh on you. They tell me that it is a Spanish name; whatever its origin, they make us say it like this—"San Wau-keen." Isn't that the limit?

A vineyard in a fine state of development

You may be a little surprised and wonder why we can grow such good grapes here when we have no rain all summer long. Well, if it did rain we wouldn't be able to grow the grapes we do. To take the place of the rain, we have the water from the melting snows high up in the Sierra Nevada Mountains over east of us. We use this water for irrigation.

Rain in Winter

We do get some rain here in the late fall and winter, as it seems, according to the Weather Man, that these disturbances of the atmosphere I told Sue about move further south and come inland along the California Coast. I don't know just what causes this trouble in the air that makes it rain,, and it probably doesn't make any difference to you anyway. The rain we get in the winter amounts to around nine inches. That is not much when compared to what it rains back east, but it all helps, and it usually comes when it doesn't do any harm.

I couldn't get it through my head why it got hot here in the valley, and over on the coast, just about a hundred miles west, it is so nice and cool all summer long. In fact, Sue wants to spend the summer there every year. The Weather Man said that because it did not rain, due to that "barometric pressure," I told Sue about, there was no moisture in the air to stop or retard the direct rays of the sun, so it very rapidly warms the cool air, which is continuously coming in from the ocean, off from the Japanese current. That made me begin to understand something I had always wondered about. It doesn't matter how hot it gets here during the day, it always cools off very rapidly in the evening. The explanation the Weather Man gave me must be right, because you see, as soon as the sun goes down and there is nothing to warm up the air, it cools off. The fact that there is no moisture in the air makes this Valley an ideal spot to grow raisins. If the air was moist, we couldn't dry the fruit even if we could grow it.

Air Is Very Dry

Don't get it into your head that just because there is nothing in the way of the sun it gets so hot here in the summer that we just curl up like bacon in a frying pan. We don't mind it—much. Sometimes the thermometer runs up to, well—over a hundred in the shade. If it did that very much back in Montreal, Winnipeg, or Toronto, the chances are good that you wouldn't be able to sell any more raisins, at least to mere mortals here on earth. We don't have trouble with sun-stroke here—the air is too dry. In fact, we don't often suffer with the heat. Back there when it gets good and hot you start to sweat (Sue says the proper word is "perspire") and stands out in beads on your face—then you know it's hot. Out here the air is so dry, that all the moisture is immediately evaporated, and it has a cooling effect. Honest, we don't mind a hundred and ten in the shade here half as much as you do ninety back there.

(Continued on page 29)

Conducting "A Business Enterprise"

Outline of Some Simple Records That Gives The Merchant Information Vital to the Successful Conduct of Retail Business—Growing Disfavor for Merchants Who Neglects Business Records

(From the National Association of Credit Men)

THE merchant should know, and not guess, that the price at which he sells an article, or the price for which he contracts to do work, will cover the—

Exact cost of the article; or the
Exact cost of the material and labor used in the contract;
The proportionate part of the cost of conducting the business which the article or the contract should bear;
With a little for his living; and
Something besides.

He should again know, without simply estimating, whether all his sales or all his contracts at the end of any given period of time equal the first three items as above cited.

If they equal the cost as indicated, then there is no profit.

If they exceed the cost, then a profit is a reality.

No merchant can be easy in mind and fair to his business creditors or bank, or even the business public, who cannot tell whether or not his business enterprise is making a profit.

Are You Making a Profit ?

This can only be done by keeping certain records—commonly known as Books of Account.

Without books of account, a merchant unconsciously goes on the rocks or loses the chance of making his business profitable.

Why should he wait until the time when he finds he cannot pay his bills and hasn't assets enough to meet his liabilities?

Why should he, when certain simple records would give him information any time?

How can he tell what profits the business is making, even though he is meeting his obligations, unless he keeps certain records.

With this straight-from-the-shoulder message to all merchants not keeping records or books of account; and

Believing that they will realize the fact that present conditions will not permit a Business Enterprise to run without such records,

It is our earnest effort to make certain recommendations in the way of a general outline of very simple and easily kept records, which we shall call "books of account."

Our great desire being to render business service and to put sound props under every business enterprise.

Can Books Tell ?

The transactions that go to make up a day's work in any business develop either a profit or a loss. If a profit, it finds its way into capital or net worth —the net worth is increased. If a loss, the net worth is decreased.

Starting at the very beginning, then, a record of the merchant's investment in the business, his net worth or Capital (as it is termed) is necessary. Such a statement of net worth we will construct right here.

We begin with Assets, which term covers property or accounts of value such as are listed herewith and numbered from 1 to 6. The total of these Assets in dollars and cents, when compared with the total amount of Debts, determines whether a Business Enterprise is able to pay its debts and is therefore what we will call Solvent, or is unable to pay its debts—and is Insolvent. There should be at least $2 of Assets to every dollar of Debts.

Liabilities are the opposite of Assets (see items numbers 10 to 14), and to play the business game right, the object is to keep the Liabilities less than the Assets. The greater the difference between them, the greater the investment —therefore the success of the business.

ASSETS

1. Cash on hand and in the bank.. $
2. Merchandise on hand ..... $
3. Accounts owing from customers ..... $
4. Furniture, fixtures, etc..... $
5. Lands and buildings ..... $
6. All other items of value not in above classification ..... $

Deduct from this

LIABILITIES

Amounts owing for
10. Merchandise ..... $
11. Borrowed money ..... $
12. Items of expense accumulated and unpaid ..... $
13. Lands and buildings (mortgage) ..... $
14. All other debts not included in bove classification ..... $

Total Liabilities ..... $
Net Worth, Capital or Investment ..... $

So, the first thing that books of account tell us is: What is invested in a business at the beginning.

The next step is to make the investment earn money by the carrying on of business, whatever it may be, for the purpose of making a profit. We can increase our net worth by adding to our income. We add to our income when we make a profit on what we sell. So a merchant must construct his accounts so that they will show in addition—

1. Income;
2. Expenses;
3. Net profit or Net loss.

Income is what flows into the business, and the word itself suggests something that is moving and not stationary.

Opposite this is expense—the outflow of a business, and this term also suggests things that are in action and not stationary.

To arrive at the net profit or the net loss, it is absolutely necessary to record every transaction; so, we will group the classes of income and group the classes of expense.

INCOME

20. Profit on sales ..... $
21. Profit on contracts ..... $
22. Interest on bank balances .... $
23. Discount on merchandise purchased ..... $
24. Items of income not above classified ..... $

Total Income ..... $

EXPENSES

30. Rent (fair rate, if owner) .. $
31. Wages paid (not charged on contracts) ..... $
32. Allowed to merchant for his service (at fair rate) ..... $
33. Insurance on merchandise, fixtures,etc. ..... $
34 Interest on borrowed money.. $
35. Delivery expenses .....
36. Taxes of all kinds ..... $
37. Fuel and light ..... $
38. Charity ..... $
39. Bad accounts ..... $
40. General expenses not included in above ..... $

Total Expenses ..... $
When deducted from Total Income gives Net Profit, or Net Income ..... $

This net income, to the penny, will be reflected in Assets and Liabilities. Every penny of profit will either increase the Assets or decrease the Liabilities therefore decreasing the net worth. Every penny of loss will either decrease the Assets or increase the Liabilities, thereby decreasing the net worth.

Any business, no matter in what line of effort or what is the size of its capital, is subject to this principle.

Having explained how books of account—given names divided into four classifications: Assets, Liabilities, Income, Expenses—indicate whether a business is making a profit or a loss, we will now endeavor in a similar fash-

ion to offer some idea of how books of account (of a very simple kind) can be secured by a merchant and kept so he can tell accurately, with the least possible effort, what are the Income and Expenses, the Assets and Liabilities, the Profit or Loss of his business enterprise.

The Books of Account

Having reached in our development of the book-keeping process—or rather of the books of account that are needed in connection with the man's business—the kind of facts to record as to what happens from day to day, month to month, or year to year, we will say.

When the merchant buys merchandise and it is delivered to him, he charges to the business enterprise on the books of account, and credits the person from whom the goods are bought. When the merchandise is sold, credit at cost is given to merchandise, and the profit is credited to profit on sales. When a merchant puts cash capital into the business, he charges cash and credits the investment; and when payments are made for expenses incurred, he credits or reduces his cash and charges the items paid to various accounts involved.

The books of account, therefore, form the connecting links between a merchant and his business enterprise.

The old and customary form of book-keeping is what is known commonly as "Double Entry," involving cash book, cheque book, purchase book, sales book, journal, sales ledger and general ledger. When a merchant is in a position to keep such books, or can afford to hire a book-keeper for the purpose of keeping them, there are none better.

For some enterprises, however,—and it is to these that our present message is addressed—we will retain the idea behind double entry book-keeping, namely, a system of balances, dollar for dollar, on each side of the account; but endeavor to do it with a few simple books of account.

After thinking the matter over with the utmost care, we are recommending principles and methods which any merchant can apply, that can be embodied merely in two books—the Cheque Book, and the Entry Book ruled as a double entry ledger, which will serve the purpose of a ledger and a journal. These two books, with files for bills and other papers, will be sufficient for the business enterprise which we are aiming to reach.

The Entry Book or ledger should be divided into five parts—

Assets	1st.
Liabilities	2nd.
Income	3rd
Expenses,	4th
Journal,	5th

The merchant will keep these in mind while we explain the next step in the book-keeping system.

The capital investment is to be determined as already outlined.

Cash on Hand and in Bank

(Account No. 1.)

This figure, when obtained, is entered on the left side, or debit side, of the ledger sheet and placed under the asset section of the ledger.

Merchandise on Hand

(Account No. 2.)

Take inventory of the stock on hand, that is by putting down each item of stock on a sheet at its cost price, if that cost price is at or below the figure at which the article can be duplicated; or at its exact market value, if the market is less than the price that was originally paid. After taking down all the items of merchandise, then the total is entered on a ledger sheet on the left or debit side, and placed on the asset section of the book.

Accounts Owing From Customers

(Account No. 3)

Each customer's account is by name entered on a separate sheet, and the amount owing and collectible from each placed on the left, or debit side and placed under the asset section of the ledger.

Furniture, Fixtures, Etc.

(Account No. 4.)

A fair valuation of these items should be made and the total of them all recorded under this caption on the left side of the ledger sheet, and also placed under asset section.

Lands and Buildings

(Account No. 5.)

If the merchant owns a store, warehouse, factory, or a plant, improved or unimproved land, a reasonable valuation is placed upon it, and the total thereof is entered on a ledger sheet, left or debit, side, and placed under the asset section of the ledger.

All Other Items of Value Not Classified In Preceding Accounts

and the total entered in this account on the left side of ledger sheet, and placed, like the others, in the asset section of the ledger.

The left side of the ledger is always the debit side, the right side is known as the credit side.

We debit what we have.

We credit what we owe.

We debit our expenses.

We credit our income.

By entering the items 1 to 6 on the left side, the merchant has charged his gross investment in the business on the books.

We are ready now to take up the second section—the

Liabilities Section

From the gross investment, the liabilities must be deducted as shown to determine the merchant's net investment.

Amount Owing for Merchandise

(Account No. 10.)

The total owing by the merchant to each creditor is listed on a separate ledger sheet on the right side, and

Amount Owing for Borrowed Money

(Account No. 11.)

The total when accurately determined is listed on a ledger sheet on right side, and placed under liability section of the ledger.

Amount Owing for Items of Expense

(Accounts No. 12.)

If, at the time this net worth is being determined, there are any unpaid expense bills, the amount owing to each creditor should be listed on a separate sheet on the right-hand side, and filed under the liability section.

Amount Owing on Land and Buildings

(Account No. 13.)

The amount owing, usually in the form of a mortgage, is placed on the ledger sheet, and placed on the right hand side thereof, and also filed under this liability section.

Amounts Owing to All Others Not Included in Accounts 10 to 13

(Account No. 14.)

This account is self-explanatory. If there are any amounts owing, they are to be placed on the right-hand side of the ledger sheet, and filed as liabilities.

Net Worth, Capital, or Net Investment.

(Account No. 15.)

There must be one account in the liability section that is headed as above—the difference between all that is listed in the asset section and all that is listed in the liability section. That exact difference constitutes this item, and the amount, when determined, is placed on the right-hand side, or credit side of this account—showing the exact net investment in the business enterprise.

It is a simple matter at this point to prepare a financial statement, as has been outlined, which will give the true financial condition of the merchant.

We will now consider the third section—the

Income

Just as with the assets and liabilities, accounts should be opened in which will be recorded the transactions arising out of the operation of the business.

Profit on Sales

(Account No. 20.)

The profit on sales can be easily determined by consulting the inventory, if the goods were inventoried; if purchased since inventory taking, then by consulting the bills. The difference between the price paid and what it is sold for, is the profit on the sale. This profit is credited to this account by entering the sum on

Continued on page 27

Candy Sales Figure Large in this Store

D. W. Stenson, Que., Finds the Selling of Candies a Profitable Line in a Retail Grocery—Has Candy Department Near Front Entrance—Believes in Stocking Only High Grade Merchandise

THAT the selling of candies is a profitable line in a retail grocery store is greatly in evidence by the number of grocers who are handling candy as a regular staple line and not as in the days gone by as just something to give the kiddies when they come into the store. Many grocers have now candy departments equipped with special fixtures in order to display candy in such an attractive manner that sales show a steady increase each working day.

Sales on Big Scale

No better proof of this assertion can be had than in the store of D. W. Stenson, Sherbrooke, Que., where the sales of candies during the past year have averaged more than $1,000 a month.

Display has been a big factor in building up this part of the business, and the store now enjoys the patronage of regular customers who make it a point to drop into the store for their weekly box of sweets.

A section of the store, near the front entrance, is set aside for the candy department. Here are to be seen many lines of candies both in bulk and in plain and fancy packages, attractively displayed in show-cases and on a specially constructed counter.

Display is made a feature in the D. W. Stenson store which is greatly enhanced by the general cleanliness, and sanitary arrangements which at once is attractive and assists materially in permitting the firm to give better service, handling the customers expeditiously and at the same time developing a larger volume of turnover.

Showing the layout of the store of D. W. Stenson, Sherbrooke, Que., and effective interior displays that help sales.

Display Goods Attractively

"You cannot hide goods behind the counter or in the warehouse and expect to sell them," said Mr. Stenson. "Display goods attractively where they can be seen, and they almost sell themselves." A glance around the store is proof enough that Mr. Stenson's theory is carried out in every-day practice.

In the centre of the store is a circular hot-water radiator, that is used for heating purposes. During the summer season, however, this radiator is used as a display stand. At the time the Canadian Grocer representative was in the store, this stand had on it an attractive display of summer beverages, grape juice, lime juice and fruit syrups. The store has built up a big demand for these lines, simply by encouraging customers to buy in dozen and case lots.

Full Shelves Make Sales

Particular attention is also given to the shelves. "Empty shelves are a poor advertisement," remarked Mr. Stenson. "Besides improving the appearance of the store, full shelves and show-cases tend to make sales. People see things and often they see something they need, but had forgotten at the moment."

A coffee grinder is one of the fixtures of the store and since its installation, sales have more than doubled. The store enjoys a reputation for selling high-grade merchandise. "More people are buying the better class of goods than ever before," said Mr. Stenson. "This habit to a great extent was acquired during the war period. Money appeared to be freer, and people got the spending habit and the price did not seem to make a particle of difference, providing the quality was there. Even now, with a certain amount of tightness in money, they still continue to buy the higher grade articles."

Carries High Grade Goods

Evidence of the quality of merchandise carried, is seen in all parts of the store. A bottle here, a can over there, in fact anywhere that the customer will

(Continued on page 29)

Another section of the store of D. W. Stenson, Sherbrooke, Que.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER

Vol. XXXV. TORONTO, SEPT. 16, 1921 No. 37

Commerce Like An Automobile

A LEADING business expert of the country speaking recently compared the commercial machinery of the nation to an automobile which, after travelling at a high rate of speed along a good stretch of road, suddenly stopped dead still for lack of motive power—public confidence. The tank has been refilled and the machine is now resuming its journey. But it stopped in "high" and the gears had to be shifted to "low," which explains the comparatively slow speed that has been noticeable for the past months. Little by little, however, the car is going to pick up, and before long it is safe to predict that business will be back on the straight, even stretch of average demand.

There isn't going to be any boom, such as marked 1919 and the early part of 1920. No merchant who has the interests of his organization at heart hopes for a moment that there will be, for this would only mean an intensification of the trouble which caused the recent slump, but there is going to be a steady, healthy increase, a gradual return of average buying at average prices.

Meanwhile it is the duty of every retailer to see that public confidence is not only restored but that it is kept restored. Advertisements and sales must be watched as never before. Prices must be maintained at levels consistent with a fair and reasonable profit. The jagged corners of unnecessary expense must be polished off and waste reduced to a minimum. The journey during the next six months is going to be easier than it has been during the last year, but there are still a number of obstacles to be overcome, a number of bad spots to be watched.

Bearing this in mind, it only remains for the merchant to speed his sales force up to the limit, to set his whole heart and soul and driving power upon the attainment of a goal which he will find he can reach if he really wants to, and then—to step on the gas!

The Exhibition And The Retailer

THE Canadian National exhibition for 1921 has passed into history. With a record again established in point of attendance this annual World's Fair, as it might be called, is growing at such a tremendous rate, that it might well be termed the biggest thing of its kind, occurring yearly, in the world.

From the retailer's standpoint it is of an educational value that cannot be over-estimated. With the completion of the Pure Food Building before another exhibition rolls around, the grocer next year will find in one centre, the exhibits of food products, in which he is most interested. The erection of this Food Building will be the filling of a need that will be equally appreciated by manufacturers of foodstuffs, retail grocers and public alike.

The establishment this year too of a retailers' day by the exhibition directors is fit and proper recognition of the retail merchant's place in the national life of the country, and it is to be hoped that this day is a fixture in the program for this annual event. The setting apart of such a day affords retailers an opportunity to meet together for the exchange of ideas and discussion of problems that cannot fail but be beneficial to all concerned.

Crops Are Undamaged

WITH increasing assurance comes the news from the Western Provinces that the recent storms have not had the damaging effect upon the crops as at first feared. Present indications are that the worst that can be expected is a slight delay in threshing and deliveries.

All eyes have been turned towards the west since the beginning of harvesting, and weather conditions are watched with the greatest interest. The world situation in wheat is such that any reduction in the yield will undoubtedly be serious to business in general, resulting in higher prices. An evidence of this was manifest immediately when news was received that cold weather and snow were sweeping over the Western Provinces. This report had the effect of advancing prices to as much as five points, but when reports started to come through that the crop was not seriously damaged, the wheat market showed signs of easing, and prices dropped to the same position as they were before the flurry.

Editorials In Brief

We know a man who can make good on any proposition he essays. He tells us it is because he never tries to sell a line he isn't positively satisfied with as being good goods.

* * * * *

There is a lot of philosophy in the thought that, whilst the cock does all the crowing, it is the hen that lays the egg.

* * * * *

The trade journal you never take out of its wrapper is about as useful as a nut you don't take out of its shell. You have to open them to get out the meat.

* * * * *

In arranging your window display, don't try and see how much merchandise you can crowd into your window. Leave plenty of space between articles displayed, and your window will carry a punch.

CONDUCTING A BUSINESS ENTERPRISE

Continued from page 24

the right side, and placing it in the income section. If the business is such that the items are too numerous—and it is possible to take an inventory frequently—then the profit on the sales is determined as follows:

Stock on hand begining of period ..... $
Add stock purchased during period ..... $

Deduct inventory end of period .....$

Difference is cost of goods sold ..... $
Sales during period . $
Deduct cost of goods sold, as above .... $
Difference is profit on sales ..... $

Profits on Contracts

(Accounts No. 21.)

When a contracting business is carried on, the profit on the contract—which is the difference between the cost of the operation (whether in material, labor or other expenses) and the price charged the customer—is credited on the ledger sheet on the right-hand side, and placed under this income section.

Interest on Bank Balances

(Account No. 22.)

This is the amount which your bank allows for average cash balances. It is placed on a ledger sheet—it is credited on the right-hand side under this scetion, from your cheque book.

Discount on Merchandise Purchased

(Account No. 23.)

This item is self-explanatory. Rarely does a merchant who discounts his bills find his way into financial trouble. The bills discounted are carefully noted in the cheque book and the amount of discount is credited on the right-hand side of the ledger sheet, and filed in this classification.

Items of Income Not Classified

(Account No. 24.)

All income that the business may produce which could not properly be placed in the other income classifications, should be entered in this section on the right-hand, or credit, side of the ledger sheet.

This will be concluded in next week's issue

Too Good to Be True.

"Taste that syrup, once, and see if it isn't the real maple!"

"I did. It tastes so perfectly like maple that it surely must be adulterated with something! That we used to make from the tree didn't taste that way."

Quite Likely that Fall Trade Will Show a Big Improvement Because of Fine Western Crops

Edward Beatty, President of The C.P.R., Views Outlook With a Cheerful Eye—Says Canada Is On Sound Basis—Optimistic Over Unemployment Conditions

EDWARD BEATTY, President of the Canadian Pacific Railway, is full of faith and optimism in the almost immediate business future of the country. Mr. Beatty, accompanied by other railway officials, is on a tour of inspection of Western lines at the present time.

Discussing the business situation, Mr. Beatty said: "While there still exists a pronounced quietness in business, especially in Eastern Canada, it is possible, indeed probable, that during the fall months of the year there will be an improvement, largely due to stimulus in increased purchasing power because of the excellent Western crop. It is not to be expected that the revival in general business will be other than gradual, and it easily may be next spring before a general tendency toward normal conditions is observed.

"Unemployment exists in particular localities to a considerable extent, but it will not, I think, become acute during the fall months. There will undoubtedly be considerable unemployment during the winter, but the possibility of it has been thoroughly appreciated for months, and the Governments, municipalities and corporations are prepared to take such steps as they legitimately can to reduce it by the only proper means, namely, by providing work, wherever possible. Any other method of relieving the situation should be considered only because of absolute necessity. There is still some shortage of labor on the railway for maintenance work and while good weather prevails the forces may be increased.

"There is, I am glad to say, a steady improvement in the financial situation, and a good demand for high-grade securities, especially in the United States. These conditions undoubtedly will be reflected in a short time.

"There is nothing in the situation which should cause pessimism. The problems we have to face are known and therefore, capable of being dealt with. The period of rigid economy which we have gone through was not without its advantages. In no other way could an adequate appreciation of the situation be obtained, and, while avoidable expenditures of necessity have been deferred, they will mean the carrying out of all necessary measures as soon as conditions warrant. Work deferred is not work completed, and extensions and additions to existing plants will be necessary even to meet a normal expansion of business next year.

"Conditions in Canada are fundamentally sound. There has been nothing in the nature of an acute depression, especially as compared with other countries. It is, I think, a fact, however, that the two great necessities for this country's advancement, namely, the obtaining of suitable settlers in as large numbers as possible and the attraction of capital for extension of Canadian enterprises, should be given the most serious consideration now, and not later."

EXPORT TAX ON GREEK CURRANTS

G. Manolopulos, of Patras, Greece, writes as follows to his New York representative, J. do Grandmont & Co.

"Prospects for marketing the new crop are far better than last year on account of the fact that almost no stocks remain on hand. As to prices, nothing can be said at present as everything depends entirely upon the exchange and the retention certificates, the latter being a tax of 35 per cent. which has to be paid to the government. If the crop turns out small this 35 per cent will have to be paid partly in gold and partly in goods, whereas when the crop is large same has to be paid in goods only. The currants thus obtained by the government can be used for domestic consumption only. If, therefore, 35 per cent. is taken off the total crop the tonnage available for export is considerably reduced, which in turn makes prices higher. Should, however, only a small percentage of five per cent. in goods and 30 per cent. in gold be demanded by the government the quantity available for export becomes larger, which makes prices lower. Prices have declined since October last because of the bad situation of Greek exchange. Demand from England at the moment is very small, but America, Germany and Holland have been good buyers. Local stocks of currants in Greece at present amount to about 1,900 tons, and it is the general opinion that this balance will soon be shipped to America, Germany and Holland, thus leaving the market bare of stocks at the beginning of the new season. Currants already shipped to Canada and the United States in 1921 amount to 14,877 tons.

Cost Down for Pure Food Building

Plans Slightly Amended And Lowest Tender is $60,000 Less Than In the Spring—If Sufficient Space Taken Up At Once Work Will Likely Begin This Fall—New Executive For Food Products

BY STAFF CORRESPONDENT

TORONTO, Sept. 14.—The endeavor of the Canadian National Exhibition was brought a mile post nearer last week at a joint meeting of the Food Products Association and the directors of the Canadian National Exhibition. This meeting was held on Thursday afternoon, second week of the Exhibition, in the Administration Building, Exhibition Grounds. About forty representatives of the food manufacturers were present. H. M. Cowan, chairman of the Food Products Association, presided.

G. T. Irvine, vice-president of the Canadian National Exhibition covered the situation so far as the new tenders on the amended plans were concerned and showed that the proposed new building would cost approximately $140,000 which is $10,000 below the original estimate. When the tenders were opened for the building last spring the lowest was $201,000 or $51,000 above the estimate. This was why the erection of the building was held over.

Contracts Now Necessary

The manufacturers later were asked by Mr. Irving the approximate amount of space they would require and practically every firm present reserved the same amount or more than last spring. It remains now to get a sufficient number of contracts signed for exhibit space before the city will go ahead with the new building.

The tenders had been called for and were opened on Tuesday, prior to the meeting. Mr. Irving pointed out that the lowest tender for the masonry, carpentering, roofing, painting, etc., was $102,000, with $8,950 additional for plumbing, and $4,587 for electrical work, making a total of $166,087. Allowance had been made in this for interior work, which the architects estimated at $10,000. In addition to these costs, there is a temporary wall on the east side, the addition of buff pressed brick, the architect's fee, etc., which brought the total cost to approximately $140,250.

There would be approximately 25,600 feet for exhibit space.

Sixty Cents Maximum Cost

In the original contract covering the reservation of space it was stated that if the building cost more than the $150,000 there would be an additional 5c per square foot for each additional $10,000 cost. Mr. Irving said this clause would be struck from the new contract so that the space would not cost more than the 60c per square foot.

Contract forms are to be sent out by the Food Products Association and the result will be known in a week's time or so. If there are sufficient contracts to take up nearly all the exhibit space, and the city is prepared to go on with the work there will be a certain amount done this fall such as some masonry, drains, etc., and it would be completed in good time next spring for next year's exhibition.

The new building will be located north of the Grand Stand and will be the first new building to be erected in accordance with new plans made of the entire grounds.

Allowance For Shortage

Each exhibit is 16 feet deep which allows for a false wall at the rear and 4 foot of space for storage purpose. These spaces are divided into 12 foot units. Manufacturers may reserve 12, 24, 36, 48, 64, or 72 feet, as they desire. Contracts are to be made for a term of ten years, so that the city will be sure of getting back the cost of the building Mr. Irving covered the point that if a firm could not use their space for the entire length of time, it could be sublet to someone else acceptable to the Exhibition Board.

It was also stated that all Food Exhibitors would be placed in the new Pure Food Building.

Booths Not To Be Uniform

One exhibitor asked about the width of the aisles. These range from 20 feet wide. Under the proposed rearrangement of the grounds, there will be a receiving room to the north of the new

of course be a few years before this will be consumated.

Each exhibitor erects his own booth so that the booths will not be uniform in design. Sam Harris, one of the exhibition directors, will be the superintendent of the new building.

One of the present exhibitors in the Manufacturers' Building took up the point that Manufacturers were not allowed to have signs hung up in their booths, announcing that goods were on sale and the price. He pointed out that while this was not permitted, other firms were allowed to call out the name of their goods and the price. This matter was thoroughly discussed with representatives of the Exhibition Board, and it is quite likely the regulation covering it will be amended before next year.

Further progress toward securing the new building will be given in future issues of CANADIAN GROCER.

FOOD PRODUCTS EXECUTIVE

The Food Products Association selected the following committee at their meeting on Thursday last:

H. N. Cowan, President, Cowan Co.—Chairman.

W. C. Patrick, President, W. G. Patrick & Co.—Vice-Chairman.

Executive Committee — Joseph Ruddy, Vice-President, Canada Starch Co.; James Wagstaffe, Managing Director, Wagstaffe, Ltd.; Thomas Shortiss, President, Quaker Candy Co.; William H. Dunn, President, W. H. Dunn, Ltd.; Chas. T. Miller, Toronto Manager, T. H. Estabrooks Co., Ltd.; George W. Varty, Toronto Manager, Walter M. Lowney Co., Ltd.

B. T. Huston, manager, Canadian Grocer—Secretary-Treasurer.

Membership for the year 1921-1922 was placed at $5.00 to cover printing, stenographic work etc.

EXPECT GOOD RAISIN CROP

Malaga, Spain.—Although the raisin crop has suffered by rain up to the present time, causing mildew and other diseases, and while some districts have suffered much more than others, the fine weather which set in a week ago has improved the condition of the vines considerably, and such vines as did not suffer as well as those that were properly cured are progressing wonderfully.

However, the plantations situated on the low lands have suffered seriously, and especially those districts from which the first alarming reports issued.

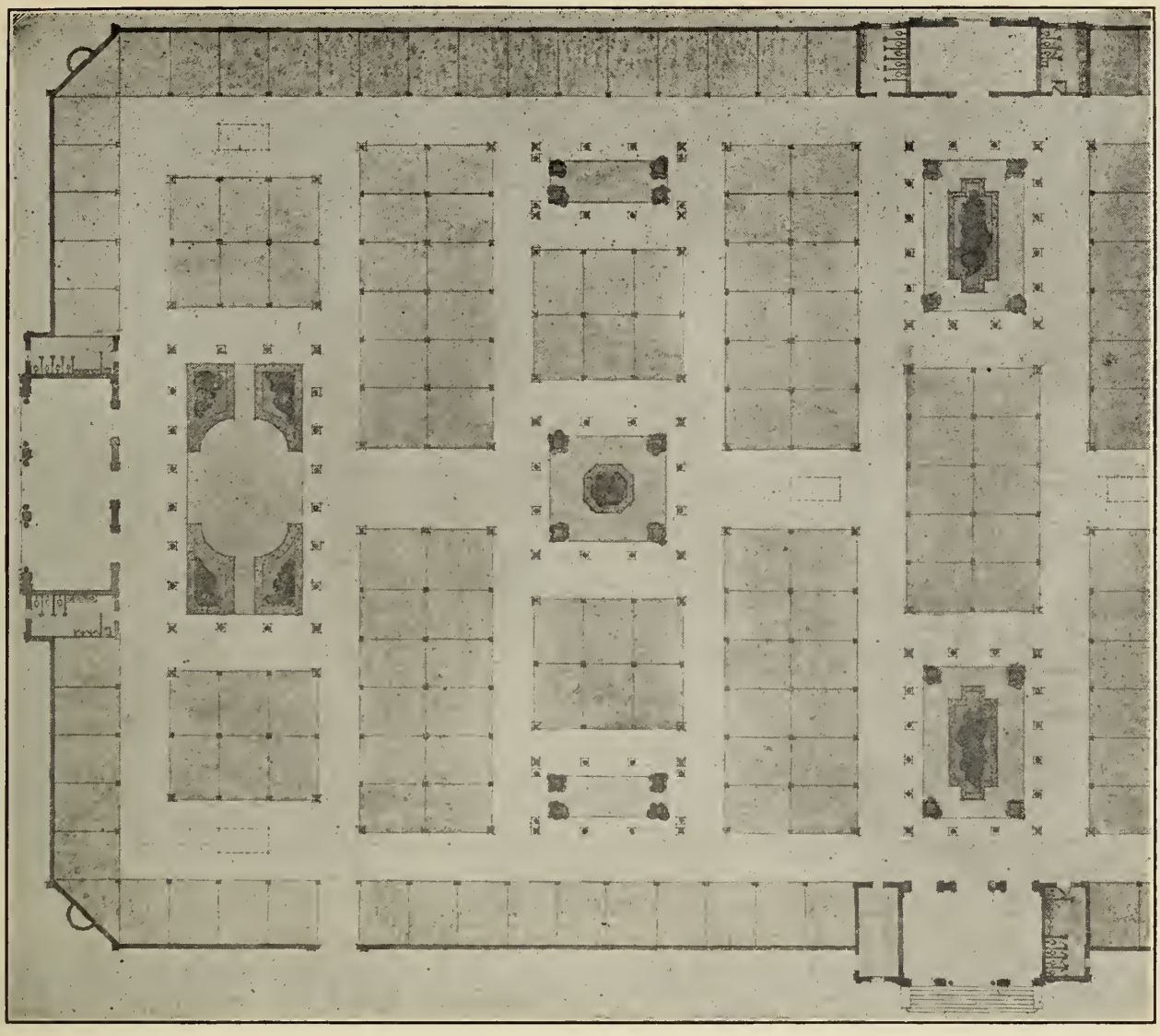
From what can be ascertained now the damage referred to, although heavy, will not be sufficient to cause a scarcity of fruit, because, while the low lands have been inundated, the hilly lands did not get more rain than they could absorb, leaving them in splendid condition to produce a nice, large and succulent fruit, which will compensate to a large extent for the damage done.

Last year's crop of Malaga muscatels amounted to 12,000,000 kilos, according to official statements, which is considered a large crop, and even if damage to the present crop should be as estimated (2,000,000 kilos), which I consider exaggerated, it would still leave 10,000,000 kilos, which would be larger than a fair average crop.

Poorly Preserved

"When they gave the pitcher the razzberry and all the fans crowded around, my boy was injured."

"Hah? Suffering from an overdose of razzberry jam, eh?"



Reproduction of Architect's ground floor plan of the proposed new Pure Food Building. This shows the location of the six open-air court-yards and the arrangement of the booths. Each small rectangular block represents a space 12 feet wide by 16 feet deep. West and south entrances are shown and the receiving door on the north.

HOT SUN PUTS SUGAR IN GRAPES

(Continued on page 22)

On top of all this we have just a little wind. The Weather Man said the records for 33 years show that the average hourly speed, velocity he called it, is about 5.6 miles per hour. There is a little more wind, on the average, during the summer months, which adds somewhat to our comfort. On the other side of the Rockies, this is just the opposite, you get the most wind in the winter when you want it and need it the least.

Heat is Necessary

There are a lot of other things I could tell you about our weather out here, but I guess I have hit on all of the important points. Don't get the idea that it doesn't get real hot here in the summer. We want it to get hot, for that is what puts the sugar in the grapes and does the job of drying up in good shape. Our Chamber of Commerce had a happy thought when they called this Valley the "Garden of the Sun." If the old boy should fail us just once, there would be no more nuggets of California sunshine for you to sell, and I would have to go into some other business.

Sue sends her regards along with mine, and we all hope you prosper and continue to be happy. I want you to be sure to write me, care of "Canadian Grocer," if you want to know anything you think we can help you with.

Fresno, Cal., Sept. 4.

Fred K. Howard.

CANDY SALES FIGURE LARGE

(Continued from page 25)

notice them, these goods are displayed. "Any place where people can see them is a good place for display. People like to pick things up and look at them," claims Mr. Stenson.

The D. W. Stenson store is situated on a corner, which is an admirable location for the conducting of this business. At the rear of the store proper is the order department, where all orders are assembled for delivery. This department has all the regular fixtures and appurtenances that are in the front store, computing scales, meat slicer, etc. The shelves are also kept filled, which makes for quicker and efficient service.

D. W. Stenson commenced business in 1888 with a capital of $50. But by hard work and perseverance and keeping abreast of the times, he has built up a business that ranks well up to the top. This requires a large sales force, to say nothing of the three teams and one automobile to take care of the deliveries.

NATION'S FOOD EXHIBITION IN LONDON

The Nation's Food Exhibition is being organized for Olympia, London, England in September, 1922.

The joint organizers are the International Trade Exhibitions, Ltd., and the Trades' Markets and Exhibitions. Ltd., controllers of the Confectioners' and Bakers' and the Grocers' Exhibitions for the past twenty eight years. The offices of the Nation's Food Exhibition are at Broad Street House. New Broad St. E. C. 2., London, Eng.

Where Swift Canadian meats and other products were shown at the Canadian National Exhibition.

Swift Canadian Co. in Dairy Building

THE exhibit of the Swift Canadian Company, Ltd., in the Dairy Building at the Canadian National Exhibition, as in other years, again drew large crowds and was the center of much favorable comment. The display was something different, in that it was of an educational character. In the center of the exhibit was arranged a full side of beef, which was marked off with narrow blue ribbon showing the various standard beef cuts. Each cut was labelled with a number, and in front of the side of beef were the individual cuts with a numbered card attached stating the name of the cut and the household cuts made from it. This showed exactly what part of the carcase the various cuts were taken from and should be a means of enabling housewives to buy more intelligently.

Swift's fancy and miscellaneous meats were tastefully displayed and created unusual attention. Such lines as calves' and pork brains, beef sweetbreads were prominently featured and should create a bigger demand for these products from which many tasty dishes can be made.

Swift's Premium Hams and Bacon, recognized by the trade and consumer alike as the standard for quality, occupied a prominent place in the display.

Swift's Cotosuet Shortening and Swift's Premium Oleomargarine were also displayed in an attractive manner.

Taken altogether the display of the Swift Canadian Company, Limited, brought many favorable comments from thousands of visitors and created a very favorable impression which is bound to reflect in a greater demand for the company's products.

This publicity together with the national advertising being done by Swift Canadian Co. should pay dealers to feature the Swift lines prominently in their counter and window displays.

Hundreds of infants weighed by a trained nurse at the Borden booth; and the merits of Borden's evaporated and condensed milk were here demonstrated.

Borden Booths Attract Thousands

ONCE again the exhibits of the Borden Company Limited were the center of interest in the Manufacturers' Building at the Canadian National Exhibition. As in other years the Borden Company had two booths, one featuring Baby's Welfare Work, Eagle Brand and St. Charles Milk and the other Borden's Reindeer Coffee and Reindeer Cocoa.

The Baby Welfare Booth was in charge of a Trained Nurse who was kept busily engaged answering the numerous questions put to her by mothers with their babies in their arms, who called to have the baby weighed on the Special Baby Scale and to consult about the proper nourishment of their little bodies. This clearly proves the steadily increasing popularity and confidence of the public in Borden's Eagle Brand Condensed Milk.

It was freely expressed by the thousands of visitors who daily thronged around the booth that Eagle Brand is the most satisfactory source of nourishment for artificially fed babies. Statistics show that more infants are reared upon Eagle Brand than all other baby foods combined, including fresh milk.

St. Charles Evaporated Milk was featured as a fresh milk supply, being poured on cereals and whipped as a cream served over jelly. These features brought home a forceful message to be long remembered by the housewife as an economical and serviceable article of food in every home.

At the Borden Reindeer Coffee Booth, many thousands of men and women had the opportunity of tasting the delicious flavor of Reindeer Coffee and Cocoa and were greatly surprised to learn that such delightful beverages could be made by simply placing a teaspoonful of either lines in a cup of boiling water—without the troublesome cooking and not being required to add sugar and cream as these last two items are contained in Reindeer Coffee and Reindeer Cocoa.

Visitors at both the Borden booths were given cook books and other advertising material which undoubtedly will increase the dealer's business on the Borden products.

Harry Horne's Products are Big Sellers

Where double cream custard and other Harry Horne products were demonstrated during the two weeks of the exhibition.

THE above illustration will give you some idea of the large and attractive display of The Harry Horne Co., Ltd., and of the goods manufactured by this firm. The display comprised "Double Cream" Custard, NU-JELL (the perfect Jelly Powder), Horne's Rapid Puddings, Extracts, Double Cream Baking Powder, Tartarine and Garden and Cooker Brand Package Peas.

25,000 Souvenir Cans were disposed of, 15,000 Hand Bags and 50,000 balloons, all bearing the slogan of HARRY HORNE'S "DOUBLE CREAM" CUSTARD is simply delicious, and NU-JELL IS A PERFECT JELLY POWDER. Twenty-two thousand packages of NU-JELL were sold over the counter to the various housewives who visited the exhibition and the writer will venture to say that every first-class grocery will now have a demand from the public for this high-class jelly powder.

The wholesale price is $15 per gross with 20 per cent. discount in 5-gross lots f.o.b. Toronto.

As NU-JELL is made by the Harry Horne Co. who are makers of the famous and delicious "Double Cream" Custard Powder, the retail trade is well assured that it is a jelly powder, excellent in flavor and sets quickly and firmly.

Peek Frean's Biscuits Represent Quality

Peek Frean Biscuits found a brisk inquiry at the Canadian National Exhibition again this year—People who demand quality want the Peek Frean.

AGAIN at the Canadian National Exhibition the exhibits of Peek Frean's English Biscuits attracted the attention of thousands of people who were familiar with the name and the superior quality of the biscuits. Eighty thousand tasting samples were handed out to the people (with a taste for first-class biscuits) and this along with the attractive display will undoubtedly create a longing for more of the P. F. Varieties of high-class specialties.

The exhibit was conducted by Harry Horne who is the Ontario Representative of the firm.

Price lists and samples may always be had by request from The Harry Horne Co., Ltd., of 1297-99 Queen St., West, Toronto.

One of the most attractive exhibits underneath the grandstand at the Canadian National Exhibition was that of Kerr Bros., manufacturers of high-class Chocolates and Butter Scotch.

Kerr's Candy a Popular Confection

FROM the prettily decorated booth in the Kerr plaid, under the grandstand, at the Canadian National Exhibition, Toronto, thousands of packages of Kerr Brothers Butter Scotch were sold during the two weeks of the exhibition. Chocolates too, manufactured by this Toronto firm were disposed of in large quantities. Hundreds of people bore testimony to the high standard of quality of these confections, and the repeat orders, the demands for more, indicated in a measure, the growing popularity of Kerr candies.

Kerr's Butter Scotch is a confection that wins favor. It is smooth and delicious to the taste, always fresh, and absolutely wholesome. As a candy for either children or adults it can be safely recommended, and particularly for the former, parents can make no mistake in allowing their kiddies a goodly share of the same. It is not compounded of ingredients impure or artificial. It is made under the most ideal conditions, of pure cane sugar and the finest of creamery butter, and the fact that it is wrapped in paper, and sold in packages, guarantees a perfect condition when it reaches the consumer. Kerr's Butter Scotch is a splendid line for the grocer to carry. It represents quality, as well as profit to the retailer. Hundreds are going to ask for it, and it will be well for you, Mr. Grocer, to keep it in stock.

Kerr's chocolates were equally popular at the exhibition, and are gaining a firm foothold on the Canadian market. In the plaid boxes they are attractive to the eye, and the contents of these packages are unexcelled. Made with delicious fillings, and pure chocolate, always fresh, they are in demand. The ladies in charge of the booth were kept on the move all the time serving them to the thousands that were attracted to the pretty booth.

The artistic arrangement of the booth was easily the finest under the grandstand, the decorations emblematic of the Scotch and depicting "Robby Burns" in his time, showed considerable originality, and won much favorable comment.

Kerr Bros. chocolates and Butter Scotch are manufactured in Toronto at 54 Wolseley Street. Many grocers already have had considerable success in selling them, and many more will find it advantageous to stock them for their customers will demand them.

A delicious cup of Postum was a favorite with the exhibition visitors and thousands of cups were dispensed from this booth during the two weeks of the Great Fair.

Postum Cereal Gains New Friends

MORE business than ever before was the pleasing news at the booth of the Canadian Postum Cereal Co., in the Manufacturers' Building at the Canadian National Exhibition, Toronto. The three lines of the company were served to the public. Delicious cups of Postum were given to thousands who attended the Exhibition and who called at the very attractive booth of the Canadian Postum Co. New friends were made for this delightful drink, and, judging from the enormously increased sales, Postum has established itself for all time to come with the Canadian public. Words of commendation and praise were heard on all sides for this invigorating beverage, which contains nothing of an injurious character. One only had to try a cup of this refreshing beverage to realize that it was all that the demonstrators were claiming for it.

Post Toasties, too, had a tremendous "run," and it was with difficulty that sufficient stock could be kept to supply the ever-increasing demand. Sales mounted into hundreds of packages, and the popular favor with which this breakfast food has been acclaimed by the people of this Dominion was proved beyond all doubt at the Canadian National Exhibition this year. Of a high standard of food value, appealing to the taste, conveniently prepared, economical in value, it is an instant favorite wherever it has been given a trial. The sales at the exhibit this year are significant, inasmuch as they indicate the demand that will exist for Post Toasties, and should be sufficient incentive to the retail trade to stock them on a scale equal to all requirements.

Grape Nuts continues to grow in popularity, and this product, too, was a ready sale at the company's booth. The value of eating Grape Nuts as a breakfast food and the many other ways in which the product may be used were clearly demonstrated. With each sale of any one of the three lines of the Company, a sample of the other two was given to the purchaser.

Junket Ice Cream proved as popular as ever in the Chris. Hansen booths at the Canadian National Exhibition—Junket tablets and powder promise to be in greater demand than ever.

Junket Wins New Friends at Exhibition

EXHIBITION visitors as in former years, and particularly the women folk crowded around the exhibit of junket at the Canadian National Exhibition. Learning something new from the demonstrators, about the dainty concoctions that can be made from junket, the women have gone to their homes with fresh suggestions for appetizing desserts. Little books of recipes telling all about junket and what can be done with it, either in the tablets, or in the powder form, were given away. Among other dainties, junket is now used in the making of ice cream, and for this purpose it is increasingly popular.

Grocers will find it profitable to push Junket either in the tablets or in powder. The retailer can recommend it because of its nourishing qualities, ideal for the sick and used extensively in hospitals, not only for its economical value, but because it can be quickly prepared.

From an economic standpoint apart from the fact that it is a delicious as well as a most nourishing dessert, grocers can "push" the sale of Junket in their stores. The Exhibits in the Manfacturing Building, and under the grandstand at the Canadian National Exhibition, convinced many hundreds of people of the appetizing desserts that can be made from Junket Tablets and Junket Powder.

Junket Tablets—ten in a package—each one representing a quart of dessrt, recommends itself as an easily prepared dish at any meal. In a dry place the tablets will keep indefinately. To the tablets, flavoring and sweetening have to be added. On the other hand Junket Powder contains all the ingredients for a dessert. It is already flavored and sweetened, and it is only necessary to add one pint of luke-warm milk. No cooking is necessary, and it takes only ten minutes to set. It is got up in four flavors, Raspberry, Vanilla, Chocolate and Lemon.

Junket is manufactured at the Chr. Hanson Laboratory, Toronto. This concern also makes food coloring, used extensively for ice cream, junket, candy, etc., put up in four colors, Red, Yellow, Gold and Green. These colors are absolutely pure and harmless, and may be used in any quantity in perfect safety. Buttermilk Tablets, and Butter Color for butter or butter substitutes, made from vegetable color, are also manufactured by the Chr. Hansen Co. These were all shown at the Exhibition.

Logie, Sons & Co., 32 Front St. West, Toronto, are the Canadian seling agents for the Chr. Hanson products.

Laitova Lemon Cheese and the Kkovah Pro ducts were served freely to thousands of people from this booth at the exhibition. Gen erous praise was heard on all sides for these popular lines.

Laitova Lemon Cheese is Delicious

"WHY! There is Laitova Lemon Cheese that we used to get at home," exclaimed a woman, whose accent proclaimed her a former resident of the Old Land, as she came upon the Khovah booth in the Manufacturers' Building at the Canadian National Exhibition. She was invited to sample some again, and forthwith she bought a package inquiring the while if it could be obtained at the grocer's. When told that almost every grocer is now carrying it, she at once remarked that she would see to it that she got it in the future.

Laitova Lemon Cheese is a delicious preparation, ready to eat with toast, on biscuits or as a splendid filling for tarts and pies.

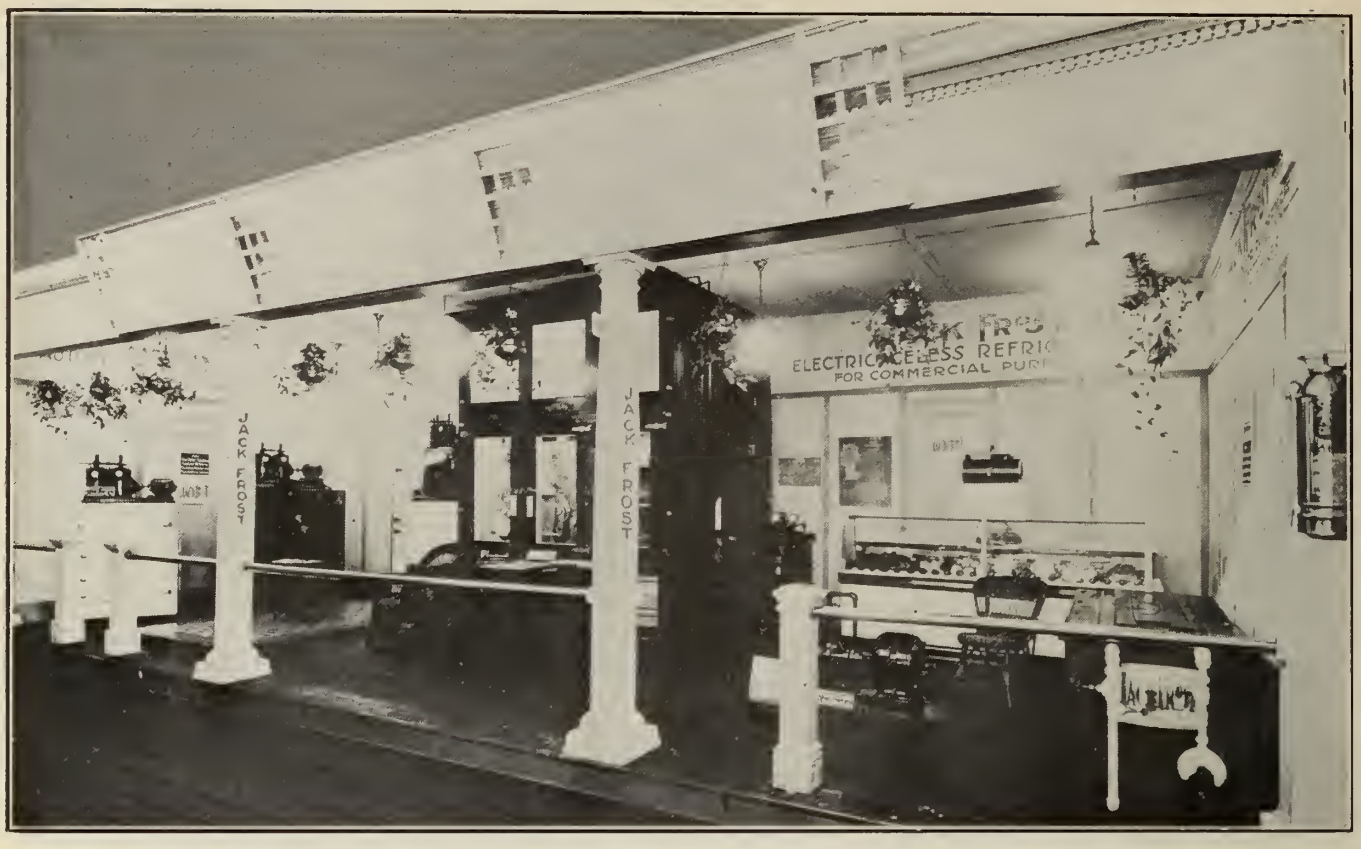
Mr. Grocer, it will pay you to always have in stock a full line of products made by the Kkovah firm. Your English customers will demand it, and now that Kkovah has won such a firm place in the minds of the Canadian people and since they are now Canadian products, you will have no trouble selling them to Canadians.

The famous Kkovah preparations, shown in one of the most attractive booths of the Exhibition, won fresh laurels in the way of popularity this year. Hundreds of people daily sampled these wonderful products, and it is no exaggeration to say that five out of six people who tasted the delicious custard made from the Kkovah product, went home with a tin of it. It was served with fruit, combining a dessert, both tasty and nourishing. Kkovah Custard requires no eggs. It may be made almost instantaneously, only requiring the addition of milk and sugar. One tin makes six pints of custard, and it can be made thick or thin as the person desires. It is splendid for custard pie, and so easily prepared that even a child can make it.

Kkovah Health Salt continues to outclass all other products of its kind in point of sales. It is absolutely unbeatable, both as a health salt or as a refreshing beverage taken each day, in order to keep the body fit.

Visitors were invited to have a glass of Kkovah Lemonade or Kkovah Orangeade. Kkovah Granular Lemonade makes a delightful refreshing beverage in almost less time than it takes to say it. No sugar is required in the preparation. It only needs water and there you have a glass of lemonade that is bound to please the most fastidious. A more recent Kkovah product is the Orangeade, as easily prepared as the Lemonade and as equally delicious.

Distributing agents for Kkovah products are Langley, Harris & Co., Ltd., Front St. E., Toronto.



Hundreds of retail grocers were impressed with the Jack Frost method of refriger ation as shown in this booth—Iceless refrigeration won many converts at the exhibition.

Jack Frost Method of Refrigeration

THE JACK FROST exhibit in the Industrial Building at the Canadian National Exhibition, proved one of the most interesting from the standpoint of the retail grocer. Thousands of merchants were shown the wonderful possibilities of a Jack Frost refrigerating system for a retail store, and just as surely as the electric light has superseded the candle dip for illumination, so is Jack Frost steadily climbing to the top as the most efficient method of keeping foodstuffs fresh, eliminating waste and at the same time building up a large volume of turnover.

These points were demonstrated by actual exhibits. In the centre of the booth was installed a standard size butcher's refrigerator. At one end was a twelve foot glass top enclosed display counter and nearby an ice-making machine capable of turning out 240 pounds of clear, clean ice every twenty-four hours. These were all operated by a one-ton Jack-Frost unit—which, by the way, is capable of cooling a space to the amount of 1,200 cubic feet.

The refrigerator and display counters were tastefully arranged with fresh meats and green vegetables, and after being on display continuously during the two weeks of the Exhibition, were just as fresh and appetising as they were on the first day.

One of the principal features of the Jack Frost system is the fact that it can be readily installed in any show window. The value of this every retail merchant will acknowledge, permitting tempting displays of cooked meats, bacon and fresh vegetables even during the torpid days of the summer months.

Jack Frost is not a refrigerator. It is a cooling system that can be easily attached to any make of refrigerator, show-case or window, in any store situated in a town or city wherein there is electricity and a water supply. Jack Frost keeps the cooling box at an even temperature throughout the entire year. It never varies, as the thermostatic control—a special feature with Jack Frost—automatically keeps the temperature at the degree decided. All that is necessary is to set the thermostat at a certain point, ranging from 20 to 60 degrees, turn on the power and Jack Frost will do the rest. There is no worrying about foodstuff spoiling over the week end or over a holiday. When the temperature in the refrigerator is obtained, Jack Frost instantly ceases to operate, but the minute that the temperature rises to as much as one half degree, the machine is again snapped on. A recent test of seven days duration showed that Jack Frost stopped and started 147 times but the temperature did not vary more than two degrees. The cost of operating Jack Frost is never more than 50 per cent. less than the cost of ice and the majority of cases have shown that the cost has been in the neighborhood of 25 per cent. of the cost of operating by ice.

To those merchants who were unfortunate in not being in a position to see the demonstration of Jack Frost, a post card sent to The Toronto Laundry Machine Co., Limited, Toronto, Ont., will bring a booklet describing this refrigeration system in detail.

65,000 of these Bars were sold at the Toronto Exhibition.

New Dominion Bar Makes Big Hit at the "Ex"

Judging by the big crowds buying the new Dominion Chocolate Bar at the Toronto Exhibition, the Dominion Chocolate Company are going to make big inroads into the bar business.

There are several features about this bar which all help to account for its instant success.

First and foremost there is the delicious smooth quality of the milk chocolate, which in flavor and texture are just exactly what the public — particularly the young folk—like best.

Then there is the individual sanitary carton which preserves the quality and flavor of the bar. This sanitary carton also enables your customer to eat his Dominion Bar as he wants—to eat a portion now and save the rest. The carton protects it—no loose wrapper to get torn or fall off.

The seven different varieties make another important factor. It gives such a wide range of choice. The varieties are—Sweet Milk, Vanilla, Almond, Raisin, Filbert, Peanut, Nut Lunch.

During the two weeks of the exhibition there were 65,000 Dominion Bars sold at five cents each. This, to say the least is "going some." Dominion Bars reach the trade packed in sealed cartons each containing 60 packages of two dozen bars.

All the leading jobbers are handling Dominion Bars and the factory is organized to provide for a big demand.

Let it make a big hit in your store

Dominion Chocolate Company, Limited

60 Duchess Street - - - Toronto

Zebo liquid stove polish promises to be a bigge r seller in the coming months judging from its popularity at the Canadian National Exhibition.

Zebo Liquid Stove Polish in Demand

RECKITT'S lines again proved their popularity, by the hundreds who stopped before the booth of Reckitt's (Oversea) Ltd., in the Manufacturers' Building at the Canadian National exhibition, inquiring about the various products, or to get one of the attractive gold pencils that were given away as souvenirs. More than one exclamation of delight was heard by the thousands of users of Reckitt's Blue, at the fact that other Reckitt products that had been off the market for some time, can now be secured.

The principal feature of the exhibit was Zebo the new liquid stove polish, which everyone possessing a fireplace will welcome as an old friend. It is clean, quick and easy.

The makers guarantee this liquid stove polish to contain no gasoline. Do you realize Mr. Grocer the risk you run in stocking products that contain this explosive?

The famous "Silvo" that for so long was unobtainable was again shown this year, and had many interested inquiries for it. Silvo polish, the new silver and plate polish, the housewife knows well, for it solves all her difficulties, associated with the thorough cleaning and polishing of silver and plate. It is in liquid form, which ensures cleanliness in use. With little effort it makes silver shine like new, and there is nothing injurious in it.

Practical demonstrations of Brasso were a feature, and just what this line will do in the way of polishing and brightening articles of brass, zinc, copper and steel, could be viewed by everyone. With Brasso it recommends itself for the reason that it is a lasting polish. You can clean an article to-day and it is not necessary to do so again to-morrow, merely brush it up. Many grocers were convinced of its qualities as a number one polish at the Exhibition and like every other Reckitt product will be pushing it in their stores in the months to come. Let the people see what it will do by having some articles of brass, copper or zinc before and after an application of Brasso. It is the best selling argument—a demonstration of what it will do, and the same can be carried out with very little extra trouble or expense. Brasso is a big seller and is constantly growing in popularity.

Zebra stove paste is easily applied and is declared by most people to be the finest stove polish available. It can be applied with a cloth and polished with a brush. The average grocer will find it profitable to talk it up with his customers this fall, when his trade is at the housecleaning period and is busy getting pipes ready for the winter months. They will find Zebra will do the work quicker and entirely to their satisfaction.

The scales manufactured in Canada by the Canadian Toledo Scale Co. Ltd., at Windosr, Ont., were shown in this booth in the Industrial Building at the Canadian National Ehibition.

"Honest Weight" is Assured in Canadian Toledo

OVER sixty thousand visitors to the Canadian National Exhibition at Toronto, were weighed on the Person Weigher scale, at the exhibit of the Canadian Toledo Scale Co., Ltd. in the Industrial Building. The exhibit of the Canadian Toledo Scale Co., Ltd. occupied its usual prominent position in the building, and was one of the finest displays at the exhibition. Being the largest automatic scale manufacturers in the world, over one hundred styles of automatic scales, weighing from a fraction of an ounce to thirty tons, are manufactured by this Company.

Representing the last word in computing scales, hundreds of retail grocers manifested great interest in this exhibit, and it is an assured fact that as a result of this comprehensive display of automatic scales, the Canadian Toledo has won increased prestige with the retail grocery trade of Canada. More than ever before, the grocer is going to consider the Canadian Toledo before buying a scale, irrespective of capacity required, for the Toledo is to be had in all sizes and styles.

Practical demonstrations and explanations of the operations and use of the Toledo were given by expert attendants at the exhibit, and no effort was spared to give detailed advice as to just what the Toledo will accomplish for the retail grocer, or in fact any merchant who requires scales in his business. Automatic computing scales covering the wide variety of sizes, that are embraced in the machines of the Canadian Toledo, serve every manner of need, where scales are required, and the absolute guarantee of accuracy, makes the Toledo the desirable scale for all purposes. No worry of overweight nor shortweight will be the grocer's, if he installs the Toledo. Rapidly computing values, the merchant is assured of correctness and on this account alone, apart altogether from the labor saving device that a Toledo constitutes, the financial outlay represented in the purchase of a Toledo is soon returned to the retailer, in the money it saves, by assurance of "Honest weight."

The presence of a Toledo scale in a store lends finish to the place. It is a decorative as well as a very desirable piece of equipment, and guarantees a square deal on both sides of the counter. The grocer will find eminent satisfaction in the Toledo, and will do well to further investigate its merits when contemplating the purchase of scales. These scales are now manufactured in the plant of the Canadian Toledo Scale Co., Ltd., at Windsor, Ont., and thus they constitute Canadian made products of the first order.

Interlake Tissue products were here shown in the Manufaeturers' Building at the Canadian National Exhibition.

Interlake Paper Products Mean Quick Turnover

ONE OF the most interesting and attractive displays in the Manufacturers' Building, at the Canadian National Exhibition was that of the Interlake Tissue Mills Co. This Company has exhibited at Toronto Exhibition its paper specialities such as Toilet Paper, Napkins, Paper Towels, and colored Crepe Tissues for the past five years. This year, the Interlake was the only Canadian Mill showing these commodities, also the only exhibitor, who at all hours of the day, continuously distributed their Interlake Brand Napkin samples. This has proven a great benefit to the dealers who carry this line, in assisting them to secure a quick turn over of Interlake Products.

Such brands of Toilet Paper as "White Cross," "Old Dutch" "Household," and "Blue Bird" have become so popular that it has been necessary to triple the capacity of the plant, so as to ensure prompt deliveries. Grocers will appreciate this is the only commodity they sell, which customers hesitate to discuss in detail, and the Interlake have endeavored to eliminate in their manufacture any cause whatsoever for complaint.

The paper towel is another line which is fast growing in popularity. Housekeepers are more and more appreciating their convenience and labor saving advantages for use in the kitchen, or for use in the bathroom. Many times in the kitchen, there is use for an absorbent paper, which is soft enough to polish glassware, or to mop up spilt liquids, grease, etc., for wrapping lunches, or as shelf paper, and many other uses too numerous to mention. This is a profitable article for the merchant, due to its constant repeat and increasing sale.

A most modern and complete plant is located at Merritton, Ontario. A Branch Sales Office is maintained in the McGill Building, Montreal, and the Executive Offices at 54-56 University Avenue Toronto. Retail Grocers who are not familar with the Interlake Products will find it to their advantage to get in touch with this Company.

Charm is a Ready Seller at Exhibition

Where "Charm" was demonstrated to thousands of people at the Canadian National Exhibition.

More than nine thousand orders for Charm were taken at the Charm Exhibit at the Canadian National Exhibition. This splendid record gives a small idea of the work accomplished to assist the retail merchant in creating a big demand for Charm and is an indication of the growing popularity of Charm as a household cleanser.

Practical demonstrations were also given which together with the thousands of samples freely distributed, and the fact that the orders taken at the booth are to be delivered through the retail grocer, undoubtedly will make Charm a real housewife's friend.

Unlike other cleansers, Charm is not a soap powder nor does it produce suds. Charm readily dissolves in water, making the hardest water soft, and as it contains no acid, sal soda, caustic soda, lye or potash, it quickly dissolves grease and dirt. Thereby a great deal of the tiresome and laborious scrubbing and rubbing is eliminated.

Charm is distributed to the retail trade through the regular wholesale channel, and is manufactured by the Galt Chemical Products Limited Galt, Ont., from Canadian material by Canadian workmen.

Mazola For Cooking Grows In Popularity

The increasing popularity of Mazola for cooking and for salads was greatly in evidence by the complimentary remarks and the interest that was freely expressed by the thousands of visitors who daily stopped at the Mazola Booth in the Manufacturers Annex at the Canadian National Exhibition. Tasty doughnuts, cake and pasties and salads made on the spot and in full view of the visitors, were freely distributed and favorable comments were heard on every side.

Every visitor was presented with an attractive cook-book. Orders were also taken for Mazola to be later delivered by the retail grocer. Some of these orders were obtained from visitors as far west as Vancouver nad even as far East as Halifax. In fact there was not a Province in Canada that did not get its share of orders; thus indicating that although Mazola is comparatively a new article to the housewives of Canada, it is rapidly becoming recognized as the one shortening.

Mazola is economical—one part going as far as two parts of other shortenings. Mazola can also be used over and over again for frying as it does not carry the flavor of one food to another.

Mazola is manufactured in Canada from Canadian Products by the Canada Starch Co., Montreal, who also manufacture, Crown Brand and Lily White Corn Syrups. Bensons Corn Starch, Silver Gloss, Lily White Starch and Casco Potato Flour.

The Mazola exhibits underneath the grandstand at the Canadian National Exhibition convinced hundreds of housewives of the merits of Mazola as a cooking oil.

Old Tyme Maple Butter made many new friends at the Canadian National Exhibition this year, and grocers are going to experience increased demand for all Maple Products from now on.

Maple Products Grow in Popularity

TO judge from the interest taken by the thousands of visitors who daily stopped at the exhibit of the Canadian Maple Products, Limited, in the Manufacturers' Building at the Canadian National Exhibition retail grocers are going to have a big demand for the products of this firm.

Maple butter is fairly well known to the trade, but apparently there are many people not familiar with this delightful food product that can be used for so many purposes. This was greatly in evidence, by the exclamations of delight, upon tasting the generous samples that were freely distributed to the crowd that daily thronged around the display, eager to sample the delicious Maple Butter.

Maple Butter is all the words imply. It is made from the pure sap of the Canadian maple trees, whipped to a smooth texture of the same consistency as butter, which makes it a delightful spread for bread. Nor is that all the use to which it readily adapts itself—as a cake icing it is simply irresistible and readily adapts itself to the making of cake filling and candy.

Old Colony maple syrup is also put up by this firm, and is recognized as the standard for quality. It has the genuine maple tang, that causes one's memory to dwell upon the childhood days spent in the maple woods at the first breath of spring.

Old Tyme Peanut Butter is the latest produet of this firm and is fast becoming the most popular brand in this line. Its smooth delicious flavor won many friends during the display at the Exhibition which eventually means a bigger demand and more friends for the retail grocer.

These products are distributed to the retail trade through the wholesale channel, but in case merchants are unable to get their requirements in the regular way, a line dropped to Canadian Maple Products, Ltd., Toronto, will have their wants supplied.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Quebec

W. H. Dunn, managing director of the Borden Milk Co. Montreal has returned to his office after his summer vacation.

Matin M. Sichel returned last week from a business trip to Boston Mass.

J. H. Magor, managing director of Magor, Son & Co., Montreal has left for a two week's vacation.

J. N. Hunter, Montreal representative of the California Raisin Growers' Association was in Chicago last week on a business trip.

E. L. Johnston, manager of the Montreal branch of the Oceanic Oyster Co., has returned from a holiday trip to the western provinces.

I. V. S. Benson, manager of the export department of Harrison & Crosfield's, Ltd., Montreal, is confined to his home with pleurisy and will not be back at his office for a few weeks.

D. J. Berne, manager of Leonard Fisheries, Ltd., Montreal, is away on his holidays.

Hudon Hebert Co., Ltd., wholesale grocers of Montreal, have secured the agency for Canada of the Marie Thumas canned vegetables which are packed in Louvain, Belgium.

Ontario

At a meeting held in Victoria building, Brockville, Ont., the retail clerks formed an organization, the objects of which are to improve conditions and hours of work, to co-operate with the employers in giving good service to the public, and assist as far a possible in building up the business of the community.

Thieves entered a grocery store at 363 Shaw Street, Toronto and got away with a quantity of groceries and tobacco.

M. Offstein, a grocer at 24 Queenston Street, St. Catharines, Ont., was instantly killed the other day while standing in front of his own place of business, by a street car, which ran off the track, and on to the sidewalk. Mr. Offstein leaves a wife and seven children. He was about 50 years of age.

Ask Merchants to Decorate Their Stores

Merchants of Toronto are asked by the Retail Merchants' Association to decorate their places of business during the week of September 21, during the gathering of the Sovereign Grand Lodge of the Independent Order of Oddfellows. It is expected that from 35,000 to 50,000 will participate in the convention. It is pointed out by the R.M.A. that this is an opportunity for the merchants to do increased business.

Guelph Merchant Drops Dead On Bowling Green

Joseph L. Fielding, wholesale tea merchant in Guelph, Ont., for the past 28 years, dropped dead of heart failure just after he had entered the Baker Street entrance of the Guelph Lawn Bowling Greens about 7.30 on Saturday evening last. The evening games of the club were just commencing on the greens farthest from Baker Street, when Mr Fielding arrived, and his body was not noticed lying on the path until 7.40, when W. Taylor and John Crow, two other club members, found him. Dr. W. F. Savage, who was bowling, was called at once, and he stated, after examination, that Mr. Fielding had been dead for several minutes.

Born in Guelph, 54 years ago. Mr. Fielding had resided here all his life. He was formerly in the grocery business, but 20 years ago established a wholesale tea business. On Saturday afternoon he attended a ball game, and after a hearty supper left for the bowling greens, apparently in perfect health. Mr. Fielding was twice married. His widow and a baby daughter survive, as also two children from the first marriage, Miss Isabelle and Joseph Eugene, both of Guelph.

Peninsular Sugar Will Locate In Chatham, Ont

Chatham, Sept. 12.—The Chamber of Commerce here has announced that the head-quarters of the Peninsular Sugar Co., capitalized at $2,000,000, will be established in this city. Although the site of the factory has not yet been decided upon it is probable that it will be within a short distance of the city. The officers of the new company are: President, A. D. McLean of Toronto; General Manager, F. H. Hubbord of Ottawa, Ont., Treasurer and Assistant Manager, J. L. Dougherty of this city, former district agricultural representative. The directors have been appointed: H. J. French of Dresden, President of Ontario Beet Growers' Association; Leo O'Neill of Wallaceburg. Vice-President of the association. and Henry Gilroy of Alvinston, also a beet grower.

New Goods

The D. Hatton Company, Montreal, is placing on the Canadian Market Oysters packed in glass jars, with attractive label and under the D. Hatton Brand.

Mono Service containers hygienic paper cylindrical receptacles manufactured by Mono Service Containers, Ltd., Park Royal, London, England, are being handled on the Canadian market, through Bradshaws, 107 Atlantic Avenue, Toronto. These containers are used by foodpackers, grocers, chemists, confectioners, and come in various sizes.

The Percoo Manufacturing Company, Mount Dennis, Ontario, is putting on the market an Aluminium Polish for polishing aluminum, silverware, and metal goods. This is called Brownie Aluminium Lustre. It is applied with a wet cloth, and the aluminum is rubbed white and then rinsed off and dried. Then a little of the dry powder is used with cheese cloth to polish. The product is being sold through grocery and hardware stores. The price to the consumer is 25c per packet.

The Canadian Parko Company is a new company for the manufacture of "Parko" Hand Cleaner Powder, which is used for a number of other purposes. Head office of the company is in Rochester, New York. The company is figuring on establishing a factory in Peterborough, Ontario, and an office in Montreal. The manufacturer's claim for it in addition to being a hand cleaner, a good article for bath and toilet, for taking dirt, grease and other stains from kitchen utensils, etc. It is used without water. The Peterborough office is at 537 King Street, Peterborough.

THE EGG HAS ONLY ONE COMPETITOR

LONDON, Sept. 14.—Professor Dryden, of the Oregon Agricultural College, speaking at the World Poultry Congress, said:

"The egg has only one real competitor among the essential foods for humans, and that is milk. Cheese has been saved from extinction by eggs. Milk and eggs have been factors in making the civilization of Europe and America superior to that of the orient."

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centers.

MARKETS AT A GLANCE

BUSINESS in general continues to show signs of improvement. Buying for future is more in evidence as it is now felt that in many markets for general grocery commodities, prices have reached bottom.

The tea market continues to occupy a strong position and although spot prices show little change, there are indications that shortly there will be a general move in the upward direction. The primary tea markets have been steadily climbing for sometime, and importers now find themselves in the position that spot stocks are low and in many cases their prices to the retail trade are below the cost of replacement.

There is no improvement in the nut situation. Shelled walnuts are firmly held for the small stocks available. There is one ray of light in the situation, however, and that is, there are now indications that shipments of the new crop will arrive much earlier than at first anticipated. Prices, however, will be high.

Rices are in a strong position with quotations firmly held at the higher level. Canned goods and jams are unchanged as compared with a week ago.

Refiners continue to quote at unchanged price basis but there appears to be an uncertain feeling in the market. The raw market is weak and although the Cuban Committee maintain they will not sell below their present price, the fact remains that there is a large accumulaion of sugars in shipping ports. Another factor entering the situation is that in about another month, the Canadian and United States beet crops will be coming on, which together with the heavy carry over of Cuban sugars will no doubt be reflected in further weakened market for raw sugars.

The produce markets, with the exception of eggs, continue to rule easy.

QUEBEC MARKETS

MONTREAL, Sept. 14.—The grocery market in general this week shows more strength and an improvement in buying. The cooler weather has stimulated buying for the fall. There is no change this week in corn syrups and package lines are firm with a good trade passing. The advance in the price of Japan teas and another advance in rices features the market. Buying, in consequence has rapidly increased in both lines. The cereal market stands firm with a good movement. The only change in canned goods is another advance in the price of canned salmon of the sockeye variety and it is now assured that this season there will be a shortage of red salmon. Lower prices are quoted almost throughout the vegetable market and the local produce market is literally flooded with vegetables. Potatoes are plentiful with lower prices. Oranges and lemons are higher in price but apples are reduced with prospects of lower prices still since the export market seems to be shut off. The spice market is active with a higher price quoted on cloves.

ANOTHER ADVANCE IN SALMON

Montreal.

CANNED GOODS — Canned vegetables stand firm in price with a good trade but in canned fruits, particularly Canadian pack, there appears to be some weakness on account of a lack of demand. This to some extent is accounted for in the fact that fresh Canadian fruits are on the market but local wholesalers claim that the demand for canned fruits is running toward the American pack. Locally, this is having the effect of weakening the market and prices tend towards a cut, in order to move stocks. Canned Sockeye Salmon is again advanced in price and local wholesalers are quoting half of Clover Leaf brand at $3.00 and Talls at $5.45. Other Sockeye brands are also advanced 15 cents to $5.35 per case. It is expected that not only will the Sockeye brand be higher in price but they will be scarce before the season is over.

CANNED VEGETABLES		
Asparagus (Amer.) mammoth green tips		4 25
Asparagus, imported (2½s)		6 00
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.		1 50
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 45
Do., 2½s	1 80	1 85
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, standard	1 80	1 90
Do., early June		2 00
Do., extra fine, 2s		3 00
Do. Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Choice, 2-lb.		1 87½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80
CANNED FRUITS		
Apricots, 2½-lb. tins		4 50
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.		5 25
Currants black, 2s, doz.	4 00	4 05
Do., gals. doz.		16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.		3 10
Do., 2½-lb.		5 00
Do., 2-lb.		4 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, heavy syrup—		
2-lb.		3 90
1-lb.		2 90
Pears 1s		3 20
Do., 2-lb.		4 10
Greengage Plums, heavy syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb.		2 25
Do., light syrup		2 00
Pineapples (grated and sliced), 2½-lbs.		4 50
Do., 2-lbs.		3 60
Do., 1-lb.		2 00
Strawberries	4 00	4 10
New Pack Strawberries—		
Standard No. 2, per doz.		4 60
Choice grade		4 70
Fancy Preserved		5 50
Rhubarb, preserved		2 80
Do., per gallon		5 50
Canadian Pineapple (sliced)		4 80
New Blueberries, 2 lbs.		2 25
Do., 1 gal.		12 00

ANOTHER ADVANCE ON JAPAN TEAS

Montreal.

TEA — Another advance is listed on Japan teas with a much stronger market and evidence of a short supply. The lower grades are advanced two cents to 42c, the medium grades four cents to 55c, and the higher grades are advanced five cents to 62c. The highest grades are now quoted at 75c. Ceylon and Indian teas are also stronger but no definite changes have been made and with the stronger market comes a better demand.

Ceylon and Indians—		
Pekoes	0 22	0 26
Broken Pekoes	0 32	0 40

Broken Orange Pekoes	0 48	0 55
Javas—		
Broken Orange Pekoes	0 48	0 55
Broken Pekoes	0 35	0 40
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
JAPAN TEAS (new crop)		0 77

Above retail prices range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 35	0 40
Orange Pekoes	0 37	0 45
Broken Orange Pekoes	0 37	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

LEMONS ARE HIGHER

Montreal.

FRESH FRUITS—The supply of oranges on the market here is only second grade and yet the price shows an advance with 200-216 and 250's selling at $7.00 and $7.50. Lemons are higher in price and only the Messinas are available. Apples are easier in price and there is some indication that they will remain low since the export market is not opening up as was expected. The crop in the old country is reported better than usual. Peaches, plums and other small fruit are in good supply and prices are unchanged. The cooler weather is facilitating handling and an easier price should result. There is a big supply of grapes on the market with varying prices.

APPLES—		
Wealthy, per barrel		8 50
Hampers, per bushel		2 50
Boxes, 175s, 216s		4 50
Bananas (as to grade), bunch	7 00	8 00
Cantaloupes, 36-54s		7 00
Lemons, 300-360s		6 00
Cal. Naval oranges, 126-150s	6 50	7 00
Do., 176-200-216-250s		6 50
Do., Blood Oranges, half boxes		3 75
Plums, Canadian, 11-qt. basket		1 50
Peaches, Canadian, 11-qt. bas.		1 50
Tangerines		4 25
Georgia Peaches, crate		3 00
California plums	3 75	4 00
Malaga grapes, per crate		4 00
Montreal melons, per crate		1 00
Blue and green grapes, per bas.		0 55

WALNUTS AGAIN ADVANCE

Montreal.

NUTS — Another advance is quoted this week on Bordeaux shelled walnuts, making the price 85c lb. in boxes. The market still shows strength and even a higher price is looked for since there is little or no supply on this market and the new crop is small. Other lines are firm and dealers report a good movement.

Chestnuts (Italian)		0 12
Do., shelled		0 54
Almonds, Tarragona, per lb.	0 22	0 24
Valencia shelled almonds		0 44
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 33	0 36
Filberts (Sicily), per lb.		0 16
Brazil nuts (new)		0 18
Do., Barcelona		0 15½
Peanuts, Jumbo		0 19
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java, No. 1		0 11½
Do., salted red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy whoies, per lb.		0 38
Fancy splits, per lb.		0 35
Pecans, shelled	1 00	1 50
Walnuts Grenoble, in shell		0 29
Walnuts, Marbot	0 26	0 28
Do. new Naples		0 26
Do., shelled, Manchurian		0 68
Do., Bordeaux		0 85
Do., Chilean, bags, per lb.		0 40
Do., Spanish, shelled		0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

SUGAR UNCHANGED

Montreal.

SUGAR—There is no change in the quotations on sugar.

Granulated sugar, per cwt.	8 75
Do., barrels	8 80
Granulated, gunnies, 20-5	9 15
Do., cases, 20-5-lb. cartons	9 35
Do., gunnies, 10-10	
Do., cases, 50-2-lb. cartons	9 50
Yellow, light, per cwt.	8 35
Do., medium, per cwt.	8 35
Do., dark, per cwt.	8 15

MILL FEEDS STRONGER

Montreal.

FEEDS—There is a very keen demand for mill feeds in Quebec on account of the dry weather in the past and all the mills are filled up with orders. Consequently prices are very firm with a stronger tendency.

RICE PRICES ADVANCE

Montreal.

RICE—The rice market shows further strength with another advance in price. Carolina rice is up to 8c per lb. while Honduras is up ¼ cent a pound to 5¾c. Rangoon CC is quoted at 5¾c also, and Texas rice has advanced ¼c to 5¼c. Tapioca is also up in price and seed and pearl is quoted at from 7c to 8c per pound. With the advance in prices in rice a bigger demand has resulted and stocks are moving rapidly.

Carolina, extra fancy		0 08
Do., fancy)		0 06
Honduras, fancy		0 05¾
Rangoon CC, per cwt.		5 75
Do., B., per cwt.		5 75
Texas rice		0 05¼
Siam		0 06
Tapioca, per lb. (seed)	0 07	0 08
Do., (pearl)	0 07	0 08
Do., (flake)	0 07	0 08
Honduras		0 07
Siam		0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

PACKAGE GOODS STEADY

Montreal.

PACKAGE GOODS—No changes in package goods are recorded this week and all lines are steady with a good and improved trade passing.

PACKAGE GOODS

Breakfast food, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case	3 40	3 55
Cornmeal, yellow, 24s		2 85
Do., 36s		4 16
Oat Flakes 20s		4 80
Do., 18s		2 00
Do., aluminum, pkg.		6 10
Oatmeal, fine cut, 20 pkgs.		6 75
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		3 25
Hominy, pearl or gran., 2 doz.		3 00
Health Bran (20 pkgs.), case		3 50
Pancake flour, case		3 60
Do., self-raising, doz.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s, case		6 50
Self-rising flour (3-lb. pkg.), doz.		2 65
Do., (6-lb. pkg.), doz.		5 20
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 09½
Corn starch, 1 lb. pkge.		0 08
Potato flour		0 12½
Starch (laundry)		0 07½
Flour, tapioca	0 15	0 16
Shredded Krumbles, 36s		4 35
Shredded Wheat		4 95
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¾
Celluloid starch, 45 pkgs., case		4 00
Package cornmeal		3 00
Malt Breakfast Food (36 pkgs.)		9 50
Quaker Two-Minute Oat Food		1 80
Macaroni		2 25
Quaker Quakies		3 40

PACKAGE DATES HIGHER

Montreal.

DRIED FRUIT—The dried fruit market is steady with stronger tendency in raisins, currants and higher prices quoted on dates. There is every indication that the new prices quoted on raisins will be higher, since last week an advance was quoted on the remaining stocks of last year's crop of muscatels. Dromedary dates have been advanced 75c and Excelsiors are up 65c this week. Higher prices are exposed on loose dates.

Apricots, fancy		0 33
Do., choice		
Do., slabs		0 2
Apples (evaporated)		
Peaches (fancy		
Do., choice, lb.		0 25
Pears (choice		0 22
Do. fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon, new pack	0 46	0 47
New Pack—		
Orange	0 48	0 49
Citron		0 76
Choice, bulk, 25-lb. boxes, lb.		0 22
Peels (cut mixed), doz.		3 25
Raisins (seeded)—		
Valencias	0 20	0 21
Muscatels, 2 Crown		0 22½
Do., 3 Crown	0 20	0 21
Do., 4 Crown		0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy Seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 oz.		0 27½
California Seedless, in bulk	0 18½	0 19
Cluster, 20 1 lb. pack.		6 75
Currants loose	0 12	0 15
Do., Greek	0 13	0 15
Dates, Excelsior (36 10s), pkg.		5 50
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do. 2¼'s, lb.		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), 22-lb. boxes, each		0 22
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 25
30-40s		0 19
40-50s		0 17
50-60s		0 13½
60-70s		0 12
70-80s		0 10½
80-90s		0 0[illegible]½
90-100s		0 09

CEREALS ARE STEADY

Montreal.

CEREALS—There is no change in the cereal market and prices are quite firm with a stronger tendency on account of the big demand for mill feeds and owing to the usual improved call for cereals early in the fall.

Oatmeal, gran. fine standard	4 00
Rolled Oats, 90 lbs.	3 60
Pearl Hominy	3 25
Cornmeal, Gold Dust Brand	3 25
Graham Flour, 98 lbs.	7.65
New Buckwheat Flour	6 75
Pot Barley	5 25
Pearl Barley	5 25
Beans, Ont.	3.50
Do., Can.	3 30
Lima Beans	0 10
White Beans	0 07
Green peas, dried	0 05¾
Flaxseed	0 06
Ground Oil Cake, per bag	3 00
Split peas, per bag	0 65

HIGHER PRICE FOR CLOVES

Montreal.

SPICES—The spice market stands firm with an improved demand on all sides. The only change in price is an

advance on whole cloves which are now quoted at 45c.

Allspice	0 18	0 20
Cassia, pure	0 27	0 30
Cocoanut, 20 lb. pails, per lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 14
Cinnamon—		
Rolls	....	0 35
Pure, ground	....	0 35
Cream of tartar (French pure)	0 65	0 70
Do. American high test	0 75	0 80
Whole cloves	....	0 45
Ginger (Jamaica)	....	0 30
Ginger (Cochin)	....	0 27
Mace, pure, 1-lb. tins	0 69	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs whole—		
Do., 64, lb.	....	0 40
Do. 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 45
Pepper, black	....	0 25
Do., white	....	0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do. package, 4 oz., doz.	0 65	0 70
Paprika	....	0 50
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

MOLASSES ADVANCED

Montreal

Molasses prices are slightly advanced by local wholesalers. The price now for puncheons delivered in the city is 73c, while the price to country points is 70c. Half barrels are quoted at 78c in the city. There is no change in the quotations on corn syrup following the decline that was announced last week.

	Price for Island of	Montreal
Barbadoes Molasses—		
Puncheons	....	0 73
Barrels	....	0 76
Half barrels	....	0 78
Puncheons, outside city	0 70	0 71
Fancy Molasses (in tins)—		
16-oz. tins, 2 doz. case, per doz.	....	2 40
Barrels, about 700 lbs.	....	0 05½
Half barrels, about 350 lbs.	....	0 05¾
Quarter barrels, about 175 lbs.	....	0 06¼
2 gals., 25-lb. pails, each	....	2 00
3 gals., 38½-lb. pails, each	....	2 85
5 gal. 5-lb. pails, each	....	4 50
5-lb. tins, per case	....	4 70
10-lb. tins, per case	....	4 40
5-lb. tins, 1 doz. in case, case	....	5 30
10-lb. tins, ½ doz. in case, case	....	5 00
CORN SYRUP—		
Barrels, about 700 lbs.	....	0 05½
Half barrels, about 350 lbs.	....	0 05¾
Quarter barrels, about 175 lbs.	....	0 06¼
2 gals., 25-lb. pails, each	....	2 00
3 gal., 38½-lb. pails, each	....	2 85
5 gal., 65-lb. pails, each	....	4 50
2-lb. tins, per case	....	4 00
5-lb. tins, per case	....	4 70
10-lb. tins, per case	....	4 40

SLIGHT ADVANCE ON BRUSHES

Montreal.

BRUSHES — Local wholesalers are quoting an advance of ten cents a dozen on No. 118 scrub brushes, making the price $2.40 a dozen. No. 153 is advanced to $3.75 per dozen.

DECLINE IN VEGETABLE PRICES

Montreal.

VEGETABLES—The local market is literally flooded with vegetables, and lower prices rule. Tomatoes predominate and prices range from 50c to $1.00 per box. The quality is good and prices should continue low for some weeks. Corn is still in abundance and sells at from 20c to 30c a dozen. Lower prices for potatoes feature the market and it is expected that the bottom is not yet reached when from $1.40 to $1.65 per 90-pound bag is quoted. Some dealers are, however, asking $2.00 a bag. The western provinces are looking to Quebec for a market for a large crop of potatoes but in the Maritime provinces the production is below the average. Cabbage are selling on the market at as low as five cents apiece this week, which shows a big decline. There is a big supply of celery at 75c per dozen, lettuce and carrots at varying prices. Onions are also lower in price.

New cabbage, local, doz.	0 60	0 75
Corn, per doz.	0 20	0 30
Carrots, new, per bunch	....	0 35
Celery, per doz. bunches	....	0 75
Montreal cucumbers, per doz.	....	0 50
Horseradish lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green ,doz.	....	0 50
New potatoes, Mont. (90-lb. bag)	140 1 65	2 00
Potatoes, 80 lb.	....	2 50
Do., sweet, hamper	....	5 50
Spanish onions, per case	....	5 00
Turnips, per bag	0 75	1 00
Tomatoes, Mont., per box	0 50	1 00
Egyptian onions	....	5 00
Red onions, per cwt.	2 00	2 75
Texas Onions, per crate	....	3 50
Yellow onions, per cwt.	....	2 50

ONTARIO MARKETS

TORONTO, Sept. 14.—Speaking generally, grocery commodities continue to have a firm undertone. Confidence too, is gradually coming back and both retail and wholesale trade are showing a greater interest in futures. It is freely expressed by tea importers that the present prices on spot cannot long previal, as in many cases, teas are being sold below cost of replacement. Coffees are likewise in a strong position, but no immediate advances on spot are expected. Nuts show no improvement and although it is now expected that the new crop shelled walnuts will arrive earlier than other years, the price will be very high. Sugars are in an uncertain position, in view of the quiet raw market and the fact that there is a large accumulation of supplies. Canned vegetables and jams are firmly held at the higher basis. Although no definite prices are named on new California dried fruits, it is fully expected that prices will be on a par with last year.

SOCKEYE SALMON SCARCE

Toronto.

CANNED GOODS—As stated previously in these columns, the amount of sockeye packed this year was very limited and consequently many wholesalers are finding themselves with no stocks to offer, having booked up their entire allotment. Canned vegetables are firmly held at the advances recorded some weeks ago. Jams are also in a strong position and bargains are harder to find.

Salmon—		
Sockeye 1s, doz.	5 20	5 35
Do., ½s, doz.	....	2 80
Cohoe 1s, doz.	....	2 90
Do., ½s, doz.	....	1 90
Pinks, 1s doz.	....	1 45
Lobsters, ½-lb., doz.	3 90	3 75
Do., ¼-lb. tins	1 95	2 40
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	....
Canned Vegetables —		
Tomatoes, 2½s, doz.	....	1 65
Peas, standard, doz.	....	1 75
Do., Early June	2 00	2 15
Do., Sweet Wrinkle	....	2 40
Do., Extra Sifted	....	3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.	....	2 20
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	....	1 50
Pumpkins, 2½s, doz.	1 45	1 50
Spinach, 2s. doz.	....	1 60
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
Apples, gal., doz.		5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.	....	3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do. Green Gage	3 25	3 40
Cherries, pitted H.S.	....	4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Strawberry, 4s, each	0 90	0 95
Do., 16-oz., per doz.	3 75	4 60
Raspberry, 4s, each	0 90	0 94
Do., 16-oz., doz.	3 75	4 60

BARLEY PRICES LOWER

Toronto.

CEREALS—There continues to be an improved demand for cereals and with the exception of barley, prices are fairly steady. Pot barley is down ten cents, now quoted at $5.40 while pearl barley is reduced to $4.40.

Barley, pearl, 98s	5 40
Buckwheat flour, 98s	6 00
Barley, pot, 98s	4 40
Barley Flour, 98s	6 25
Cornmeal, golden, 98s	2 75
Oatmeal, 98s	4 50
Corn flour, 98s	3 75
Rye flour	9 85 6 00
Rolled oats, 90s	3 50
Rolled wheat, 100 lb. bbls.	7 00
Cracked wheat, bag	5 00
Breakfast food, No. 1	6 00
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 50
Flaxseed, 98s	7 00
Peas, split, 98s	5 7
Marrowfat green peas	0 08
Graham flour, 98s	4 75
Whole wheat flour	4 95
Wheat kernels, 8s	6 25
Farina, 98s	6 35

INTEREST CENTERS IN RAISINS

Toronto.

DRIED FRUIT—A great deal of interest is being taken on the probable price of Thompson's seedless raisins. It is the freely expressed opinion that the price will be nearly as high as last year as there appears to be a desire on the part of the California growers to keep the price as high as possible, and judging by the active demand there apparently is for export to the United Kingdom there is little likelihood of much lower prices for the coming season. "California raisins are once again being exported into the English markets, indicating renewed activity in the export trade that will mean the disposal of a substantial tonnage, according to raisin company officials," says a recent report.

"More than 1,200 tons of Thompson seedless were sold for export to England

ne rly a month ago. Following this a deal has been closed for consignment to England of 10,000 cases of seeded package goods.

"Developing of the English market was just getting well under way when the great war began. Since 1914 there has been practically no export trade except to the Orient. A few small shipments were made, but some of them had to be brought back and those that landed were not consequential in volume."

Candied Peels—		
Citron caps, 12-lb. boxes, lb.		0 46
Lemon caps, 12 lb. boxes, lb.		0 29
Orange caps, 12 lb. boxes, lb.		0 31
Mixed containing 4½ lb. lemon, 4½ lb. orange, 3 lb. citron caps, per lb.		0 40
Drained Peel, mixed, cut ready for use, in No. 1's cartons, 8 3 dozen per case, per dozen		4 60
Currants—		
Greek, Filiatras, cases		0 17
Do., Amalias		0 17
Do., Patras		0 17
Do., Vostizza		0 23½
Excelsior, pkgs, 3 doz. in case		5 50
Dromedary 3 doz. to case		7 50
Fard, per box ap. 12 lbs.		3 25
Hallowee dates, per lb.		0 11
Figs—		
Smyrna layers, 4 Crn., lb.	0 30	0 32
Do., layers, 6 crn., lb.	0 36	0 38
Natural pulled, in bags		0 10½
Prunes—		
30-40s, 25s		0 20
40-50s, 25s		0 16
50-60s, 25s		0 13
60-70, 25s		0 10
70-80s, 25s		0 09½
80-90s, 25s		0 09
Raisins"		
California, bleached, lb.		0 27½
Seedless, 15-oz. packets	0 27	0 29
Seeded, 15-oz. packets		0 23
Crn., muscatels, No. 1, 25s		0 19½
Turkish Sultanas pkgs.		0 27
Thompsons, seedless		0 28½
Valencia		0 23
Evaporated apples	0 14	0 15

PACKAGE CEREALS IN DEMAND

Toronto.

PACKAGE GOODS—An improved demand for package cereals of the heavier nature is reported by manufacturers. The demand for the lighter cereals is also keeping up, the continued warm weather, no doubt, having something to do with it. Outside of the improvement in the demand there is little of interest to report in this market, which continues to rule steady to firm with indications for it continuing to do so, for a time at least.

PACKAGE GOODS

Rolled Oats, 20ss, round, case		5 00
Do., 20s, square case		5 00
Do., 18s, case		2 00
Do., Aluminum Prem., 20s		6 10
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case.		6 00
Do., 20s, family, case		6 80
Cooker package peas, 36s, case.		2 85
Cornstarch, No. 1, lb. carton		0 09½
Do., No. 2, lb., cartons		0 08
Laundry starch		0 07½
Do., in 1-lb. cartons		0 8¼
Do., in 6-lb. wood boxes		0 11¼
Do., in 6-lb. tin canisters		0 12
Celluloid starch, case		4 00
Potato flour, 1-lb.		0 14½
Fine oatmeal, 20s		5 75
Cornmeal 24s		2 85
Farina, 24s		3 25
Barley, 24s		2 75
Wheat flakes, 24s		5 00
Wheat kernels 24s		4 50
Self-rising pancake flour 24s		3 00
Buckwheat flour, 24s		3 50
Two-minute Oat Food, 24s		1 80
Puffed wheat, case		4 40
Puffed rice, case		5 70
Health bran, case		3 50
F. S. Hominy gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 85

NEW WALNUTS TO BE HIGH

Toronto.

NUTS—There is no improvement in the situation on nuts. The market continues strong under an active demand and limited stocks. New crop shelled walnuts will arrive about the second week in December which is a couple of weeks earlier than usual. The price, however, will be high, costing the retail trade around 85c per lb.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Grenobles, lb.	0 23	0 24
Walnuts, Bordeaux, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, lb.		0 30
Do., sweetened, lb	0 28	0 32
Do., shred		0 25
Peanuts, Spanish, lb.		0 11
Brazil nuts, large, lb.	0 17	0 20
Mixed nuts, bags 50 lbs.		0 32
Shelled —		
Almonds, lb.	0 45	0 52
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.		0 80
Do., Manchurian	0 70	0 75
Do., broken	0 55	0 60
Peanuts, Spanish, lb.		0 11
Pecans, lb.		1 40
Brazils		0 72

STRONG RICE MARKET

Toronto.

RICES—Although wholesalers have made practically no change in their quotations, it is freely expressed that higher prices must soon prevail, as stocks bought at the lower basis are nearly exhausted and the stocks that are arriving have been purchased at the higher levels. A recent report on the new crop says: "Southern rice crop is coming along nicely. While the recent cool weather has held it back somewhat the crop is said to be well advanced over last year. New rice is expected to be harvested within two weeks."

Honduras, broken, per rlb.	0 07½	0 08
Fancy Blue Rose, lb.	0 08½	0 09
Blue Rose, lb.		0 07½
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 07	0 07½
Tapioca, per lb.	0 07½	0 08

SOME TEAS ADVANCE

Toronto.

TEAS—In some quarters prices on teas have been advanced two to four cents per pound in conformity with the higher costs in primary markets. Others however, have not yet made any change in their quotations, although they claim that their prices to the retail trade are below replacement cost and that they can clean up their entire stock to speculative buyers at a trifle higher price than they are quoting to regular customers. How long this condition will continue, will depend upon the size of stocks on hand bought at the lower basis which in no case are large. With the continued strength in primary markets and as further evidence of shortened production is at hand, the trade can naturally look for a higher range of prices in the very near future. A late advice from London, indicates a continued strong market with an upward trend to prices under an active demand.

Ceylons and Indians—		
Pekoe Souchons	0 26	0 35
Pekoes	0 30	0 58
Broken Pekoes	0 35	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans		0 58
Do., seconds		0 50
Hyson thirds	0 30	0 35
Do., pints	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade.

GOOD DEMAND FOR SPICES

Toronto.

SPICES—There is little change in market conditions, but it is felt that with the demand steadily increasing and the fact that stocks are on the small side, that a gradually stiffening of prices can be expected to meet the higher cost of replacement.

Allspice	0 15	0 18
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 45
Mustard, pure	0 35	0 40
Pastry		0 28
Pickling spices		0 18
Mace		0 75
Peppers, black	0 20	0 23
Do., white	0 30	0 35
Paprika, lb.	0 60	0 70
Chillies, lb.		0 50
Nutmegs, selects, whole, 100s	0 22	0 26
Do., 80s		0 35
Do., ground		0 28
Mustard seed, whole		0 20
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Turmeric		0 30
Curry powder		0 35
Cream of Tartar—		
French, pure		0 40
4-oz. packages, doz.		2 00
The above quotations are for the best quality.		
8-oz. packages, doz.		3 50

cheaper grades can be purchased for less.

SYRUPS ARE STEADY

Toronto.

SYRUPS—There is nothing of note in this market. Prices are steady since the decline of a week ago.

Barrels, about 700 lbs., yellow		0 06½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case		4 60
Cases, 5-lb. tins, white, 1 doz. in case		5 90
Cases, 10-lb. tins, white, ½ doz. in case		5 60
Cases, 2-lb. tins, yellow 2 doz. in case		4 00
Cases, 5-lb. tins, yellow, 1 doz. in case		5 30
Cases, 10-lb. tins, yellow, ½ doz.		
2-lb. tins, 2 doz. in case, case	4 40	7 25
3-lb. tins, 2 doz. in case, case	5 75	10 75
5-lb. tins, 1 doz. in case case		8 95
10-lb. tins, ½ doz. in case, case		8 60
Corn Syrup—		
Barrels, about 700 lbs.		0 05*
Half barrels, about 350 lbs.		0 05¾
Quarter barrels, about 175 lbs.		0 07¼
2 gals., 25-lb. pails, each		2 00
3 gal., 38½-lb. pails, each		2 85
5 gal., 65-lb. pails, each		4 50
2-lb. tins per case		4 00
5-lb. tins, per case		4 70
10-lb. tins, per case		4 40
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case.		4 60
5-lb. tins, 1 doz. in case, case		5 30
10-lb. tins, ½ doz. in case, case		5 00

UNCERTAINTY IN SUGAR

Toronto.

SUGAR —Although refiners continue to quote at unchanged price basis, there appears to be an uncertain feeling. The raw market has been quiet for sometime and no one appears to be buying except for immediate requirements. Although the Cuban Committee state they have no intention of cutting the price below the

present basis of 3.25c c & f. which figures about 4.86 duty paid, the fact remains that there is a big accumulation of sugar in shipping ports, which tends to increase the feeling of uncertainty that has been manifest in the market for sometime. American refined has shown another drop, bringing their price to 5.60c a reduction of 55c during the past couple of weeks.

St. Lawrence, extra granulated, cwt.	9 09
Atlantic, extra granulated	9 09
Acadia Sugar Refinery, extra granulated	9 09
Dom. Sugar Refinery, extra granulated	9 09
Canada Refinery granulated	9 09

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c gunnies, 10 10s, 50s; cartons, 20-5s, 60c; cartons.

POTATOES IN POOR CONDITION

Toronto.

VEGETABLES—The chief topic for conversation around the vegetable market is the deplorable condition in which shipments of potaoes are arriving. Dealers claim that producers being attracted by the good prices are digging their potatoes before they are matured. The result is, that owing to the hot weather, the potatoes are heating, creating a great deal of waste and loss of money. They also claim that Ontario producers are not grading sufficiently and much poor, unsaleable stuff is dumped in the cars. Dealers point out there is great need for legislation, compelling the proper grading of potatoes. The market is in rather an easy position, with prices at the moment, around $2.00 to $2.25 per bag. There is practically no change in quotations on other vegetables.

Cabbage, per doz.	1 00	1 50
Potatoes, local, per bag	2 00	2 25
Head lettuce, crate	1 50	2 00
Tomatoes, 11s	30	40
New beets, per dozen	0 30	0 40
New carrots, per doz.	0 30	0 40
Cucumbers, 11s	0 30	0 40
Corn, per doz.		0 12½
Onions, Spanish, crate		5 75
Do., sack, 100 lbs.		3 50
Do., pickling, 11s	1 75	2 25
Celery, per doz.	0 60	0 65
Egg Plant, 16-qt. bkt.	0 75	1 00
Sweet potatoes, hamper		3 00
Peppers, hot green, bkt.		0 50
Do., hot, red, bkt.		0 85
Do., sweet green, bkt.		0 75

PEACH SEASON CLOSING

Toronto.

FRUIT—Peaches are about 50c higher than a week ago, making the price on 11s, $1.50 to $1.75. The season is nearing to an end, but there still appears to be a strong demand. Grapes are coming in moderate shipments but it is considered the crop is short; the price ranging from 40c. to 50c. per basket. Plums have been fairly plentiful and as the demand is still strong, shipments of British Columbia prune plums are arriving. British Columbia wealthy apples are offered at $3.50 per box. California Tokay grapes are selling at $5.00 per crate while Malagas are bringing $3.50 per lug. Canadian apples are selling at $5.00 to $7.00 per barrel.

Toronto.

Oranges, Valencies, 100s		6 25
Do., 126s		5 [illegible]
Do., 150s and smaller	00	7 00
Lemons, Verdillis		5 00
Watermelons, each	0 75	1 25
Peaches, Cal., in boxes		2 00
Do, Crawfords, 6-qt. bkt.	0 75	1 00
Do., Do., 11-qt. bkt.	1 50	1 75
Cantaloupes, 16 qt. bkt.		1 00
Pears, Cal. Bartlett, box		[illegible]
Do., Canadian, 11s	0 75	1 00
Bananas, per lb.		0 08
Apples, eating, per bas.	0 50	0
Do., Cooking per barrel	5 00	7 00
Plums, 6 quart bas.	0 40	[illegible]
Do., 11-qt. bkt.	0 85	1 00
Grapes, Cal. Malagas, crate		3 50
Do., Cal., Tokay, crate		5 00

WINNIPEG MARKETS

WINNIPEG, Sept. 14.—Buying for immediate requirements for all lines of grocery commodities is showing improvement but booking for future seems to be somewhat curtailed. Teas and nuts continue to show strength, and as the season advances the nut situation grows more acute. Santos coffee on the primary market has advanced 1 cent per pound. Rolled oats are ruling slightly easier. Canned vegetables are ruling firm and indications point to higher prices on peas, corn and tomatoes. All lines of dried fruits continue firm and California prune prices have advanced. Prices on the new 1921 crop raisins are expected shortly. Rices and spices show no change as compared with last week, continuing in a strong condition. The sugar market is slightly easier, but it is not expected to affect the Canadian refined.

SANTOS COFFEE HIGHER

Winnipeg.

COFFEE—Latest reports from the primary market state that santos has advanced 1 cent per pound and indications point that mild will follow suit. Locally the demand for coffee is exceptionally good and prices remain unchanged.

COFFEE—		
Rio, lb.	0 19½	0 20½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	28	0 20
Santos, lb.	0 26	0 29

CEREAL MARKET EASIER

Winnipeg.

CEREALS—The cereal market is ruling slightly easier, more especially on rolled oats. For the past few weeks the oat market has been firm, and if declines continue, local prices will respond accordingly. The bean market is firm, and a good sale of the same is reported. Spot stocks are low. Lima beans have been reduced 1 cent per pound and are quoted at 9½ to 10½ cents per lb.

PACKAGE CEREALS		
Rolled oats 20s, rd. cartons	4 75	5 00
Do., 36s, case, square, bkts.		3 50
Do., 18s. case		2 10
Corn Flakes 36s, case	3 50	3 80
Cornmeal, 2 doz. case, case		3 40
Puffed Wheat, 3 doz. cs., case		4 45
Puffed Rice, 3 doz. cs., case		5 75
Grape Nuts 2 doz. cs. case		3 80
Package peas, 3 doz. cs., case		3 00
Cream of Wheat, 3 doz. cs., case		9 15
BULK CEREALS		
Rolled Oats, 80s, per bag		2 80
Do., 40s, per bag		1 48
Do., 20s, per bag		0 77
Do., 10-8s, per bale		3 60
Do., 15-8s, per bale		4 10
Oatmeal, 98s, gran. or stand., bag.		3 50
Wheat granules, 98s, bag		6 50
Do., 16-6s, per bale		7 05
Peas, whole, green, 100-lb. bag, per bushel		4 50
Do. split, yellow, 98s, bag		7 95
Do., split, yellow 49s, bag		4 00
Cornmeal, 98s, per sack		3 25
Do., 49s, per sack		1 65
Do., 24s, per bag		0 85
Do., 10s, per bale		3 65
Buckwheat grits, whole, 981lb. bags, per bag		8 75
Beans, 100-lb. bags, bushel	4 10	4 35
Lima beans, 100-lb. bags, lb.	0 09½	0 10½
Barley, pot, 98s		3 85
Do., 49s		1 92
Do., 24s		1 00
Barley, pearl, 98s, per bag		4 95
Do., pearl, 49s, per bag		2 52
Do., pearl 24s		1 28

CANNED GOODS ADVANCE

Winnipeg.

CANNED GOODS—Indications point to higher prices on all lines of canned vegetables. Canned peas have already been advanced by canners and wholesalers' advances will follow shortly. Canned corn and tomatoes will be higher than present basis. There is the usual demand for vegetables. Canned fruits remain unchanged under a light demand. Canned fish is enjoying a good sale, salmon especially, due partly to the short pack and the knowledge that staple brands will be quickly absorbed. Recent arrivals of Norwegian sardines are quoted lower, King Oscars being quoted at 14 ¼ cents per tin.

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie. 1s, 4 doz. case	9 35	12 00
Do., ½s. 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, per case	7 00	8 00
Do., imp., ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.		2 45
Do., ½s, 4 doz. case, doz.		4 20
Oysters, 1s, 4 oz., 4 doz. case, cs.		9 40
Pilchards, 1s, tall, 4 doz. case, cs.		7 10
Do., ½s, flat, 8 doz. cs., case		9 00
Salmon—		
Sockeye, 1s, tall case		20 75
Do., ½s, flat, 8 doz. in case		21 75
R. Spring, 1s, tall, 4 doz. case		16 75
Do., ½s, flat, 8 doz. case		18 25
Cohoe, 1s, tall, 4 doz. case		14 [illegible]
Do., ½s flat, 8 doz. case		16 50
Pink, 1s, tall, 4 doz. case		[illegible]
Do., ½s flat, 8 doz. case		[illegible]
CANNED FRUIT (Canadian)		
Apples, 6 tins in case, per case		3 25
Cherries, 1s, 4 doz. case	7 00	8 00
Peaches, 2s, 2 doz. case	6 50	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	6 50	7 00
Do., Lombard, light syrup, 2s, 2 doz. case	4 75	5 25
Do., heavy syrup, 2s, 2 doz. case	6 00	6 50
Raspberries, 2s, 2 doz. case	8 50	9 00
Strawberries, 2s, 2 doz. case	8 00	8 50
CANNED FRUIT (American)		
Apricots, 1s, 4 doz. case		11 00
Peaches, 2½s, 2 doz. case		12 00
Do., sliced, 1s, 4 doz. case		12 40
Do., halved, 1s, 4 doz. case		12 40
Do., 2s, 2 doz. case		8 25
Pears, 1s, 4 doz. case		12 00
Pineapples, sliced, 2s, 2 doz. case		7 60
CANNED VEGETABLES		
Asparagus Tips, 1s, tins, 2 doz. case, per doz.		5 00
Beans, Golden Wax, 1s, doz.	4 75	5 00
Beans, Refugee, 2s, 2 doz. case	4 75	5 00
Corn, 2s, 2 doz. case	3 25	4 00
Peas, 2s, 2 doz. case	3 90	4 10
Sweet Potatoes, 2½, 2 doz. case		7 00
Pumpkins, 2½s, 2 doz. case	3 00	3 75
Sauer Kraut, 2½ss, 2 doz. case		4 10
Spaghetti, 2 doz. case		2 15
Tomatoes, 2½s, 2 doz. case	3 95	4 15
Spinach, 2½s, 2 doz. case		6 55

DRIED FRUITS FIRM

Winnipeg.

DRIED FRUITS—Prices on the new crop of raisins are expected shortly. Prunes on the primary market have advanced 1¼ cents over opening prices. Local quotations however remain unchanged and sales are being made on cost basis. Peaches and apricots have also advanced and general indications point to higher prices on all lines of dried fruit for the balance of the year.

DRIED FRUIT

Evaporated apples, per lb.	0 15½ to	0 16
Currants, 90-lb., per lb.	0 18	0 19
Do., 8 oz. pkgs., 6 doz. case, lb.		0 16¾
Dates, Hallowee, bulk, lb.		0 11¼
Do., pkge., 3 doz. case, lb.		0 15⅞
Figs, Spanish, per lb.		0 15
Do., Smyrna, per lb.		0 12½
Do., black, cartons, carton		0 60
Loganberries, 4 doz. case, pkt.		0 25
Peaches, standard, per lb.	0 20	0 21
Do., choice, per lb.	0 23	0 24
Do., fancy, per lb.	0 24	0 25
Do., Cal., in cartons, per carton		1 10
Do., unpitted, per lb.		0 10
Pears, extra choice, per lb.		0 25
Do., Cal., cartons, per carton		1 25
Currants, 90-lb., per lb.	0 18	0 19
Prunes—		
30-40s, 25s, per lb.		0 21
40-50s, 25s, per lb.		0 16¼
50-60s, 25s, per lb.		0 14
60-70s, 25s, per lb.		0 12¾
70-80s, 25s, per lb.		0 11½
80-90s, 25s, per lb.		0 10½
90-100s, 25s, per lb.		0 08
In 5-lb cartons, carton		0 68
Raisins—		
3 doz .to case, per pkg.		0 21
Choice seeded, 15 oz., 3 doz. to case, per pkg.		0 20
Fancy, seeded, 11 oz., 4 doz. to case, per pkg		0 21¾
Choice seeded, 11 oz., 4 doz. to case, per pkg.		0 19
Cal., bulk, seeded, 25-lb. boxes		0 24
Do., pkt., seedless, 11 oz., 3 doz. to case, per lb		0 22
Do., bulk, seedless, 25-lb. boxes per lb.		0 24
Apricots, choice, 25s, lb.		0 29
Do., 10s, lb.		0 31
Do., Standard, 10s, lb.		0 26
Do., Standard, 10s, lb.		0 28
Do., fancy, 25s, lb.		0 35
Do., fancy, 10s, lb.		0 36

SPICE MARKET FIRM

Winnipeg.

SPICES—There is very little change in the spice situation and business is showing an improvement.

Allspice, Jamaica, best qual., lb.		0 28
Cassia, Batavia, per lb.		0 38
Do., China, per lb.		0 25
Chillies, per lb.		0 55
Do., No. 1, per lb.		0 53
Cinnamon, Ceylon, per lb.		0 85
Do., No. 0, carton, doz.		1 00
Cloves, Penang, per lb.		0 95
Do., Amboyna, per lb.		0 90
Do., Zanzibar, per lb.	0 55	0 60
Ginger, washed, Jamaica, No. 1		0 65
Do., Jamaica, No. 2		0 40
Do., Japan or Africa, lb.		0 30
Mace, extra bright Penang, lb.		0 80
Nutmegs, extra large brown, 70 to lb., per lb.		0 70
Do., large brown, 85 to lb.		0 40
Do., medium, brown, 110 to lb., per lb.		0 38
Do., carton of six, per doz.		0 80
Pepper, blk., Singapore, ex., lb.	0 17	0 19
Do., white, per lb.	0 30	0 35
Pickling, ¼-lb., pkg., per doz.		1 00
Do., bulk, No. 1, per lb.		0 28
GROUND SPICE		
Allspice, bulk, per lb.		0 25
Do., No. 2, per lb.		0 25
Do., 2 oz. cartons		0 80
Do., 4 oz. cartons		1 20
Cassia, No. 1 bulk, per lb.		0 30
Do., No. 2, bulk, per lb.		0 25
Do., No. 1, 2 oz. cartons		1 00
Do., No. 1, 4 oz. cartons		1 50
Cinnamon, bulk, per lb		0 45
Do., 2 oz. cartons		1 15
Do., 4 oz. cartons		1 75
Cloves, bulk, per lb.		0 65
Do., 2 oz. cartons		1 45
Do., 4 oz. cartons		2 00

SUGAR PRICES UNCHANGED

Winnipeg.

SUGAR—The sugar market is fairly steady with a weak undertone and higher prices are looked for. There is a good demand at the present time.

Extra gran., bags, 100 lbs.	10 00
Do., gunnies, 5-20 lbs	10 40
Do., gunnies, 10-10 lbs.	10 50
Do., cartons, 20-5 lbs.	10 60
Do., cartons, 50-2 lbs.	10 75
Yellow, No. 1 lt., bags, 100 lbs.	9 60
Do., golden, bags, 100 lbs.	9 50
Powdered sugar, bbls.	10 40
Do., boxes, 50 lbs.	10 60
Do., boxes, 25 lbs.	10 80
Icing, barrels	10 50
Do., boxes, 50 lbs.	10 70
Do., boxes, 25 lbs.	10 90
Soft lumps, boxes, 100 lbs.	10 80
Do., boxes, 50 lbs.	10 90
Do., 25 lbs.	11 10
Do., cases, 20 cartons	11 85
Do., cases, 40 ½ cartons	12 60
LUMP SUGAR—	
Small lump, boxes, 100 lbs.	10 70
Do., boxes, 50 lbs.	10 80
Do., boxes, 25 lbs.	11 00
Do., cartons, 50 2-lbs.	11 10
Hard lump, barrels	11 00
Do., boxes, 100 lbs.	11 00
Do., boxes, 50 lbs.	11 20
Do., boxes, 25 lbs.	11 25

SYRUP MARKET UNCHANGED

Winnipeg.

SYRUP—Quotations on corn and cane syrup are unchanged and an improvement in the demand is shown in the trade. It is not likely that there will be any change in price as conditions point to a steady market.

CANE SYRUP—	
No. 2s	6 55
No. 5s	7 50
No. 10s	7 00
No. 20s	6 80
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 65
Cases, 5-lb. tins, white, 1 doz. in case	5 75
Cases, 10-lb. tins, white, ½ doz. in case	5 50
Cases, 20-lb. tins, white, ¼ doz. in case	5 50
Cases, 2-lb. tins, yellow, 2 doz. in case	3 40
Cases, 5-lb. tins yellow, 1 doz. in case	4 55
Cases, 10-lb. tins, yellow, ½ doz. in case	4 30
Cases ,20-lb. tins, yellow, ¼ doz. in case	4 30
MAPLE SYRUP—	
Pure, 2½s, tins, cs. of 2 doz.	24 85
Pure, 5s, per case of 1 doz.	22 65
Pure, 10s, per case of ½ doz.	21 05
TABLE SYRUP—	
Maple flavor 2½s, tins, per case of 2 doz.	13 75
Do., 2s, tins, case of 1 doz.	12 00
Do., 1s, tins, case ½ doz.	11 50
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 30
3-lb. tins, 2 doz. case	11 60
5-lb. tins, 1 doz. case	9 50
10-lb. tins, 1 doz. case	9 20
Molasses quotations subject to 5 per cent. discount.	
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	5 25
2s, 4 doz. in case	5 00
2½s 4 doz. in case	4 80
5s, 4 doz. in case	4 50
10s, 4 doz. in case	4 20

GOOD DEMAND FOR STARCH

Winnipeg.

STARCH—There is a good demand for all grades of starch with quotations ruling steady.

STARCH—	
Cornstarch, No. 1 quality, per lb.	0 10⅝
Cornstarch 1-lb. pkgs., lb.	0 09½
Gloss, 1-lb. pkgs., per lb.	0 10⅞
Celluloid, 1-lb. pkg., case	4 35

NUT MARKET IS FIRM

Winnipeg.

NUTS—The shelled nut market continues firm with no hope for lower prices for the balance of this year. Spot stocks are becoming very scarce and the new crop on both almonds and walnuts particularly the latter is reported not sufficient to cope with the demand. Buyers will find it to their advantage to place their fall requirements as quickly as possible.

NUTS, SHELLED—		
Almonds, per lb.	0 45	0 47
Spanish Peanuts, No. 1, lb.		0 12½
Pecans, per lb.		1 40
Walnuts, per lb.		0 77½
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, lb.		0 25
Walnuts per lb.		0 25
Almonds, per lb.		0 25
Cocoanuts per sack		11 00
Cocoanuts, per doz.		1 50
Brazils, per lb.		0 25
Pecans, per lb.		0 28

FLOUR MARKET UNCHANGED

Winnipeg.

FLOUR—The flour market is fairly steady under a normal demand. Quotations are unchanged.

FLOUR—	
98-lb. sacks	5 32½
Two 49-lb. sacks	5 40
Four 24-lb. sacks	5 50

JAM SALES ARE QUIET

Winnipeg.

JAMS—Jam manufacturers have advised that prices on pure and blended jams will be higher next month and have refused to accept business in large volumes at present day prices. It is expected that pure jam prices will advance 5 cents per tin and blended to the same extent.

JAMS

Strawberry 4s per tin	0 89
Black Currant 4s per tin	0 89
Raspberry 4s per tin	0 89
Apricots 4s per tin	0 83
Cherry 4s per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors), 4s, tin.	0 57

RICE MARKET IS FIRM

Winnipeg.

RICE—The rice market continues to rule firm with no indications of it easing off until the new crop arrives in January.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08
Do., 50-lb. sacks, lb.	0 08½
Siam, 100-lb. bags	0 6¼
Do., 50-lb. bags	0 06½
Sago, sack lots, 13 to 15 lbs., lbs., per lb.	0 09
Do., in less quantities, lb.	0 09¼
Tapioca, pearl, per lb.	0 08 0 08½

TEA MARKET STRONG

Winnipeg.

TEA—Primary markets state that India and Ceylon teas are very firm and are expected to advance. Local quotations are unchanged but it is expected that prices will be advanced as many lines cannot be replaced at present wholesale price.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 35	0 40
Do., second quality	0 32	0 42
Pekoe, first quality	0 40	0 42
Do., second quality	0 32	0 35
Broken Pekoe, first quality	0 42	0 48
Broken Orange Pekoe 1st qual.	0 42	0 60
Japan	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45
Broken Orange Pekoe	0 33	0 48

Continued on next page

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Nova Scotia Markets

FROM HALIFAX, BY WIRE

HALIFAX, N.S., Sept. 14 — Few changes are reported in this week's market quotations. Native fruit is largely taking the place of Ontario and California fruit. Butter in prints is quoted at 46 cents while dairy which is more plentiful is selling at 37 cents. Eggs are 47 cents per dozen. Hams 9 to 12 lb. 38 cents, 12 to 18 lb. 38 cents, 18 to 25 lb. 34 cents.

Flour, No. 1 patents, bbl.		11 00
Cornmeal, bags		2 50
Rolled oats, per bag		3 95
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.		10 00
Sugar, standard, gran.		8 95
Do., No. 1, yellow		8 45
Molasses, gal.		0 65
Cheese, Ont., twins		0 26
Eggs, fresh, doz.		0 47
Lard, compound		0 16
Do , pure, lb.		0 22
American clear pork, bbl.		34 00
Tomatoes, 2½s, stan., doz.		2 10
Breakfast bacon		0 40
Hams, aver. 9-12 lbs.		0 38
Do., aver., 12 18 lbs.		0 38
Do., aver. 18-25 lbs.		0 34
Roll bacon		0 25
Butter, creamery, lb.		0 46
Do., dairy		0 37
Raspberries, 2s Ont., doz.		4 00
Peaches, 2s, standard, doz.		3 35
Corn, 2s, standard, doz.		1 90
Peas, standard, doz.		1 95
Strawberries, 2s, Ont., doz.		4 00
Salmon, Red Spring, flats, cases		
Do., pinks		7 00
Do., Cohoes		14 00
Do., Chums		6 00
Evaporated apples, per lb.		0 15
Dried peaches, per lb.		0 22
Potatoes, Nat., 90-lb. bag.		1 50
Onions, Jersey		4 50
Onions, Spanish		5 00
Beans, white		4 50
Do., yellow eye		7 25
Bananas, lb.	0 09	0 10
Lemons, Ca..		15 00
Oranges, all sizes		9 00
Grapefruit, Florida, case		9 50
Do., Jamaica	7 00	7 50
Oats, per bushel		0 75

Alberta Markets

FROM CALGARY, BY WIRE

CALGARY, Alta., Sept. 14.—Large Ontario cheese are quoted at from 25 to 27½ cents. Tomatoes twos and halves are $4 to $4.35. Kotenashi beans are $5.75 to $6. Sago and tapioca are from 7 to 7½ cents per lb. Evaporated apples, fifties, are 14½ to 15 cents per lb. No twenty-fives are offered. Hawaiian sliced pineapple, twos, are $6.90 to $7. per case. Best brands of Ontario honey, fives, are $13.50 per case. New valencia shelled almonds are 50 cents per pound. Choice evaporated apricots are 30 to 33 cents per lb. Prunes, 60-70s are 12¾ to 13½ cents, 70-80s are 11½ to 12⅛ cents per pound, 90-100s, 10 to 10½ cents.

Beans, B.C., per hundred	5 00	6 00
Rolled oats, 80s		3 00
Rice, Siam	5 50	6 00
Japan, No. 1	7 50	8 00
Tapioca	7 00	7 50
Sago	7 00	7 50
Sugar, pure cane, gran., cwt.		10 67
Cheese, No. 1, Ont., large	0 25	0 27½
Alberta cheese, twins		0 25½
Do., large		0 24½
Butter, creamery, lb.		0 37
Do., dairy, lb.	0 25	0 30
Lard, pure 3s		12 90
Eggs, new laid, local, case	11 00	11 50
Tomatoes, 2½s	4 00	4 35
Lemons, case		12 50
Corn, 2s, standard case	3 50	3 85
Peas, 2s, standard case	4 20	4 30
New early June peas, case		4 75
Salmon Sockeye 1s, case	19 80	21 00
Do., Sockeye ½s, case	21 00	22 00
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	8 40	10 00
Gooseberries, 2s		11 30
Cherries, 2s, red, pitted	9 00	9 50
B. C. Tomattoes, 4-bas. crate, ea.		2 75
Apples, evaporated, lb.	0 14½	0 15
Do.. 25s, lb.		
Pineapples, Hawaiin, sliced 2's	6 90	7 00
Peaches, evaporated, lb.	0 16	0 18
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 10	0 10*
Do., 70-80s	0 11½	0 12½
Do., 60-70s	0 12¾	0 13½

WINNIPEG MARKETS

LEMONS ARE HIGHER

Winnipeg.

FRUITS—Lemons have advanced 50 cents per case and are quoted at $8.50. Tokay grapes as well as Malagas are arriving freely, and are meeting with a good demand. B. C. Hyslop crab apples are beginning to arrive and are quoted at $2.65 per case. Washington Elberta peaches are arriving in large quantities, and are selling freely as they are now at their best for preserving. B.C. wealthy apples are arriving in good quantities and No. 1s are quoted at $3.25 and No. 2s at $3.

Oranges, all sizes, per case		7 00
Lemons, per case		8 50
Peaches, per case		2 40
Pears, per case	3 90	4 00
Apples, per box	3 00	3 50
Bananas, per lb.		0 10
Grapefruit, per case		8 00
Cantaloupes, flats, per case		2 50
Do., Standard, per case		5 00

TOMATOES PLENTIFUL

Winnipeg.

VEGETABLES—Large shipments of Manitoba tomatoes are arriving daily and are meeting with a ready demand at 2½ to 3 cents per pound. Green onions are becoming very scarce and are quoted at 50 to 60 cents per dozen. B.C. celery is quoted at 5 to 6 cents per pound with local celery at 75c to $1 per dozen. Most lines of vegetables are in fair demand at unchanged quotations.

Rhubarb, per lb.		0 01
Cabbage, per lb.		0 01
Head lettuce, per dozen	0 75	1 25
Leaf lettuce, per dozen	0 25	0 30
Green onions, per dozen	0 50	0 60
Cucumbers, per dozen		0 30
Tomatoes, basket		0 50
Tomatoes, per lb.	0 02½	0 03
New carrots, beets, per lb.		0 80
Potatoes, per bushel		0 80
Do., 25 bushel lots, bushel		0 75
Celery, B.C., per lb.	0 05	0 06
Cauliflower, per doz.	1 50	2 00
Onions, per sack		4 75

Insurance on Parcels Posted Effective Oct. 1

Ottawa, Sept. 14.—Insurance on parcel postage in Canada will come into effect on Oct. 1st, according to notice officially gazetted. Parcels will be accepted for insurance against logs up to $100. The fees will be 3 cents up to $5, 6 cents up to $25, 12 cents up to $50, and 30 cents for amounts exceeding $50 and not exceeding $1.00.

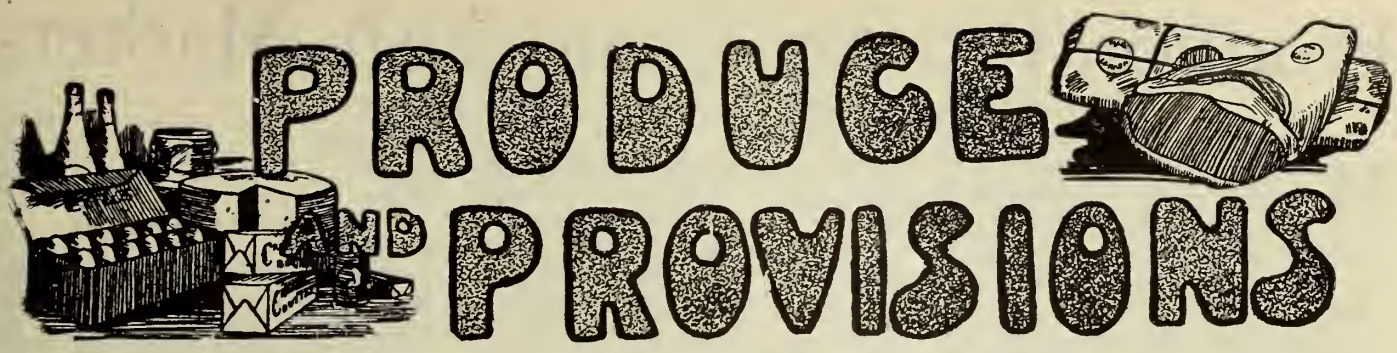
Notice is also gazetted that on and after October the 1st, the rates of letters for outside points of Canada, with the exception of places within the British Empire, the United States and Mexico (to which places the Canadian domestic rate applies) will be ten cents for each letter weighing one ounce or less with five cents for each further ounce. The rates on postcards will be six cents.

CATALOGUES AND BOOKLETS

Montreal—The California Associated Raisin Co., Ltd., have published their first French copy of their recipe book and it is now ready for distribution. These will be sent free to any grocer sending in a request to the office of the company, 121 Bishop St., Montreal.

FIRST SHIPMENT OF CAVIARE IN 3 YEARS

Riga, Sept. 10.—Russia's first export of caviare for three years has arrived at Reval from Bacu, and amounts to one ton. The Esthonian courier convoying the shipment reports starting three weeks ago with two tons of caviare and a large quantity of vodka. He traded one ton of the caviare and all the vodka to the local Soviet Commissars for safe passage. The caviare is being offered in America as a sample.



Fair Yield of Potatoes is Looked For

Crop Will Not be As Heavy as Last Year, But Reports From Both New Brunswick and Western Canada Indicate Average Production—Estimated Yield in All Canada is 99,937,000 Bushels As Against 133,831,400 Bushels Last Year

THE future trend of the potato market is the subject of a great deal of interest among retailers and produce dealers at the present time. It is yet a little too early to come to any definite conclusions as to the estimate of this year's crop and probable prices. At the moment the market is fairly steady since the depression and lower prices of a couple of weeks ago but to a certain extent there is a great deal of uncertainty in the market.

The early part of the summer was marked by a shortage of early potatoes in Ontario and the growing crop of later varieties were none too promising, being affected greatly by the extremely hot weather and heavy rains which nearly destroyed many patches. Since then, however, the cooler weather has been more favorable to the growing crop and although the output will not be anywhere near that of last year, still there is a good prospect for a fair yield.

Little Speculation.

The disastrous close of last years potato season has given ground for uneasiness on the part of many retail and wholesale merchants. Many of them made heavy losses and there is little tendency to speculate among the more conservative element. On the other hand, it is pointed out, that the situation of last year and the prospects for this year are in no way comparable. Last year there was a record crop in every chief potato growing section in Canada. There was also a bumper crop in the United States which virtually closed exporting to that country. The extremely mild winter was also a factor, eliminating losses through frosts and permitting shipping to continue throughout the winter.

Canada's Acreage 746,000 Acres

As far as Canada is concerned, Government estimates put the total acreage in potatoes at 746,000 acres while this is not appreciably less than the acreage of 1920, governmental figures estimate the yield per acre at 134 bushels as against a record yield of 154½ bushels last year. If this estimate approaches anywhere near the truth there will be a yield for all Canada 99,937,000 bushels as against last year's bumper crop of 133,831,400 bushels.

In Ontario, there are 14,000 less acres under cultivation this year than last. The early Government crop estimate for this year is set at 13,800,000 bushels as against 27,783,000 bushels in 1920, a decrease of over 14,000,000 bushels.

Less Acreage in Quebec.

In Quebec the situation is even worse. There are 12,000 less acres under cultivation than last year with prospects on the whole for little better than a 50 per cent. yield as compared with last year.

In some parts of the Maritime Provinces there is a marked decline in both acreage and production. Nova Scotia will probably not have more than a 65 per cent. crop while New Brunswick will have at least an average crop. Prince Edward Island, however, will be about three quarters of a million bushels less than a year ago.

Big Crop in West.

In the Western Provinces the prospects are for big crops. In Manitoba the acreage is greater and the production will run more than a million bushels greater than in 1920, with Saskatchewan a like amount. Alberta will also show a fair crop while British Columbia according to the Government report will have a yield of 3,411,000 bushels or roughly speaking an increase of half a million bushels over last year.

New Brunswick Yield Average

ST. JOHN, N. B., September 7.—(Special)—While it is impossible at the present time to make a definite estimate of the potato crop of the province of New Brunswick, reports from the principal potato sections indicate that the yield will be at least up to the average in most of the regions.

The acreage is slightly in excess of that planted last year, and while the prospects in nearly all sections are that the tubers will be small on account of the protracted drought during the summer, the total yield will be satisfying. In the Carleton county area, the "buckle of the potato belt" this province, yields of seventy-five to eighty bushels to the acre are generally reported while some growers are getting as high as 1000 barrels. Several fields are producing 125 and at least one is said to be yielding 150. To further enhance their value, the quality is said to be of the finest.

During the early part of the season there was some apprehension that the crop would be more or less a failure on account of the absence of rain. Indeed, in some of the early varieties there was a large percentage of misses and in some sections the yield was disappointing. The rains, however, came in time to save the later varieties and a good crop is resulting.

The Markets.

The potato market is reported to have gone to pieces, but this is said by shippers to be due to the first high prices offered inducing too heavy shipments of green immature stock. It is believed that there is certain to be a revival of prices as soon as cooler weather comes.

Other crops are reported to be generally up to the average in spite of somewhat discouraging prospects only a few weeks ago. Altogether, the producers are resting more easily at present than they have been at any time during the summer.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, September 14.—There is an easier trend to the hog market this week on account of bigger supplies being offered of selected and common stock. The price paid for light weight hogs shows a decline of from a half to one cent per pound on last week's prices. Beef also shows an easier feeling with lower prices quoted on fresh cuts of beef. Smoked hams are lower in price in virtue of the weaker hog market and breakfast bacon, although weak, is unchanged in price. The market for smoked meats continues active. For the first time in some weeks lard shows an easier trend with, in some cases, easier prices quoted. Twenty pound pails are quoted at from 18 to 20 cents per pound. On account of a lack of demand for export butter and cheese show further weakness with prices on creamery butter reduced and a general weaker trend throughout the market. In the cheese market, although the wholesale price remains unchanged, lower prices are being paid at the board. It is expected however, that with a renewal of the export demand a firmer market in both these dairy products will result. There is little or no outside call for eggs at the present time and supplies are fairly good, but the demand seems to be running towards the storage stocks. No. 1 eggs this week show a decline of 2 cents per dozen. An adjustment has been made by meat packers in the prices quoted on cooked meats, which in most lines shows a decline in price. Honey is very plentiful this year and lower prices are quoted.

BUTTER PRICES LOWER

Montreal.

BUTTER—During the past week butter prices have fluctuated with a decline of one-eighth of a cent on creamery butter early in the week and later an advance of ⅜ cents. Butter prices, however, in a wholesale way show a decline with finest creamery in prints quoted at 38 and 39 cents and solids selling at from 37 to 38 cents. The lack of demand for export at the present time is responsible for the weaker feeling in butter and large supplies are on hand. It is expected, however, that the export demand will spring up in a very short time and with it will come a much firmer market.

BUTTER—		
Finest creamery prints	0 38	0 39
Creamery solids	0 37	0 38

CHEESE MARKET WEAK

Montreal

CHEESE—There is little change in the cheese market. Prices have an easier trend on account of the inactivity of the export market.

Large, per lb.	0 22	0 23
Twins, per lb.	0 22	0 23
Triplets, per lb.	0 22	0 23
Stilton, per lb.	0 25	0 28
Fancy old cheese, per lb.	0 25	0 28
Quebec	0 22	0 23

STORAGE EGGS BEING USED

Montreal.

EGGS—There is very little change in the egg market although prices on No. 1 show a decline of, in some cases, 2c per dozen. There is a report that there has been some enquiries from English importers for Canadian fresh eggs but some of the buyers here deny knowledge of any enquiries. The demand for eggs seems to be running towards storage stocks and the dealers are beginning to open up their warehouse stocks. It is conceded here that as soon as an export demand opens up that egg prices will strengthen up to an advance.

EGGS—		
Extras		50
Fresh selects	0 45	0 46
Do., No. 1		0 38

EASIER FEELING IN LARD

Montreal.

LARD—An easy feeling has prevailed in the market for lard owing to an increased production and larger offerings and while the demand from outside buyers has been somewhat limited since they have been buying heavily of late. Some prices show a decline on the 20 lb. wood pails but the average price remains unchanged. Prices range from 18 to 20c. per lb. in wooden pails for lard.

LARD—		
Tierces, 360 lbs.	0 21	0 21½
Pails, 20 lbs.	0 20½	0 21
Tubs, 20 lbs.	0 20	0 21½
Bricks	0 24	0 25

HOG PRICES LOWER

Montreal.

FRESHMEATS—There seems to be a stronger feeling in the live hog market which is attributed to the fact that the demand for supplies is somewhat in excess of the supply and prices are a little firmer. The Montreal markets remain steady with the bulk obtaining in select hogs runing at from $11.25 to $11.50 per 100 lb. weighed off cars. The packers here are not disposed to pay more than the above figures since this shows a slight advance on some of the prices that have been quoted during the past week. Quotations on beef show a slight decline with easier ranging throughout the market for fresh cuts of beef. There is a plentiful supply of beef cattle offered on the market.

FRESH MEATS—		
Hogs, live (selected off cars)	9 00	11 50
Abattoir killed, 65-90 lbs.	0 17	0 18
Fresh Pork—		
Legs of pork (foot on)	0 24	0 26
Loins (trimmed)	0 28	0 31
Trimmed shoulders		0 19
Untrimmed		0 17
Pork sausage (pure)		0 20

Fresh Beef—	(Cows)		(Steers)	
Hind quarters	0 12	0 18	0 12	0 20
Front quarters	0 05	0 09	0 06	0 10
Loins	0 25	0 28	0 28	0 30
Chucks	0 08	0 09	0 08	0 10

SMOKED HAMS LOWER

Montreal.

SMOKED MEATS—The market for smoked meats continues active with slightly easier prices quoted, on account of the easier feeling for hogs. Best breakfast bacon is selling from 34 cents per lb. while smoked breakfast is selling from 36 to 42 cents per lb. Smoked hams are also a little easier in price and range from 24 to 35 cents per lb. On the other hand there has been a good steady demand for bacon from all sources and supplies have been kept well cleaned up and prices have been very well maintained although there is a lower price quoted on smoked ham.

BACON—		
Breakfast, best	0 34	0 40
Smoked breakfast	0 36	0 42
Cottage rolls		0 32
Picnic hams		0 22
Wiltshire	0 32	0 35
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut		0 35
Do., 14-20		0 35
Do., 20-25		0 31
Do., 25-35		0 27
Over 35 lbs.		0 24

BARRELLED MEATS UNCHANGED

Montreal.

BARRELLED MEATS—There is no change in the quotations on barrelled meats. Heavy mess pork is selling at $30 while Plate beef is quoted at $22.

Heavy mess pork (bbl)	30 00
Plate beef	22 00
Canadian Short cut (bbl) 30-40	39 00

COOKED MEATS ADJUSTED

Montreal.

COOKED MEATS—A new price list issued by packers for cooked meats shows some adjustment in prices, but no actual changes due to market conditions. Jellied pork tongues are quoted at 35c per lb. Head cheese is down to 10c per lb. in price being quoted at 15½c per lb. There is a good market all around for cooked and tinned meats.

Jellied pork tongues		0 35
Jellied pressed beef, lb.		0 37
Hams, cooked	0 49	0 58
Pork pies (doz.)		
Sausage, pure pork		0 20
Mince meat, lb.		0 15½
Ox tongue, tins		0 65
Head cheese, 6-lb. tins, per lb.		0 10

BIG PRODUCTION OF HONEY

Montreal.

HONEY—There is a big production of honey this season and one producer alone, in this district has, in the last week sold to one firm seven thousand pounds of honey. Prices will, accordingly be easier and white clover honey is selling at 15c to 17c, and buckwheat is offered at 11c a pound.

NO CHANGE IN FISH

Montreal

FISH—There is no change in the prices quoted on fish. There is some

improvement in the demand and supplies are good.

Market Cod	0 06
Steak Cod	0 09
Gaspe Salmon	0 26
Dressed B. C. Salmon	0 25
White fish	0 19
Haddock	0 08
Halibut	0 22
Trout, Lake	0 20

FROZEN FISH

Halibut, large and chicken	0 20	0 23
Haddock		0 07
Mackerel	0 15	0 16
Do., Western, medium	0 21	0 22
Steak Cod	0 08	0 08½
Market Cod	0 05½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B. C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd		0 11
Doree	0 12	0 17
Smelts	0 15	0 20

TORONTO, Sept. 14.—There are not many changes recorded in the produce and provision markets during the week under review. Butter and cheese continue easy, due mostly to the heavy holdings at Montreal for which there is little export demand at the present time. Eggs are fairly steady, although there is a slightly firmer undertone. The hog market after showing a decline since our last report, continues in an unsettled condition, with packers endeavoring to further reduce prices. Receipts of cattle were rather light and in consequence choice butcher cattle were in active demand at a slight advance. Bacon and hams are unchanged while barrel meats are lower. Cooked hams are also reduced. Fresh trout is lower but other lines show no change. Poultry is easy under fairly heavy receipts.

BUTTER CONTINUES EASY

Toronto.

BUTTER—The market continues with an easy trend with prices further reduced. Creamery butter is quoted at 40c to 42c per lb.

Creamery prints	0 40	0 42

NO CHANGE IN CHEESE

Toronto.

CHEESE—There is no change in the market as compared with last week. The situation is an easy one with quotations unchanged.

CHEESE—

Large, new	0 23
Do., June	0 28
Stilton, new	0 25

EGGS FAIRLY STEADY

Toronto.

EGGS—The market has been fairly steady during the week. Shipments have been fairly large and although the quality is somewhat improved, there is still considerable wastage. Quite a lot of eggs are arriving from the Western Provinces and some from the United States, most of these however, grade No. 1. Selects are firm at 50c to 51c per doz. and No. 1s are bringing 44c per doz.

Selects	0 50	0 51
No. 1		0 44
Selects in cartons	0 53	0 54

LITTLE CHANGE IN LARD

Toronto.

LARD—There is little change in the lard market but if anything the undertone has a slightly firmer feeling. This is attributed to the fact that stocks are not large and also the higher prices in the United States, which is reflected to some extent in this market. Quotations remain the same as last week.

1-lb. prints		0 21
Tierces, 400 lbs.	0 18	0 19

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING UNCHANGED

Toronto.

SHORTENING—The market shows no change as compared with a week ago. One pound prints are quoted at 16½c to 17c and on the tierce basis at 14c to 14½c per lb.

SHORTENING—

1-lb. prints	0 16½	0 17
Tierces, 400 lbs.		0 14½

COOKED HAMS DOWN

Toronto.

COOKED MEATS—A further reduction of one cent per pound is noted on cooked hams, making ordinary round 53c and square pressed, 57c per lb. Other lines are unchanged.

COOKED MEATS—

Boiled hams, lb.	0 53
Do., square pressed	0 57
Boiled shoulders, lb.	0 40
Head cheese, 6s, lb.	0 12
Choice jellied ox tongue, lb.	0 66
Jellied pork tongue	0 40
Bologna	0 16 0 18
Macaroni and cheese loaf, lb.	0 23

Above prices subject to daily fluctuations of the market.

SMOKED MEATS STEADIER

Toronto

PROVISIONS—Smoked bacon and hams have a steadier undertone with quotations remaining as last week. Barrel meats, however, are reduced, Mess pork is quoted at $31 per barrel, short cut backs at $40, and pickled rolls $33 to $44 per barrel.

SMOKED MEATS STEADY

Hams—		
Small, 6 to 12 lbs.		0 38
Medium, 12 to 20 lbs.		0 38
Large, 20 to 35 lbs., ea. lb	0 26	0 34
Heavy 35 lbs. and upwards.		0 26
Backs—		
Boneless per lb.	0 46	0 47
Rolled per lb.		0 52
Peamcal	0 42	0 43
Bacon—		
Breakfast, ordinary, per lb.	0 30	0 36
Do., special trim		0 45
Cottage rolls		0 32
Roll per lb.		0 28½
Wiltshire (smoked boneless) lb		0 32
Do., three-quarter cut		0 36
Do., middle		0 38
Dry Salt Meats—		
Long clear bacon, av. 50—70 lbs.		0 21½
Do., av. 80-90 lbs.		0 19½
Clear bellies, 15-30 lbs.	0 18	0 20
Fat backs 10-12 lbs.	0 14	0 16

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—		
Mess pork		31 00
Short cut backs, 200 lbs.		40 00
Picked rolls, bbl., 200 lbs.—		
Lightweight		44 00
Heavy		38 00

Above prices subject to daily fluctuations of the market.

FRESH TROUT REDUCED

Toronto.

FISH—There is a good demand for fresh trout with a goodly supply at lower prices, now selling at 14c to 15c per lb. Fresh cohoe salmon is quoted at 19c to 20c per lb and flounders at 9c to 10c per lb. Other quotations are unchanged.

FRESH SEA AND SALT FISH

Cod steak, lb.	0 09	0 10
Do., market, lb.		0 09
Halibut, chicken	0 16	0 17
Do., medium	0 22	0 23
Whitefish, Government		0 11½
Do., Georgian Bay	0 17	0 18
Fresh Herring	0 08	0 09
Flounders, lb.	0 09	0 10
Fresh trout, lb.	0 14	0 15
Hadock	0 09	0 10
Spring Salmon	0 24	0 25
Fall Salmon	0 13	0 14
Rainbow Salmon	0 13	0 14
Cohoe salmon	0 19	0 20
Mackeral	0 11	0 12
Yellow pickerel, lb.		0 17

FROZEN FISH

Halibut, medium	0 22	0 23
Do., Qualla	0 13	0 14
Flounders	0 09	0 10
Pike round	0 06	0 07
Do., headless and dressed		0 08
Salmon, Cohoe		
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11

SMOKED FISH

Hadies, lb.	0 10	0 12
Fillets, lb.		0 17
Kippers, box	2 25	2 75
Bloaters		2 00

PICKLED FISH

Salmon Snacks, lb.	0 24
Labrador Herrings, kegs, 100 lbs.	0 25
Do., bbls., 200 lbs.	11 75
Do. pails, 20 lbs.	2 00

HOG MARKET UNSETTLED

Toronto.

FRESH MEATS—Since we went to press last week, hog prices dropped 50c per hundredweight. The market continues in an unsettled condition and packers are endeavoring to further reduce prices. The cattle market continues to show an active demand for the better grade. Receipts have not been heavy and in consequence values advanced about 25c. There are practically no changes in dressed meats.

Hogs—		
Dressed, light, per cwt.	18 00	20 00
Do., heavy, per cwt.	14 00	16 00
Live, off cars, per cwt.		10 25
Live, fed and watered, cwt.		12 00
Live, f.o.b. per cwt.		9 25
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 28
Loins of pork, lb.		0 33
Fresh hams, lb.		0 30
Tenderloins, lb.		0 46
Picnics, lb.		0 15
Montreal shoulders, lb.		0 18
Boston butts, lb.		0 21
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 17
Front quarters, lb.	0 05	0 08
Ribs, lb.	0 16	0 22
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 20	0 23
Hips, lb.	0 10	0 12

Cow beef quotations about 2 cents per lb below above quotations.

Calves, lb.	0 13	0 14
Spring lamb, lb.	0 16	0 18
Yearling lamb, lb.	0 08	0 10
Sheep, whole, lb.	0 05	0 07

Above prices subject to daily fluctuations of the market.

EASY MARKET FOR POULTRY

Toronto.

POULTRY—An easy feeling still prevails in the market for poultry. Fairly heavy receipts are arriving and as the demand is of a day to day character, prices have a tendency downward.

WINNIPEG MARKETS

WINNIPEG, Sept 14.—There is an easier trend throughout the produce and provision market. Butter is lower and the same is evident in cheese. Eggs show no change. Cooked meats are ruling steady but business is falling off due to the cooler weather. Ham and bacon are in good demand. The hog market shows a stronger tone and has advanced in price as supplies have been very light. Lard has shown a firmer tone and advanced ½ cent per pound. The fish market is holding steady.

BUTTER EASIER

Winnipeg.

BUTTER—The butter market shows further weakness, and declined 2 cents per lb. Best table grade creamery is quoted at 38 to 40 cents per lb.

BUTTER—		
Creamery, best table grade	0 38	0 40
Dairy, best table grade	....	....
Margarine	0 21	0 25

CHEESE PRICES LOWER

Winnipeg.

CHEESE—The cheese market is easier with quotations down 2 cents per pound making large cheese 24 cents and twins 24½ cents per pound.

CHEESE—	
Stilton cheese, large, lb.	0 29
Ont., large, lb.	0 24
Ont., twins, lb.	0 24*
Ont., triplets, lb.	0 25

EGGS UNCHANGED

Winnipeg.

EGGS—There are practically no changes in quotations on eggs. New laid in cartons are quoted at 50 cents per dozen and No. 1 candled at 37 cents.

COOKED MEATS STEADY

Winnipeg.

COOKED MEATS—There is no change in the prices quoted on meats. The market is steady with a dropping off in the demand for these lines with the approach of cooler weather.

Best quality, skinned, 8-14 lbs.	0 58
Do., 13-16 lbs.	0 52
Roast ham, lb.	0 58
Roast shoulders, lb.	0 38
Jellied Ox Tongues, lb.	0 62
Head cheese, 6-lb. tins, lb.	0 16
Pork tongues, lb.	0 38
Luncheon cooked meats, lb.	0 21

SMOKED MEATS UNCHANGED

Winnipeg.

PROVISIONS—The demand for both ham and bacon is showing an improvement as the fall weather approaches. Quotations remain unchanged.

Hams—	
8 to 16 lbs., per lb.	0 46
16 to 20 lbs., per lb.	0 46
Boneless, 8-16 lbs., per lb.	0 52
Skinned, 14-18 lbs., per lb.	0 46
Skinned, 18-22 lbs., per lb.	0 46
Bacon—	
Back, 6 to 10 lbs., lb.	0 53
Cottage Rolls, boneless	0 26
Bellies, 6 to 10 lbs, per lb.	**0 40**

BROILERS ARE ARRIVING

Winnipeg.

POULTRY—A few live broilers are arriving on the market and are meeting with a good demand at 45 cents per pound. Other lines however show no change.

POULTRY—	
D. P. chickens, 3½ lbs. and under	0 40
Do., 3½ lbs. and over	0 42
D.P. fowl, 3½ lbs. and under	0 26
Do., 3* lbs. and over	0 28

LARD SHOWS ADVANCE

Winnipeg.

LARD—Lard advanced ½ cent per lb. and is quoted at 18½ cents in tierces of 400 lbs. with 20 lb. wooden pails at $4.10. Shortening however shows no change.

FISH IS UNCHANGED

Winnipeg.

FISH—There is no change in fish prices this week. The market shows an improvement in the sale of halibut and salmon.

HOG MARKET FIRMER

Winnipeg.

FRESH MEATS—The hog market has shown an advance due to the small quantity being offered and selected are quoted at $13.25 to $13.50 per cwt. In view of the moderate offerings for cattle buyers were keen to purchase, and trading is fairly brisk with quotations holding steady. Choice butcher heifers are scarce and are quoted from $4.25 to $4.50. Choice veal calves are selling from $6 to $8. The sheep and lamb market appeared to be a trifle weak under liberal offerings. Good lambs are being offered at $9 to $10 with good mutton sheep from $5.25 to $5.75.

Selected, live, cwt.	13 00	13 50
Heavier	8 25	11 50
Light	12 00	13 00
Sows	6 25	8 25
Fresh Pork—		
Legs of pork, up to 35 lbs., lb	0 24	0 33
Spare ribs	....	0 15
Loins of pork, lb.	0 31	0 34
Fresh hams, lb.	0 29	0 35
Picnics, lb.	....	0 20
Shoulders	0 17	0 21
Fresh beef—from steers and heifers—		
Hind quarters, lb.	0 11	0 19
Front quarters, lb.	0 06½	0 08½
Whole carcass, good grade, lb.	0 10½	0 13½
Mutton—		
Choice, lb.	....	0 22
Choice long hinds (leg and loin)	...	0 35
loin)	....	0 35
Choice Stews	....	0 07½
Lambs—		
Choice, 30-45 lbs.	....	0 23
Veal'		
Good veal, 40 to 80 lbs., hind quarters	....	0 27

Illustrating a Provision Counter in a Grocery Where Display Means Constantly Increasing Sales

The Seal of Quality

FOLLOW this sign and you will always be assured of products which give satisfaction, and which will stimulate and hold trade, also keep your customers loyal to your store, for they will know that you handle and sell

Davies Quality Foods

Prepared under the supervision of inspectors appointed by the Government at Ottawa gives you the added assurance of absolute good product, free from infection.

Try some of these high-grade quality lines, which have already assisted in building up trade for numerous dealers throughout Canada.

Peerless Brand Cooked Hams
" " Bologna
" " Pickles
" " Roast Pork
" " Shortening
Dialstone " Smoked Meats

These are only a few of the Quality lines we offer you, full range of products and prices given upon request.

Our sales staff is at your disposal, and we solicit your enquiries and orders. Special attention given to orders received by mail.

Write for our prices, or, if our salesman is in your vicinity we will have him call.

THE WILLIAM DAVIES COMPANY LIMITED
Toronto

Montreal Sydney, N.S. Hamilton

"Thousands of Customers"

"Gunns yellow and blue
Is a guide for you."

Thousands of people sampled Gunns Maple Leaf Brand Pork Sausages at the Canadian National Exhibition. The many favorable comments indicate that these thousands will be customers for this new line.

Maple Leaf Pork Sausages will keep indefinitely in the tin and can be served either hot or cold. They appeal strongly to the housewife because they can be kept on hand to meet any emergency call that may arise. The convenience of the tin and the delicious flavor of this sausage will make the Maple Leaf Brand a quick, easy seller, bringing you quick, easy profits.

Place your order now.

Phone Junc. 3400

Gunns LIMITED

West Toronto

Grocers who use the N. B. Pulp

Eggs

Egg Carrier

Save

Money, Time and Eggs

Order from your wholesale grocer or from

Walter Woods, Limited

Hamilton Winnipeg

"Quality" Brings "Quantity" Sales

For over seventy years Cow Brand Baking Soda has maintained its reputation as the fastest selling Baking Soda on the market.

"Cow Brand" popularity is not just a matter of chance. It is due to its high standard uniform purity which has made it the strongest and most economical baking soda sold.

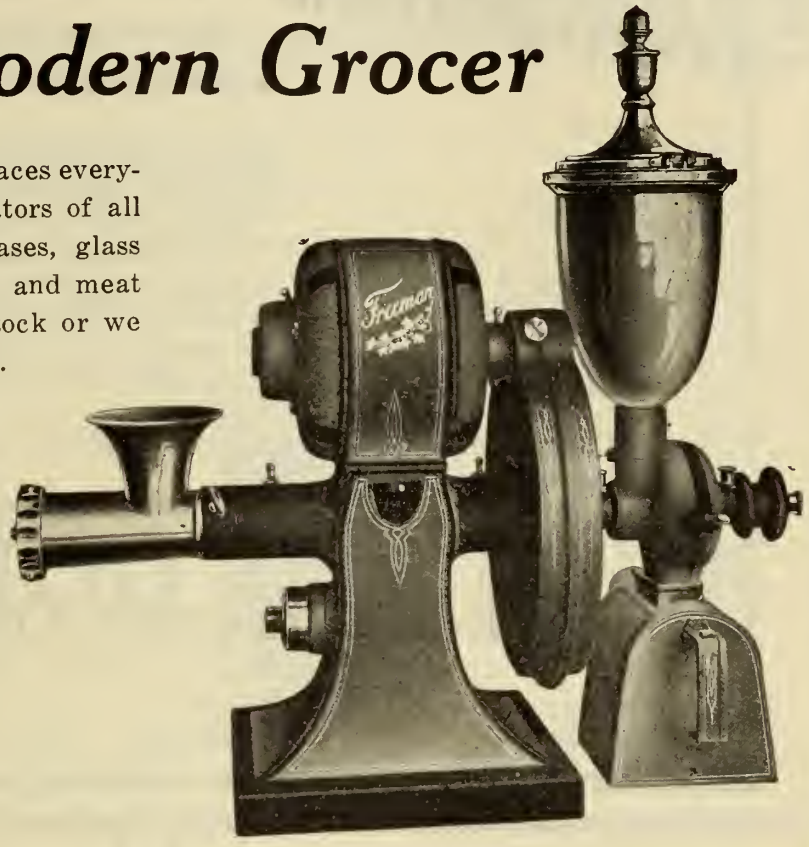
Church & Dwight, Ltd.

MONTREAL

Freeman's Equipment

For The Modern Grocer

Freeman Equipment for grocers embraces everything in store equipment. Refrigerators of all kinds, display cases, refrigerator cases, glass counters, meat grinders, coffee mills and meat slicer. Orders can be filled from stock or we will make special units to your order.



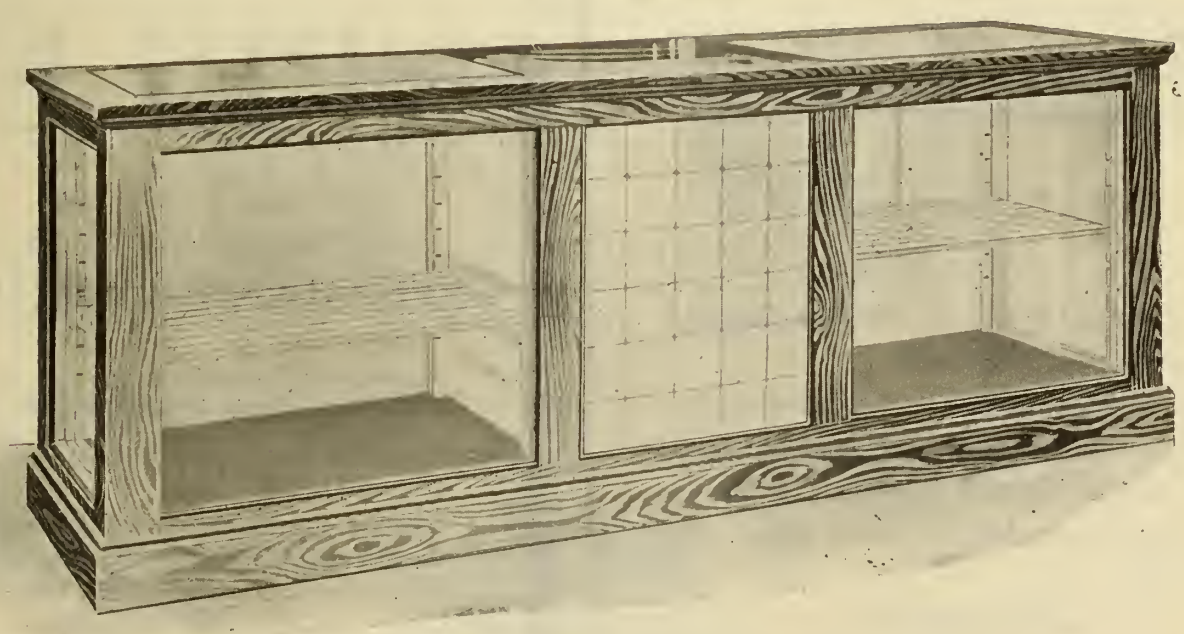
At the right is illustrated the Freeman Combination Coffee Mill and Meat Chopper.

This is a ½ horse power machine, sturdy, handsome and economical. It comes in both pedestal and counter base types.

Below is shown one of our popular models of Refrigerator Display Cases.

Our representative would be glad to call and give you further particulars.

Write for our illustrated catalogue and price list.



Refrigerator Display Case

W. A. FREEMAN CO., LTD.

HAMILTON — ONTARIO

The Right Biscuit to Sell

The "Biscuit In The Striped Package" is the right biscuit for you to handle, because:—

It is invariably pure, fresh and delicious—
It is popular with those who have used it—
It brings customers back for Some More—
It is extensively advertised to your customers—
It is attractively packed in convenient sized striped packages—
It makes a striking display in your windows and on your shelves—
It moves OFF your shelves quickly—
It SELLS—
It affords a rapid turnover, and a good profit—

—here it is:—

Som-Mor
Graham Wafers
Fairy Soda (Plain and Salted)
Ginger Snaps
Social Tea
Royal Arrowroot
—All in Striped Packages.

Quick shipments from our nearest branch enable you to keep your stock complete.

North-West Biscuit Company, Limited

Edmonton - - Alberta

Winnigeg, Moose Jaw, Regina, Saskatoon, Calgary, Nelson, Vancouver, Victoria

95

Fresh Arrivals

Isle of Pines Grape Fruit
(New Crop)

California, Tokay and Malaga Grapes
Oregon Bartlett Pears
Sweet Potatoes
British Columbia Fresh Prunes in Boxes.
Colorado Peaches (Elbertas) in Boxes.
British Columbia Apples in Boxes (Wealthys).

Your orders solicited.

Satisfaction guaranteed.

WHITE & CO., LTD.
TORONTO

APPLES

Get our quotations before you purchase

GEORGIAN BAY FRUITS

Before you place your order for your apple requirements for winter use it will pay you to get our prices. You'll find them most reasonable and our service and delivery all you could desire.

Georgian Bay Fruits are well known for their fine quality and flavor. You can count on them to please your customers. Write us.

LEMON BROS.

Owen Sound, Ontario

Fruit, Produce & Commission Merchants

"At Your Grocer's"

Every week thousands of dollars' worth of Carnation advertising informs the public that Carnation Milk may be obtained "at your grocer's."

These advertisements reach millions of people—your own customers read them.

They will inquire if you stock Carnation Milk—if you are a Modern Milkman.

Are you profiting by this additional business directed to your store?

Link yourself up with this campaign for bigger sales—get a share of this new business.

Carnation advertising material is free. Ask our representative or write for some of the following pieces:

Suggestions for Window Trims—Giant Carnation Carton—Counter Cutout—Counter Stand—Story of Carnation Recipe Book—Carnation Streamers or Hangers.

Address—CARNATION MILK PRODUCTS CO., Limited, Aylmer, Ontario

Remember—your jobber can supply you.

Now in "Hotel" Size

Carnation Milk is now also put up in a 32-oz. can. This "hotel" size can opens up big new possibilities. Comes packed 24 cans to the case. And it will pay you well to push it.

Carnation Milk

"From Contented Cows"

The label is red and white

"Dominion Brand"

TOMATO SOUP

The New Soup with the New Label
All Canadian Made

A rich, thick, savoury soup packed full of goodness and appetising flavour; flavour that makes friends for life after one trial.

Stock It!
Display It!
Sell It!

DOMINION CANNERS LIMITED
HAMILTON, CANADA.

Wholesalers!
Place Fall
Orders Now.

Old English Xmas Pudding (Basins and Tin Moulds)

MINCEMEAT LEMON CURD

PIES (Genuine Melton Mowbray)

PRICE LISTS AND FURTHER PARTICULARS:-

Tebbutt & Co.

London Offices:
45 Chancery Lane, London, W.C.2.
ALSO-
A. C. CHAPMAN, 93 Durocher St., Montreal

"Established upwards of a century"
The Works, Melton Mowbray, England.

SAMUEL DOBREE & SONS

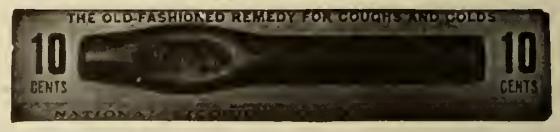
LONDON, ENGLAND
Established 17th Century

Growers and Producers of
SUGAR MOLASSES
COCOA

IMPORTERS AND EXPORTERS
Branches in all parts of the civilized world

Canadian Branch
UPPER WATER STREET
HALIFAX, N.S.

Y & S
STICK LICORICE
in 10c Cartons



[Everything in Licorice for all] Industries using
LICORICE
in any form.

Made in Canada by
National Licorice Company
MONTREAL
Catalogue and Price List on Application.

BABY'S OWN SOAP
50% PROFIT

Buy Direct From the Factory. Freight Prepaid. Minimum Quantity 2 Gross.

$38.40 less 20% and 5% - $29.18
Sell at 15c per cake - - $43.20

In Sask., Alta. and B.C. add 60c per gross and retail at 50c per box of 3 cakes.

ASK FOR PRICE LIST OF OTHER LINES

ALBERT SOAPS, Limited, 168 McCord St., MONTREAL, Que.

BRUNSWICK BRAND
Sea Foods

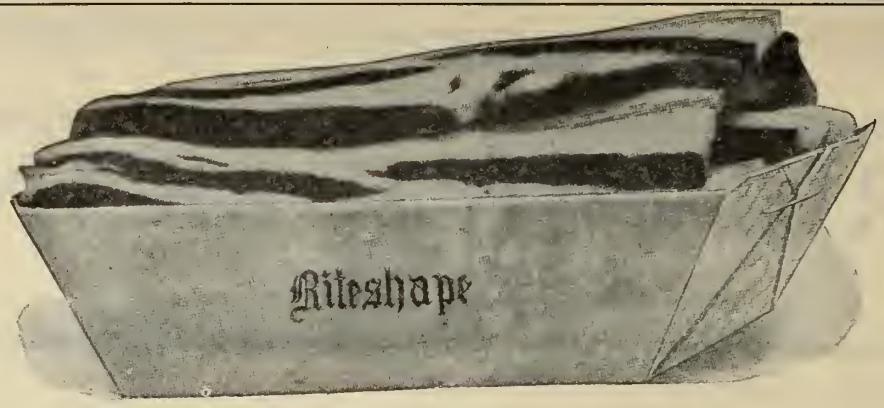
.... the popular and profitable sellers

These canned fish foods sell well wherever they are introduced. Being cooked they are ready to serve at once, and their great convenience and tempting flavor, coupled with their most reasonable price, offer a selling appeal that few women can resist, and the best part of it is that *Brunswick Brand* sea foods invariably win steady repeat orders.

Grocers featuring these choice canned sea foods are assured not only of rapid turnovers, but also of a profit margin on each sale that is exceptionally good. Get ready for a bigger fall fish business this year by stocking up with *Brunswick Brand*—the line that never fails to make good.

Connors Bros., Limited
Black's Harbor, N. B.

Winnipeg Representative: Chas. Duncan & Son, Winnipeg, Man.



Bacon Looks Best in a "Riteshape"

AND so does butter, lard, fruit, fish—in fact most every food product you sell in bulk looks its very best when served in a Riteshape. But it not only looks better—it KEEPS better. No odor, no contamination, no waste. And here's another thing—you can do up average quantities—such as half-pounds, pounds and two pounds all ready for serving quickly when the rush comes. The Riteshape certainly does save your goods, your time and your money besides giving you the best opportunity for tasty displays.

The Riteshape is made in all sizes from ½ lb. to 10 lbs. Each dish carefully examined and warranted perfect.

WRITE FOR SAMPLES AND PRICES.

The Victoria Paper & Twine Co., Limited.

430 Wellington Street West, Toronto

Sole Canadian Wholesale Distributors for the manufacturers—THE OVAL WOOD DISH COMPANY, NEW YORK.

Extra money

KLIM
PURE SEPARATED MILK IN POWDER FORM FOR ALL USES WHERE SUCH MILK IS NEEDED
ONE POUND NET
CANADIAN MILK PRODUCTS LIMITED
TORONTO MONTREAL

EVERY month each of your customers is spending four or five dollars for milk. From $48 to $60 a year. You can get that extra business and make a good profit by pushing KLIM! Think of it—the grocer with fifty customers who buy KLIM regularly could make a turnover of $3,000 in KLIM sales. Extra profit which he is not now making. Surely KLIM—with its profit, steady turnover, month-in-and-month-out sale—is worth handling AND PUSHING.

There is nothing like KLIM--no source of milk supply that is fresh, sweet and pure under all conditions Pure pasteurized skimmed milk, powdered by our exclusive "spray" process in our own plants, which are located in the heart of Canada's finest dairy farms.

CANADIAN MILK PRODUCTS, Limited

HEAD OFFICE Toronto

ST. JOHN MONTREAL WINNIPEG

B.C. Distributors Kirkland & Rose, VANCOUVER

Bowser Curb Gasoline Pump

BOWSER ESTABLISHED 1865

Curb Gasoline and Oil Pumps

Bring You More Business

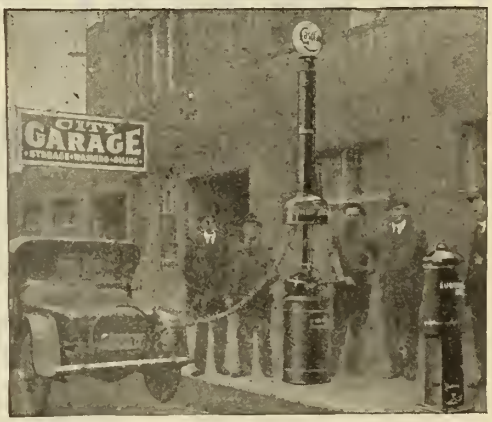
Now as never before, there is a great opportunity for progressive dealers to favorably and permanently establish their business in the minds of the autoist.

Get Your Share of Trade

Show the trade you are on the job, ready to serve them.

Bowser Gasoline and Oil Storage Pumps will catch the motorists' trade quicker than any other method you can use. Get this profitable trade coming to you for gasoline and oil. It will keep coming, until eventually you have their trade for parts and accessories.

There is a Bowser Outfit that will meet your needs and bring you profitable business.



Bowser Curb Gasoline and Lubricating Oil Pumps

S. F. BOWSER CO., LIMITED

66-68 FRASER AVENUE TORONTO, CANADA

Branch Offices in all the Principal Cities of the World

Dealers Profit by Sunset SUCCESS

Display Sunset—Show YOU Sell It

It PAYS to PUSH Sunset because it is well advertised to the people in your neighborhood. When they enter your store, have your Sunset display prominently placed. That's the way Sunset sells easily and quickly, and you reap the clean profits which this real dye brings by making good with home-dyers.

USE this Counter Display Case

Your jobber can supply Sunset packed 1 gross assorted colors in this attractive display case, with Color Card. Ask him. If the Color Card you have is soiled or damaged, write us for a fresh one.

22 Fast Colors

Sunset Soap Dyes

The Real Dye for All Fabrics

Sunset Window Cut-Out—FREE A very effective trim is made with this cut-out in conjunction with the Sunset Display Case, Color Card, and a quantity of loose packages. Size of Cut-Out: 28" x 40". Lithographed in many beautiful colors. If you have one, use it for profit; if not, write and we will send you one, free. Address,

NORTH AMERICAN DYE CORPORATION, Ltd., Manufacturers: Toronto, Canada.

Sell a woman Sunset, and she **boosts for you** thereafter; anybody, without any dyeing experience whatever, can equal professional work with the **modern Sunset—One dye for all fabrics.**

Keep your stock of beautiful Sunset colors complete. If you have any trouble in getting Sunset, write:

Sales Representatives:
HAROLD F. RITCHIE & CO., Ltd., Toronto, Canada.

Now for the Oyster Season

Oysters in Glass Jars

Will be in great demand this Season

Packed under strict

Sanitary Conditions

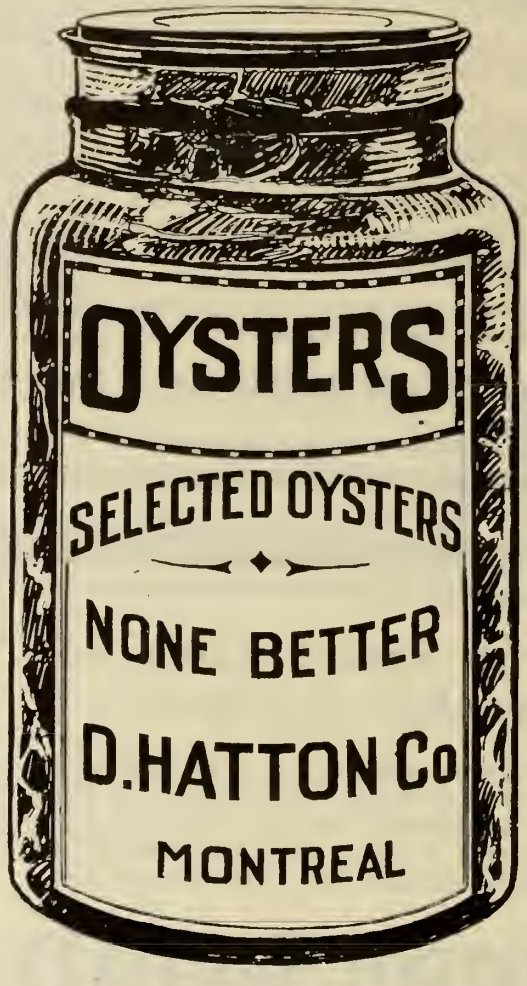
THE BEST

FLAVORED OYSTERS

on

THE CONTINENT

Place these on your Counter and watch them sell



Your customers will appreciate this new way of selling oysters. Attractively packed in Glass Jars.

1 dozen per case

Why not be the first Grocer in your town to stock this new line.

Order to day

Big Sales Good Profits

A weekly standing order will keep your stock replenished with fresh goods.

We Guarantee the Quality and Price

Place Your Order with the Old Reliable House

D. HATTON COMPANY

Montreal

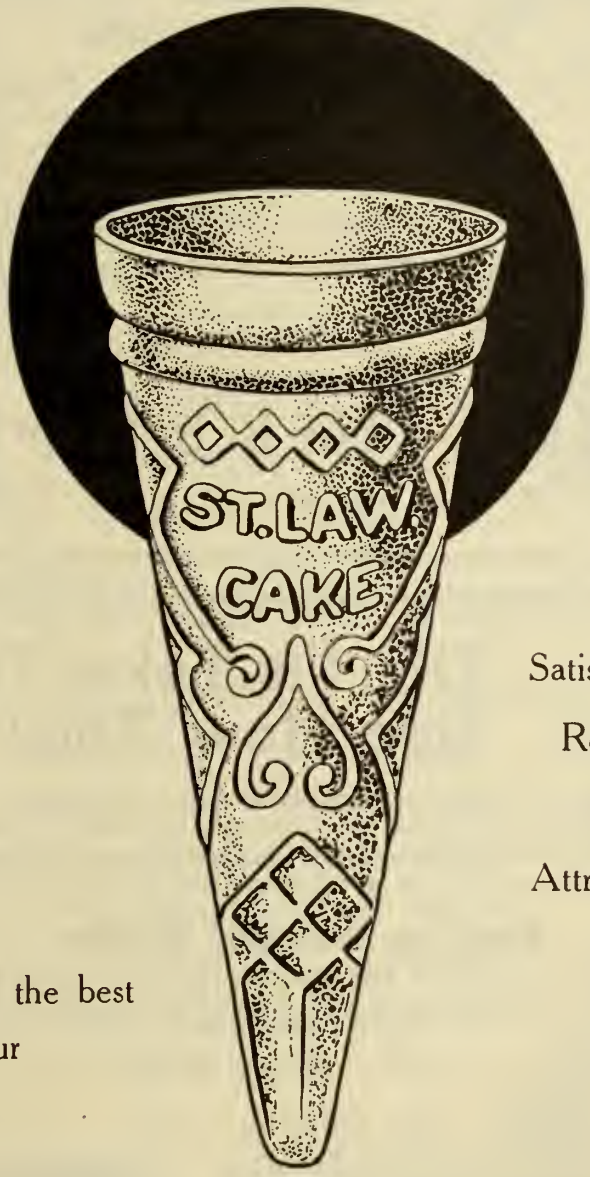
A New Cone and costs no more

Canadian Patent No. 252994

No Breakage No Waste No Loss

St. Lawrence Cake Cone "Canada's Best"

The Rim is made to prevent breakage



The Patent is in the Rim and Cup and has revolutionized the Ice Cream Cone Trade

No Loss of Money in handling St. Lawrence Cake Cones

Satisfied Customers

Repeat Orders

Big Sellers

Attractively Packed

Manufactured from the best Wheat Flour

Now is the time to order your supplies—We Guarantee the Quality.

Prices are no higher than other makes

Order through your wholesaler or write direct.

ST. LAWRENCE BAKING CO., LIMITED

255 St. Paul St. W. - Montreal

EDDY

A Name That Guarantees Quality

To the customer the name "Eddy" is an assurance of money's worth in Matches, Indurated Fibreware, "Onliwon" Towelling and Toilet Paper and other paper specialties.

Eddy Products are known all over the Dominion. Widespread consumer advertising reaching into every Canadian community is enhancing the Eddy demand and bringing extra sales to every Eddy dealer.

Every Eddy Product is an All-Canadian Product.

The E. B. Eddy Co., Limited

HULL, CANADA

"Oh, I'll Take This One—See How Thick It Is!"

The housewife invariably chooses a Keystone Household Brush in preference to all others, because of the quality of its fibres and bristles, and because of its extra heavy filling. She knows that a good brush lightens household labors.

Keystone Household Brushes

are remarkable repeaters. Many dealers have built up a profitable and permanent Brush business, by handling the Keystone line exclusively. These brushes are attractive in appearance—the backs being very carefully finished.

Send for a sample shipment.

Have you seen the new "Never Strip Metal Thread Handle," which cannot wear off? No additional charge for Metal Thread Handles with Keystone Floor Brushes.

Note the Handle, Metal Thread, and Ferrule, shown separately.

Stevens-Hepner Company, Limited

PORT ELGIN - ONTARIO

Antiques belong in a museum —Not in your grocery store

One of the most successful buyers in the country said that he always asked himself "How long will these goods be with me?" before buying from the persuading salesman.

A good question, a fair one and a safe one. The successful buyer is a salesman himself—not an antique collector.

You will find Postum, Grape-Nuts and Post Toasties in every leading grocery throughout Canada because the possibilities of loitering are eliminated and the sale of every package guaranteed.

For this there's a well-known reason. There's nothing eccentric about the Postum policy of advertising. Like clock work, selling messages on Postum, Grape-Nuts and Post Toasties appear in leading magazines and newspapers, on billboards, in street cars. The result is quick, profitable and guaranteed turnover.

Canadian Postum Cereal Company, Limited
Windsor, Ontario, Canada.

MASTER MASON
PLUG SMOKING
"It's good Tobacco"
MASTER MASON
MASTER MASON
THE man who smokes the big plug has reasons aplenty, aside from the real pipe enjoyment he gets from Master Mason. There is no waste: there's no loss of flavor: and there's the satisfying economy. For the big Master Mason plug is high quality tobacco at the rock bottom price.
The Big Plug 20¢

Is This Ad Helping You?

It is if you are one of those retailers who are selling MASTER MASON Tobacco—the plug that pays the dealer the **largest** profit-margin of any tobacco in Canada. Advertisements—over four times the size of the one above — are boosting the sales of MASTER MASON among men who know tobacco value. You can sell **more** MASTER MASON now than ever before—and make more money selling it. Why not put in a stock of this popular tobacco immediately?

ROCK CITY TOBACCO COMPANY, LTD.

QUEBEC - CANADA

MASTER MASON

INDEX TO ADVERTISERS

A

Acadia Sugar Refining Co.13
Albert Soaps Ltd..... 62

B

Bain & Co., Donald H... 8
Beecham's Pills..... 47
Best Boxes Ltd. 12
The Borden Co., Ltd..... 31
B. C. Traffic & Credit Association 5
Bowser & Co., Ltd., S. F. 65

C

Canadian Maple Products Ltd. 44
Canadian Toledo Scale Co. 41
Canadian Milk Products.. 64
Canadian Postum Cereal Co. 69, 35
Canada Barrels & Keg Ltd. 15
Carnation Milk 61
Canada Starch Co., Ltd., 43 .....and Front Cover
Channell Limited, Inside Front Cover
Church & Dwight Co. ... 38
City Dray Co., The..... 8
Clark Limited, W. 3
Clark D. W. 11
Connors Bros., Ltd. 63

D

Davies & Co., Wm. Ltd.. 41
Dayton Scale Co., Back cover
Dobree & Sons 62
Dom. Canners Ltd. 61
Dominion Canners B.C. Limited 7
Dom. Chocolate Co. 39
Donaldson Phillips Agencies 8

E

Eddy, E. B. Co. Ltd. 68
Eby, Blain Ltd. 17
Escott Co. Ltd., W. H.... 10
Estabrooks Co., Ltd. T.H. 17
Eureka Refrigerator Co. Ltd. 7

F

Freeman Co., Ltd., W. A. 59
Frost Moorman & Co. .. 11

G

Galt Chemical Co. 43
Gunns Limited 58

H

Hamblin-Brereton 11
Hayne Co., John 71
R. B. Hayhoe & Co. 15
Chris. Hansen's Ltd. 36
Hanson Co., Ltd., J. H. .. 12
Harrisons & Crossfield.. 13
D. Hatton Co. 66
Hull Oil Mfg. Co. 12
Harry Horne & Co. ..32, 33

I

Interlake Tissue Mills Co. Ltd. 15, 42

K

Kerr Bros. 34
Kkovah Co., Ltd. 37

L

Laing & Waters 11
Lambe W.G.A.& Co. 11
Langley Harris & Co. Ltd. 11
Laporte-Martin Ltd..... 6
Lemon Bros. 60
Loggie Sons & Co. 11

M

McLaughlan J. K..... 11
Macdonald Reg., W. C., .. 1
Mackenzie, W. L. 8
Mickle, Geo. T. 11
Mann & Co., C. A. 11
Major, S. J., Ltd. 2
Magor, Son, Co. 18
Marshall Co., The W. A. 8
Marsh Grape Juice Co... 17
Maple Tree Producers Association, Ltd. 16
Mathieu J. L. & Co., Ltd.. 16
Moore, R. M. & Co. 71

N

National Cash Register Inside Back Cover
National Licorice Co. ... 62
New Brunswick Potato Exchange Co. 71
Nonsuch Mfg. Co. 15
North Amer. Dye Corp... 65
North West Biscuit Co. .. 60

O

Oakey & Sons Ltd., Jno.. 12
Oceanic Oyster Co. 4
O'Donnell & Co., John J.. 11
Oval Wood Dish Co. ... 64

P

Patrick & Co. W. G..... 11
Pennock & Co. H. P. 9
Peek Frean & Co. 33
Purnell & Panter 16

R

Red Rose Tea 17
Reckitt's Oversea Ltd. .. 40
Reliance Ink Co. Ltd..... 9
Rock City Tobacco Co. .. 70
Ross Can Co. 71

S

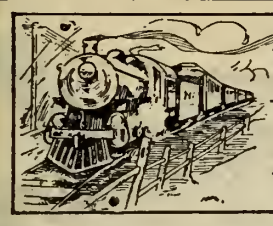
St. Lawrence Baking Co., Ltd. 67
Scott-Bathgate Co. Ltd... 10
So-Clean Ltd. 71
Soper, E. N. & W. E.... 11
St. Arnaud Fils Cie..... 12
Stevens Hepner Co. 68
Stickney & Poor Spice Co. 7
Strovan-Dunwoody Co... 8
Swift Canadian Co., Ltd. 30

T

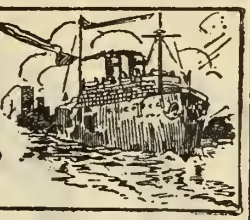
Tebbutt & Co. 62
Thompson Co., A. E. 10
Tor. Laundry Machine Co. Limited 38
Tippet & Co. Ltd. 12
Toronto Pottery Co. Ltd. 71
Toronto Salt Works 71
Trent Mfg. Co. 71

W

Watson & Truesdale 9
White & Co. 60
White, Cottell's 71
Woods & Co., Walter ... 58
Williams Storage Co. ... 9
Wiley, Frank H 8



BUYERS' MARKET GUIDE
Latest Editorial Market News



Stoneware Jars
Flower Pots
Tea Pots
Glassware

Please ask for copy of latest catalogue

The TORONTO POTTERY CO, Limited
Toronto

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS, GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

SPANISH RAISINS
EQUAL LAST YEAR

A despatch from F. W. Rowley & Co., of Dennis, Spain, says:—"The latest estimate of the Valencia Raisin crop is put at 8,000 to 9,000 tons, a figure several thousand tons below previous calculations. The first shipments cannot be made before September 1 and quotations for the new crop are not yet available. From all indications it is likely that the new prices will at least equal last year's crop.

GASOLINE MANTLES
FOR THE FINEST BUY AN R-M
ASK FOR SAMPLES & PRICES
RECOGNIZED AS THE STANDARD MAKE
R M BAG
JUNIOR R-M-BAG
FOR LIGHTING SYSTEMS
FOR HANGING LAMPS AND LANTERNS
R.M. Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

---

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS

All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.

ROSS CAN CO. LIMITED,
Bowmanville, Ont.

BARRELS

For all purposes. The best pack age for exporting. I can make them to suit your goods.

JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

MAKE BUSINESS BETTER
By Boosting Your Business

Your Wants
are many here below. Use the Want Ad. page and get rid of a few of them.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

YOUNG MAN, 28, THOROUGHLY EXPERienced and efficient; a hustler and one who knows what to do and how to do it, wants position in grocery or general store. Highly recommended. Apply Box 72, Canadian Grocer, University Ave., Toronto.

WANTED — I WISH TO RENT A STORE about 15 x 40 feet, in a town of not less than 3,000 population; might consider buying out grocery stock, but prefer renting store only. Address Box 80, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—MAN SEEKS GOOD PROPOSItion, thorough, practical experience grocery, produce, wholesale and retail; wholesale preferred. Expert office man. Could invest small capital. Box 92, Canadian Grocer, 153 University Ave., Toronto, Ont.

YOUNG MAN WANTED AS MANAGER FOR dried fruit broker's office in Montreal. Give full particulars in first letter. Box 98, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE

FOR SALE — GENERAL STORE, IN LIVE town in Alberta; population 1,800. Has High School; 20-bed, fire-proof hospital, etc.; has good pay roll and is recognized as one of the best towns in the province. Turnover last year $150,000. Write for terms. Box 82, Canadian Grocer, 153 University Avenue, Toronto, Ont.

FOR SALE—POTATOES, CAR LOAD LOTS Choice Manitoba White. N. J. Prior & Co., Portage la Prairie, Man.

FOR SALE — BUTCHER AND GROCERY, West Toronto. Turnover 72,000; good prospect. Owner leaving city. Box 90, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—GROCERY AND PROVISION store in a thriving railway divisional point and tourist town. Stock and fixtures, $2,400. Good opportunity. Apply Box 88, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED

WANTED—MANAGER FOR NEW CHAIN OF Grocerterias in large Canadian city. Must know grocery business; must be a good buyer, and must have an established connection with manufacturers and know how foodstuffs of all kinds are bought and sold. This is an excellent position for the right man. State all particulars about yourself in first letter. Strictly confidential. Apply Box 100 Canadian Grocer, 153 University Ave., Toronto.

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the people in the Trade from whom you wish to sell, or from whom you wish to buy.

RATES:
(payable in advance)

3c per word, first insertion.
2c per word, subsequent insertions.
5c. extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.

In Selling a Business?
In Buying a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second-hand Fixtures?

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that yuo have to offer.

Then you should use.
Canadian Grocer's Classified Ad. Columns

Canadian Grocer

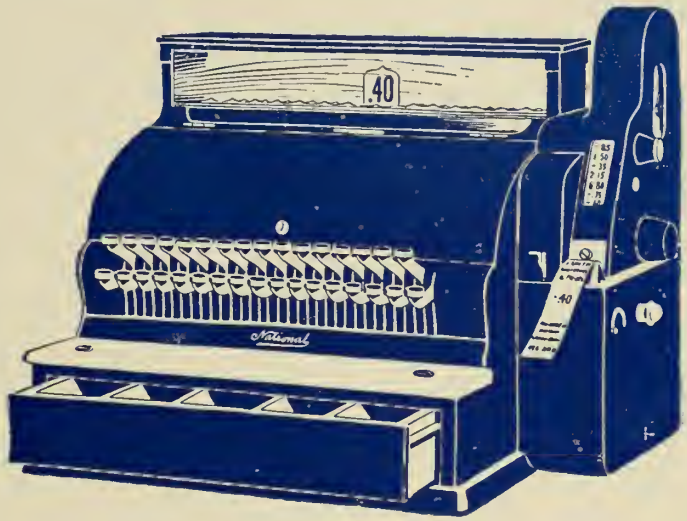
143-153 University Ave. Toronto

The Significance of National Advertising

Advertising appearing in a local publication shows the advertiser as appealing for local trade—the smallest store can use the local newspaper, whereas the advertising appearing in Canada's National Magazine stamps the advertiser at once as **doing a national business;** one whose goods and services are available not only to the people of the one locality, but to the people in all parts of the broad Dominion.

National Magazines give to advertised articles a national standing, a prestige and a quality reputation that no other kind of advertising has ever been able to give.

Another improvement in National Cash Registers. Low-priced receipt printer.



To all merchants:

When you press a key on this register—

(1) It shows the price of the article.

(2) It prints a record for the merchant.

(3) It prints this receipt for the customer. ⟶

(4) It opens the cash drawer.

(5) It adds up the money received for the day.

J. BLANK
214 Main Street
Blankville

-.40

Amount of
Purchase Shown
Above

05 SEPT 10

Copy of receipt printed for each customer

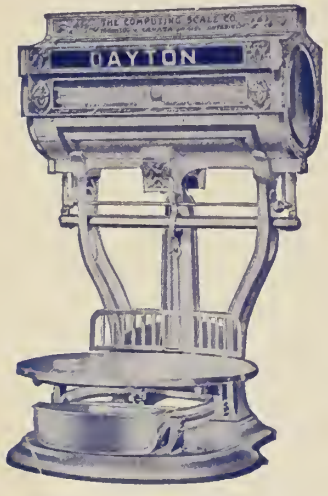
Now there is a receipt-printing National Cash Register for every line of business.

Old registers bought, sold, repaired, and exchanged.
Easy payments. Liberal allowance for old registers.

We make cash registers for every line of business

NATIONAL CASH REGISTER CO.

OF CANADA LIMITED



The scales you use weigh your own reputation in the balance

BUSINESS is a science of reliability and exactness. One half of success is judgment, the other half is accuracy.

Bankruptcy is a disease of fractions—the trickles that slip through careless weights and faulty measures are deadly. "Little things" kill the most men and the most businesses.
Unreliable scales cause almost unbelievable losses and alienate uncountable customers.

We make the best scales in the world—scales that perform veritable miracles—automatic types for all kinds of stores, many of them so exquisitely patterned as almost to weigh a shadow. Special scales for the peculiar needs of grocers, butchers, drug stores, confectioners and hardware stores.

Guaranteed to be right and to stay right.
We shall be glad to explain our plan of easy payments, without interest. Write to us today.

International SPEED ACCURACY ECONOMY Business Machines

DAYTON

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

Frank E. Mutton, Vice-President and General Manager.

HEAD OFFICE and FACTORY—Royce and Campbell Avenues, Toronto.

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

We also manufacture International Time Recorders and International Electric Tabulators and Sorters.

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV PUBLICATION OFFICE: TORONTO, ONT., SEPTEMBER 23, 1921 No. 38

Ingersoll Cream Cheese

KEEP IN A COOL PLACE
INGERSOLL
CREAM
CHEESE
INGERSOLL CREAM CHEESE is always soft in texture, distinct in flavor, and every particle can be consumed
Avoid imitations
Ask for and insist on getting the original INGERSOLL CREAM CHEESE
SPREADS LIKE BUTTER
MANUFACTURED BY
THE INGERSOLL PACKING CO LIMITED
INGERSOLL, ONTARIO, CANADA

MADE IN CANADA

AGENTS:

The Ingersoll Packing Co., Ltd., Toronto, Ont.
E. S. Kirk, 17 George St., Hamilton, Ont.
Canadian Packing Co., Ltd., Peterborough (Eastern Ontario).
G. W. Nickerson Co., Prince Rupert, B.C.
G. T. Armstrong & Son, Ltd., Sherbrooke, Que.
The Whyte Packing Co., Montreal, Que.
J. H. Trowbridge, Ottawa, Ont.
Mason & Hickey, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Brandon, Lethbridge, Fort William.
Urquhart & Co., Ltd., 98 Powell St., Vancouver, B.C.
Albert Dunn, Quebec, Que.
Canadian Packing Co., Ltd., Sydney, N.S.

Guaranteed Sales

Ingersoll Cream Cheese, the rich creamy cheese that spreads like butter, has proven a remarkably fast seller everywhere it has been introduced.

Its delightful flavor, soft spreadable texture and superior quality have won nation wide approval.

Ingersoll Cream Cheese is put up in attractive, heavily paraffined cartons that retain every particle of its goodness. Order from nearest agent.

The Ingersoll Packing Co., Limited
INGERSOLL, ONT.

"Spreads Like Butter"

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

The Importance of Rapid "Turn-over"

Is more apparent to the dealer to-day than ever before.

Your capital invested in O-Cedar Polish and the O-Cedar Polish Mop, turns over rapidly.

These products sell readily because the thrifty Canadian housewife has learned that the O-Cedar trade-mark is a guarantee of satisfaction.

Make the most of O-Cedar turn-over possibilities—make attractive displays of Mop and Polish—keep O-Cedar in the foreground all the time—use the Window Cards which we gladly furnish for this purpose.

O-Cedar Polish Mop
Small $1.25
Large $2.00

CHANNELL LIMITED
TORONTO

O-Cedar Polish in tins $1.50. $2.50 and $3.50.
Bottles, 30c & 60c.

O-Cedar Polish

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK

A FEW GOOD REASONS FOR THE OUTSTANDING LEADERSHIP OF

Borden's St. Charles Milk

(the Pure Country Milk with the Cream left in)

Borden's St. Charles Milk is the highest quality evaporated milk on the market.
Borden's St. Charles Milk is so rich that it whips like cream.

Borden's St. Charles Milk when used in cooking is actually so rich in butterfats that less butter is required.

Borden's St. Charles Milk is prepared under ideal sanitary conditions from Borden's selected and carefully inspected herds of healthy cows.

Borden's St. Charles Milk is just pure rich creamy pasteurized country milk with the water removed.

Borden's St. Charles Milk is the safest milk for the children, and for the table while its great purity and richness makes it the most economical for all cooking.

Canadians from coast to coast know these facts and Borden advertising is constantly jogging their memory.

MONTREAL The Borden Co. Limited VANCOUVER

The Demand is Regular

There is always a steady demand for McCormick biscuits. Their reputation for unfailing quality and freshness has made them favorites from coast to coast. When your customers think of biscuits they think of McCormick's. Stock up and supply their demands.

McCormick Mfg. Company, Limited, London, Canada

Branches at: Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port Arthur St. John, N. B., Vancouver

PLEASES YOUR CUSTOMERS

★

BRINGS MORE BUSINESS TO YOU

★

CLARK'S TOMATO KETCHUP

Made in Canada ∴ By Canadians

Ask Your Dealer For Prices

You Can't Stop People Buying Macdonald's

LAST year Canadians bought more Macdonald's than any other kind of tobacco. They are going to keep on buying it.

No sensible dealer would want to stop them, for Macdonald's is the most profitable line to sell. It moves faster, it pays more profit, it requires less sales effort, it satisfies as few other tobaccos could do, and it brings those *extra* Macdonald profits that make the tobacco with a heart so popular with the retailer.

The Tobacco with a Heart

MACDONALD'S

Does it make good bread, buns, biscuits? Does it make good cakes, cookies, crullers? Good pies, pastries, puddings? How about doughnuts or dumplings? And muffins, pancakes, snaps, etc.?

You've got to be Specific

Women buy flour with the finished product in mind. You sell the cause, but they buy the effect. They in reality buy bread, cakes, puddings, pastries.

All FIVE ROSES flour advertising is based on this desire for better baking, on the housewife's ambition towards better living conditions for her people.

And because FIVE ROSES flour supplies these human wants and aspirations consistently—economically—FIVE ROSES advertising has been unusually successful. It is based on facts, the ability of the flour to perform its allotted function.

When you sell FIVE ROSES, you sell not merely a satisfactory product, but a product that is known as such. It is a better product because it is advertised!

LAKE OF THE WOODS MILLING COMPANY, LIMITED

Offices in 16 Canadian Cities

Montreal **Winnipeg**

FIVE ROSES FLOUR

BRADSHAW'S LIMITED

WISH To Announce to the trade their appointment as Sales Representatives throughout Canada for

MONO SERVICE CONTAINERS

-the ideal Light, Strong, Compact, Containers that will materially reduce your carrying costs.

A Few of the Many Commodities "MONO SERVICE" is Successfully Serving

MONO SERVICE CONTAINERS are successfully used to pack the following and many other commodities:

To carry for an indefinite time

Honey	**Jellies**	**Custard Powder**	**Water Glass**
Syrup	**Marmalade**	**Milk Powder**	**Cocoa**
Jams	**Lemon Curd**	**Malt Extract**	**Dried Eggs**

To carry for a limited period only

Milk	**Cheese**	**Mince Meat**	**Lard**
Cream	**Potted Meats**	**Dripping**	**Oysters**
Butter	**Potted Fish**	**Margarine**	**Salads**

MONO SERVICE CONTAINERS, Ltd., Park Royal, LONDON, N. W. 10

Canadian Representative

BRADSHAW'S LIMITED, TORONTO, ONT.

We will be glad to furnish samples of the "Mono Service Co ntainers" together with prices—on request.

ASK YOUR WHOLESALER FOR NEW PRICE ON

"KING OSCAR" SARDINES

These temptingly flavored, highest-grade sardines are hygienically packed from the finest carefully selected Norwegian caught bristlings in the purest of olive oil.

You can highly recommend them to your better class of trade and know that their unusually fine flavor and high standard quality will always insure steady repeat orders.

Ask your wholesaler to-day for quotations.

Canadian Agents:

John W. Bickle & Greening

HAMILTON, ONTARIO

Do You Know That

STICKNEY & POOR SPICE COMPANY

have direct connections throughout the world for purchasing the raw products that maintain the S. & P. standard of quality.

Our big, light factory is equipped with automatic devices, that guard the sanitary handling of all products and speed production.

Over one hundred years experience is back of this firm in manufacturing mustards, spices and seasonings.

Your co-operating servant
"MUSTARDPOT."

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

Eureka Refrigeration Equipment

As long as the warm weather lasts you will need **good** refrigeration —we emphasize good refrigeration because if it is not good it is worse than none.

By installing a Eureka Refrigerator you get **good refrigeration** —you get the best refrigeration possible, because the famous Eureka Cold Dry Air Circulation System is the most efficient system of cooling any refrigerator; this, together with the heavy insulation, and best of materials, workmanship and design, make the Eureka Refrigerator the most popular refrigerator on the market, for service, durability, design and all round satisfaction.

We have a complete line of Grocers' and Household refrigerators in stock for immediate shipment. Write for literature and prices.

Eureka Refrigerator Co., Ltd.

Head Office and Factories:
OWEN SOUND, ONTARIO

WE WILL NOT TRY

to tell you **how** good our macaroni is.
Nor **why** it is so good.
Nor **how** it is made.

We figure all these things don't matter very much to you.

What you want to know is "Is it a good seller?" Well, try it out and see. Put in a small order and select seven or eight of your largest buyers of Macaroni..

They will tell you how good it is. And you will then know if it will sell.

The Columbia Macaroni Co., Ltd.

Lethbridge, Alberta

Storage and Distribution

Winnipeg

Insurance 30c

We operate the largest fleet of motor trucks in

Western Canada

Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

The City Dray Company

LIMITED

Frost and Wood Building,
Cor. Pacific and Princess Streets.

Track P. 18 **Winnipeg**

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

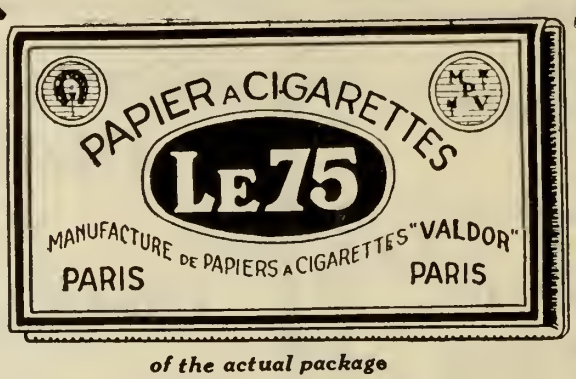
W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

LE 75 French Cigarette Papers

Finest Quality--Order to-day from your jobber

This cut is a facsimile

A White Gummed Paper That Will Satisfy Your Trade



100 Leaves to Book
Automatic Doubles
50 Books to Box

of the actual package

CANADIAN DISTRIBUTORS:

DONALD H. BAIN CO.

Wholesale Commission Merchants, Brokers and Importers

Head Office, WINNIPEG, MAN.

Branches: SASKATOON REGINA CALGARY EDMONTON VANCOUVER MONTREAL LONDON, ENG.

Standard Goods Win Abiding Trade

Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London.
A.B.C. Codes used, 4th & 5th Editions.

LIMEHOUSE, LONDON, E., England

Canadian Agents: J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.
HUGH LAMBE & CO., TORONTO.

Goods well advertised and well displayed are easiest sold. Advertised to ½ million buyers weekly. Codville Co. Ltd.

C 6

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Personal Marketing Service

The "House of Scott-Bathgate" offers manufacturers who are desirous of successfully placing their products in the rich Western field a personal selling organization with an 18-year-old reputation for producing big results.

We have successfully placed such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies and we can do the same for yours. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE

WINNIPEG, MAN.

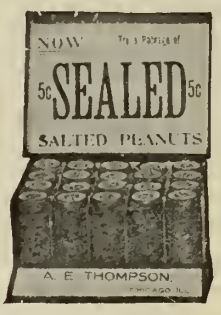
Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
Fort William, Ont.

SELL

Thompson's Salted Peanuts

and have satisfied customers.



The original drum-shaped package, filled with the finest salted peanuts, roasted and salted to perfection.

Packed in attractive display of 40 packages each.

ORDER FROM YOUR JOBBER TO-DAY

BULK PEANUTS

Salted Peanuts in Pails, 30-lb. Cartons, Barrels, also Display Cards 36 pkgs. Each.

Try "Nifty Brand"

Whole Blanched Jumbos in 5-lb. tins with envelopes, also in bulk as above.

Packed in Canada by

A. E. Thompson

149 Notre Dame East, Winnipeg

G. B. Thompson & Co., Western Agent,
Box 2015, Winnipeg

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

Merchandise Brokers — Manufacturers' Agents
WE COVER LOGGIE, SONS & Co. CANADA
32 Front TORONTO — St. West CANADA

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

LAING AND WATERS
Manufacturers Agents & Grocery Broker
28 Wellington St. East
TORONTO
Desire correspondence with manufacturers unrepresented in this district.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

Triangle Sanitary — Waxed Paper

CANADIAN NASHUA PAPER CO. LTD. PETERBOROUGH ONT. — SCIENCE PRODUCTION QUALITY TRADE MARK

A Quality line, which Quality Wholesale Grocers will want to handle. Our Prices are competitive and Service unexcelled.
Enquiries Solicited

CANADIAN NASHUA PAPER CO.
LIMITED
Peterborough - Ont.

The **CROWN** *Trade-Mark*

on a bag of white beans is a guarantee of their uniform size and choice quality

Only the very finest hand-picked Canadian White Beans go into bags marked

CROWN BRAND

For your own protection insist upon having this line of known quality.

BRAND

G. T. MICKLE - Ridgetown, Ont.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateur — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

When writing to advertisers kindly mention this paper

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

Be Sure You Ask Your Jobber for
Dominion Spring Clothes Pins

Manufactured by
The J. H. Hanson Co., Ltd.
MONTREAL

B. & S. H. THOMPSON & CO.
LIMITED
Head MONTREAL Office

Agents for Canada for the HOMCO Products, including Hard and Soft Soaps, Soap Chips, Salad Oils, Compound Lard, Castor Oils, Sanctuary Oil, etc.

ENQUIRIES INVITED

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Summer and Fall Trade

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 95 King St., E. Toronto, Can. J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

Now is the Time to Buy—don't wait.
Consult these Advertising Pages.
Our Advertisers will *save* you Money—buy now.

APPLES

Get our quotations before you purchase

GEORGIAN BAY FRUITS

Before you place your order for your apple requirements for winter use it will pay you to get our prices. You'll find them most reasonable and our service and delivery all you could desire.

Georgian Bay Fruits are well known for their fine quality and flavor. You can count on them to please your customers. Write us.

LEMON BROS.

Owen Sound, Ontario

Fruit, Produce & Commission Merchants

The Year 'round Health Drink

MARSH'S GRAPE JUICE

Always a big Seller during the Social Season.

MARSH'S GRAPE JUICE

Keep Marsh's Grape Juice and Marsh's Unfermented Wines well displayed and suggest them for making delightful "punches" for social affairs this fall and winter.

AGENTS

Agents for Ontario, Quebec and Maritime Provinces:
THE MacLAREN WRIGHT, Limited,
Toronto and Montreal
Agents for British Columbia
F. G. EVANS CO., LTD., Vancouver, B.C.

MASTER MASON
PLUG SMOKING
"It's good Tobacco"
MASTER MASON
THE man who smokes the big plug has reasons aplenty, aside from the real pipe enjoyment he gets from Master Mason. There is no waste: there's no loss of flavor: and there's the satisfying economy. For the big Master Mason plug is high quality tobacco at the rock bottom price.
The Big Plug 20¢

This Advertisement

is one of a series now running in the Canadian newspapers. The ads actually appearing are, of course, over **four times** the size of this one. They are making scores of new friends for MASTER MASON and sending them to the store where MASTER MASON is sold. They'll go to you if you sell Master Mason. And it will **pay** you to sell Master Mason because it gives you a bigger margin of profit than any other tobacco.

ROCK CITY TOBACCO CO., Limited

QUEBEC -:- CANADA

MASTER MASON

PLUG SMOKING

INTERLAKE TOILET PAPERS

ARE recognized by the customers of the Retail Merchants as being dependable in every respect. They are **profitable** for every *Wholesaler* to handle, due to their quick sale.

Salesmen or Clerks never hesitate to recommend them.
Made in the most MODERN mill in Canada.
Write for a carton of samples and prices.

The INTERLAKE TISSUE MILLS, Co., LIMITED

Head Office, 54 University Ave., Toronto **Branch: Montreal**

Mills: MERRITTON

$100 SAVED

And a More Sanitary Machine

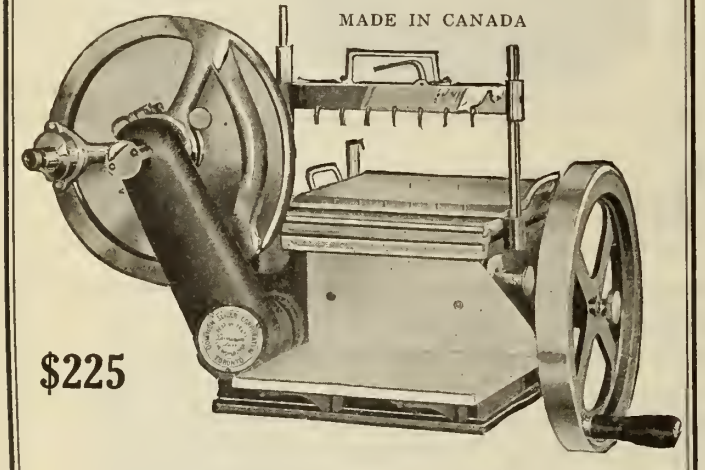
Think of a machine composed of Reinforced Porcelain, only 1 in. metal in contact with your meat.

And You Have the Dominion

A Machine without Frills

Few parts, equal in performance and capacity to any the world over.

MADE IN CANADA



$225

Give us a call and see machine demonstrated. Write for circular and booklet. Dominion Slicer Corporation, 110 Church St., Toronto.

Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.

Newmarket, Ontario

7 Direct Lines Out of Stratford

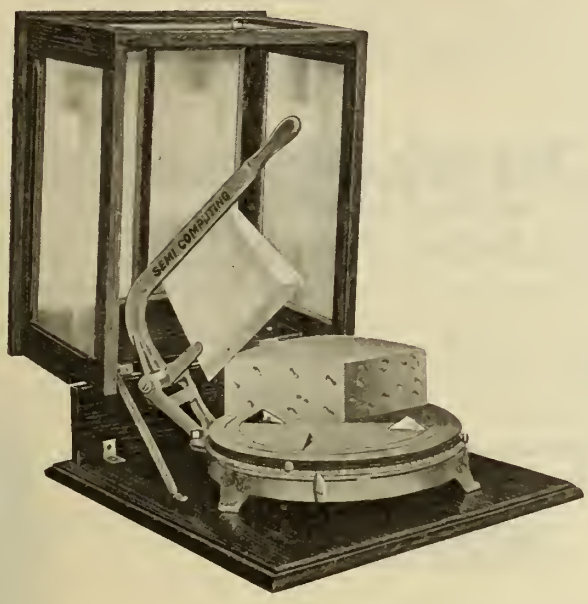
Make It the Quickest Shipping Centre

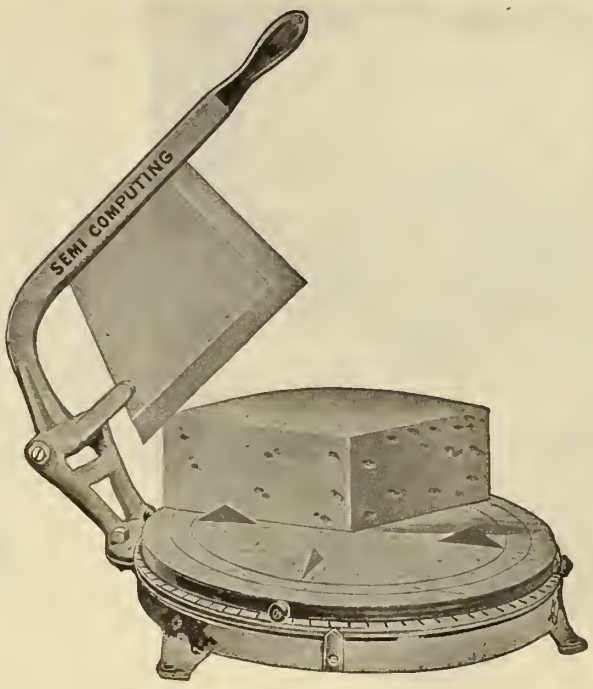
We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits" — ***saving double freight and double cartage.***

Phones—Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.

James Lloyd & Son **Box No. 266** **Stratford, Ont.**





SPECIAL PRICES

ON

Cheese Cutter and Cabinet

Saves Time, Money and Cheese

Cutter $20.00 **Cabinet $20.00**

Cutter and Cabinet $35.00

TAKE ADVANTAGE OF BARGAIN DAY

WALTER WOODS, LIMITED

HAMILTON and WINNIPEG

It pays to stock these

The popular, economical and nutritious dessert that can be prepared in a variety of dainty ways.

Junket is put up in 10 tablet packages. Retails at 15c with a good profit.

It is an active seller.

Junket
MADE *with* MILK

Also Junket Powder

This is Junket in powdered form. Just the thing for quickly made desserts, and it makes the most delicious ices and ice cream. Comes in four different flavors.

Try a sample order of both.

They're both big sellers.

JUNKET POWDER

NESNAH

Chr: Hansen's Canadian Laboratory

TORONTO, CANADA

LOGGIE, SONS and COMPANY

Selling Agents for Canada

32 FRONT STREET WEST, TORONTO

BOXES

square
round
collapsible
rigid
waterproof

Made from solid fibre-board with a Mullen Test up to 1,000 lbs. per square inch.

Best Boxes Limited
Ottawa
Ont.

OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

JohnOakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal Que.; Sturgeons, Ltd., 64-66 Richmond Street East Toronto; Frank Manley, 290 McDermott Ave. West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B. C.

Canadian Fruits Over

Do you know of these New Arrivals?

GRAPEFRUIT
ONTARIO APPLES
COLORADO ELBERTA PEACHES
NEW FALL VEGETABLES
Cauliflower, Cabbage, Onions
CANADIAN CRANBERRIES
SUNKIST VALENCIA ORANGES
SWEET POTATOES
CALIFORNIA TOKAY GRAPES
CANADIAN PEARS AND GRAPES

Fresh Goods - *Unequalled Service*

HUGH WALKER & SON, LTD.

Guelph - Ontario

The Opinion of a Successful Merchant Regarding "Salada"

A letter received by us recently:

Stratford, Sept. 15th, 1921

Dear Sir:—

Replying to your favour of Sept. 9th. I am cleaning up on odd lines of package Tea and intend to practically confine my package Tea trade to SALADA. At present am selling three times as much SALADA as all other package Teas handled.

In view of the fact that the SALADA Tea Co. have always protected the grocer and do such extensive advertising, I feel it is a waste of time and energy on the merchant's part to try to sell other lines of package Tea, on which he makes no more money than on SALADA.

Thanking you for the courtesy shown me when visiting your Plant, I am,

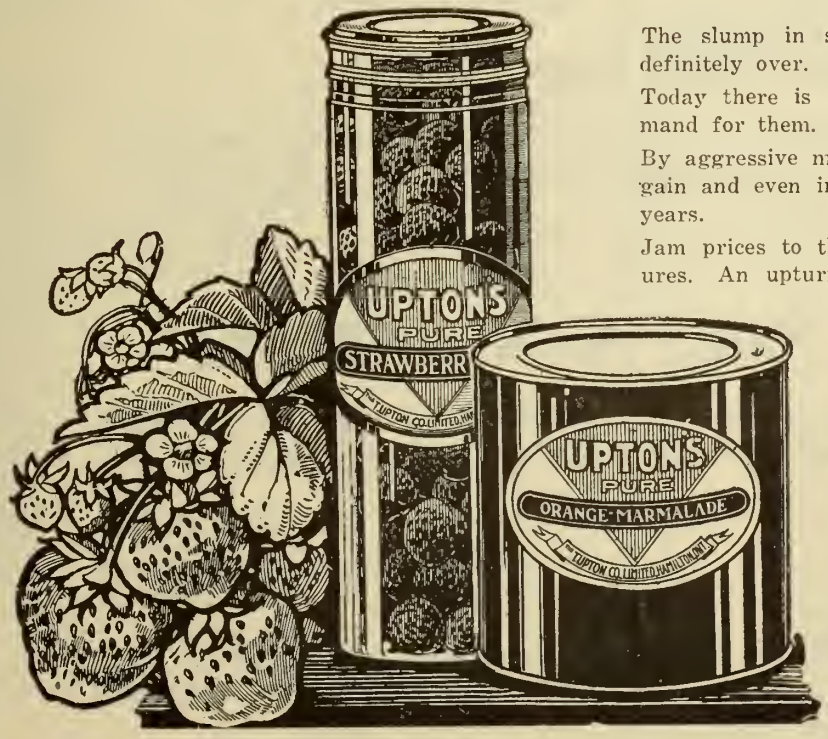
Sincerely yours,

(Signed) GROCER.

"SALADA"

SALADA TEA COMPANY OF CANADA, LIMITED

UPTON'S Pure Jams and Marmalades



The slump in sales of Jam and Marmalade is definitely over.

Today there is a strong and ever increasing demand for them.

By aggressive merchandising grocers can now regain and even increase their jam sales of former years.

Jam prices to the trade are at rock bottom figures. An upturn is inevitable.

ORDER TODAY!

Jams and Marmalades that a Grocer can safely recommend to his best customer.

The T. Upton Co., Limited

HAMILTON, CANADA

Make a Spurt with McIntosh Reds

With a shortage of Eastern apples and a bumper B.C. crop, your trump card is now the favorite, full flavored

McIntosh Red

Never a disappointment, this season's McINTOSH is coming into market, in size, color and condition that is simply perfect.

Boxes Sell on Sight

and the grading is uniform from top to bottom. Press home the *Whole Box* purchase, the economical way to buy this season's fruit.

A Quick Sale, A Nice Profit

See your jobber at once and get every box you can secure. They are moving fast and there are none but delighted buyers.

This series of Advertisements issued by the Producers and Distributors of B. C. fruit.

It Pays You In More Ways Than One

In recommending Red Rose Tea you lay the foundation for bigger business for every line in your store.

You can be confident that customers who use Red Rose Tea will like it, and will recommend your store to their friends.

So Red Rose Tea will be profitable to you, not only in itself, but as a valuable aid in establishing good will and a steady trade.

A case of Red Rose Tea to-day will pay you well.

T. H. ESTABROOKS CO., LIMITED

St. John, N. B. Montreal, P. Q. Toronto, Ont. Winnipeg, Man. Calgary, Alta.

"CHARM" is rapidly forging to the Front

Judging from the speedy manner in which Charm is forging to the front as a leader in its class, it is certainly bound to be a live profitable seller.

Charm CLEANS Everything

Charm cuts grease, saves soap, softens water and cleans everything perfectly without injury to hands or fabrics. It is positively a new departure in cleaners and is safe, odorless, pure and effective. Try a sample order. Your wholesaler will supply you.

Galt Chemical Products Limited

Galt, Ontario

ARCTIC REFRIGERATORS FOR GROCERS

FIFTY YEARS' experience are back of every refrigerator we build. That's why our special Arctic Refrigerators for grocers are so popular.

Designed to give perfect ventilation and constant circulation of dry, cool air.

Keep perishable food cool and fresh on the smallest consumption of ice.

A quality job throughout—every wanted feature.

Catalogue sent upon request

John Hillock & Co., Limited

Offices, Showrooms and Factory

154 George St. - - Toronto

Agencies:—A. Tilley, 54 McGill College Ave., Montreal; George Cameron, Sparks Street, Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers' Supply Company, Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B. C.

Keen's Oxford Blue

POSSESSES RECOGNIZED SALES VALUE and NOW IS THE BEST SEASON FOR BLUE

To assist moving your stock we will send you this attractive counter display. It will be a general reminder of this very efficient blueing with which we want every Canadian housewife to become familiar.

Keen's Oxford Blue has a long-established, high-quality reputation.

Canadian Agents

MAGOR, SON & COMPANY LIMITED

191 St. Paul St. W., Montreal, Que. 23 Scott St., Toronto

= NOW IS THE TIME =

TO FEATURE

PURITY OATS

" THE EMPIRE'S BREAKFAST "

Window trims, cut-outs and display matter are yours for the asking

Western Canada Flour Mills Co.

Limited

TORONTO - WINNIPEG

CANADIAN GROCER

VOL. XXXV. TORONTO, SEPTEMBER 23 1921 No. 38

Selling Fruit and Vegetables by Weight

Resolution Favoring Such a Move is Approved by Dominion Board of Retail Merchants—Is the Sale of Such Vegetables as Cabbages and Cauliflower by Weight the Most Practical and Profitable Method—Some Merchants Do Not Think So

WESTERN representatives of Retail Merchants' Associations attending the annual meeting of the Dominion R.M.A. Board in Winnipeg recently fathered a resolution, favoring the sale of vegetables and fruits by weight. Discussing the matter with W. C. Miller, secretary of the Ontario R.M.A. who was present at the convention, he told Canadian Grocer that the resolution was approved by the Board, and the same will be discussed in the various meetings of the association throughout the Dominion, before steps are taken to get legislation standardizing weights for such vegetables as cabbages, cauliflower, carrots, beets and such fruits as bananas. Mr. Miller remarked that legislation in this regard would be along the same lines as is now in force in regard to potatoes and onions, and which are sold by weight.

Believe it Would be Better.

The resolution was introduced by Western officials who pointed out that retailers in Western Canada were anxious, that there should be some definite standard for selling vegetables such as cabbages, and cauliflower, and such fruits as bananas, by weight rather than the present method, that is, of selling cabbages singly and bananas by the dozen. Western retailers, it was stated at the convention, believe that merchants generally would benefit by legislation, making weight the standard for selling vegetables and fruits. Eastern officials of the association, Mr. Miller told the Canadian Grocer, on their return from the convention, and who were interested in this question, interviewed a number of grocers in such cities at St. Paul, Minneapolis and Chicago, and found in almost every instance, grocers were selling vegetables and bananas by weight. Grocers in these cities declared that they would not return to the old method, and were of the opinion that the weight standard was the better way. Secretary Miller thinks that Canadian merchants who have sold these lines on the weight basis have been well satisfied, and if the custom was general, the trade on the whole would be greatly benefited. Western merchants largely are still adhering to the old plan, but as their representatives urged at the convention, they would like to see the weight standard adopted.

Not Good Merchandising.

Discussing the question with the heads of the grocery departments in Toronto's departmental stores, some interesting opinions were expressed in regard to the matter. "I think it would be all right to sell such vegetables as carrots, beets, and turnips, on the same basis as potatoes, that is, by weight," G. T. Wolfe, manager of the grocery department of the T. Eaton Co., remarked in answer to a query from a Canadian Grocer representative. "Anything that is measured up to a peck should be sold by weight," he added. "In the matter of a cauliflower or a cabbage, it would not always be practical or good merchandising to sell by weight. We usually sell imported cabbage or cauliflower by weight, when they are out of season, but it would be silly to do so at present, when there are heavy receipts of domestic stuff."

Too Much Handling.

"There are many things that do not recommend the weighing of cabbages and cauliflower when they are in season, and as a rule very plentiful. In the first place it would necessitate considerable more handling, to have to weigh every cabbage and cauliflower sold in a day. Then again the average cauliflower or cabbage has a lot of excess leaf on it, and which cannot be utilized. The consumer would object to paying for it, at so much per pound, and if the retailer in turn had to buy these vegetables by the pound, he would stand to lose money, as cabbages held over from one day to another become more or less shed of their outer leaves, and this would be so much loss to the dealer. I do not think it feasible to sell cabbages or cauliflower, or say citrons, pumpkins or squash by weight, that is, domestic varieties. These vegetables cannot be sold in the same way as potatoes and onions."

Favors Selling Bananas by Weight.

On the other hand, Mr. Wolfe believes that if bananas were generally sold by weight, it would be much better for the retailer and consumer alike. While in his department, they are still being sold on the dozen basis, he is of the opinion that selling by weight would be much the fairer and more profitable way to dispose of them. Oranges are all graded as to sizes, and selling them by weight would not be wise.

Plan is Not Feasible.

A. Bogart, manager of the grocery department of the Robt. Simpson Co., did not favor such a proposal as has been here outlined, in any particular. Weighing such vegetables as cabbages and cauliflower was non-practical, he declared, and not in the best interests of the retailer. The necessity of weighing these vegetables, thus increasing the handling of the same, to say nothing of added expense, was not in his opinion, good business. It was all right to weigh the imported stuff, but with the domestic vegetables it would be folly. "A grower brings in a thousand cabbages, and we quote them to the customers, according to their size. Think of what it would mean," he remarked, "if we had to weigh each one out, before disposing of it. Standardizing weights of potatoes and onions is practical, but I do not believe that anything would be gained by selling such vegetables as carrots or beets, cabbages or cauliflowers by the pound."

Sell Big Bananas Higher.

Neither does Mr. Bogart approve of selling bananas by weight. He follows the practice of selling the large bananas at a price higher than the figure at which he sells the small ones. Certain customers will have none others but the large bananas, and weight would make no difference to them. Then there are others who want the small ones because they are cheaper, and weight would not be of any account to them. "No," he concluded, "I do not think any such legislation would be consistent with good merchandising."

Weight Basis More Profitable.

J. T. Graham, manager of the grocery department of J. M. Gibbs' store at Parkhill, Ont., finds that he can make more money on bananas, since he has

been selling them by the pound. He can sell them all at the one price and there are no left overs. Particularly since bananas have been selling at a fairly high price, it has been more profitable to sell them by weight.

W. Johnson, grocer in Lennoxville, Que., sells bananas by weight and claims that it is the only just and fair way to sell the fruit. He finds the weight basis more profitable, and his customers are well pleased.

Another grocer in Sherbrooke, Que., has also adopted this plan of selling bananas, and declares that he would not revert to the old method.

Canadian Grocer would like to hear the opinions of other grocers on this question and invites them to write to the editor in regard to the same.

Every Grocery Window Can Be Made To Tell a Story

(By a Retailer)

EVERY grocery window can be made to tell a story. Either the well-kept window will indicate a progressive growing store, or a dirty unkempt window will lead the public to believe the business is slowly sliding down hill. The moral is evident.

The window is the easiest, quickest, cheapest means of advertising that the retail dealer has. With it the window trimmer can, if backed by the store, increase the dull season trade, because he is able through the window to appeal to aristocrat or worker, man or woman. Window trimming is no longer an experiment, but a definite part of the routine of any store system. Anyone in the store with a little tact, can produce sales-making windows. The secret of successful displays that bring business and boom trade is, first to study carefully your own window space. Think of your window always, as being a salesman, not as a medium for drawing a crowd, and remember the fact that you must be able to attract interest of all classes by your display. Some small attraction worked out in your exhibition will do that. For example, the autumn season windows can be made very attractive by using birds or animals, fruits, vegetables or the beautifully tinted leaves. There is always something for every window if the trimmer stops and thinks.

How to Go About it.

First, consider the season and the goods your store is pushing, then carefully select your goods, have them dust free, and do not crowd the window. Have each article marked with price tickets and your sale is half made. If your window stops the public and interests them in your goods and prices, enough to induce them to enter your store, the finishing touches of the sale can be easily made. You can determine whether or not your window is working by the results you get. I have known of seven sales in a single half day coming from a window and with special priced articles, sales are increased 75%.

Be sure and avoid overdressing your window, both in regard to the actual goods you display and the accessories used. Be cautious regarding the use of too many colors or window cards. Just bear in mind that practical interest in the appearance draws buyers into your store with an inclination to buy.

Have a punch in the window display and it will surprise you, what results will be obtained.

Grower of Fruit Does Not Need Trader's License

A merchant in Burks' Falls writes Canadian Grocer in regard to the sale of fruit from a car at the railway station, as follows:

"At the present time a fruit man is at Burks' Falls, Ont., station, with a carload of peaches, pears, grapes, canteloupes, etc., which he is selling retail to our customers, without paying a license or a tax.

"Upon appealing to our village council I was informed that this man could sell without a license, as he claimed to be the grower of the fruit, and the Provincial law was to the effect that a grower in the province needed no license to sell retail in any part of the province. Is this correct? If so do you not think the Retail Merchants' Association should endeavor to have such an unjust law repealed?

"The merchants of this town have to pay a business tax here where they live and spend their money. Not only that, but they loyally support both with their money and their labor, every deserving project for the betterment of this village and surrounding country. Furthermore, there is not one charitable institution that does not rush to the merchant first of all for a contribution. In spite of this the local merchant is taxed while the outsider who does not assist this locality by one cent goes scot free. What do you think of the justice of such a law?"

Editor's Note:—The man selling this car of fruit was entirely within the law if he was the grower of the fruit, and he did not require a transient trader's license. It might have been well to have had him swear that he was the grower of the fruit. Otherwise he was liable.

Secretary Miller of the Retail Merchants' Association, in discussing this matter stated that before the defeat of the Hearst Government, legislation was being prepared, restricting growers of fruits and other produce to selling their products directly to the consumer, only in their own counties. With the advent of the farmer government, this legislation was set aside.

Fines Are Reduced From Fifty To Ten Dollars

According to Secretary W. C. Miller, of the Retail Merchants' Association, a number of merchants in Ontario were negligent in making proper income tax returns, and as a result of which were fined fifty dollars, ten dollars for each day the default continued. However in most instances, the incomplete returns were a result of not knowing that certain matters had to be entered, as for example, the number of employees engaged in a store, and on this account the Retail Merchants' Association took the matter up with the income Tax Department at Ottawa, and succeeded in having the fines reduced from fifty dollars to ten dollars.

Toronto Merchants Will Combine In One Association

A meeting of the merchants on Yonge Street, Toronto, from King Street north to Dundas Street, was held in the office of the Retail Merchants' Association on Monday last. The meeting was called for the purpose of protesting against the increased assessment on merchants' property in this district. The increase amounts to more than three and a half millions, and at yesterday's meeting it was decided to engage the legal services of T. P. Phelan to go before the Toronto Board of Control to fight this increase.

A meeting is to be held next Monday at the R.M.A. offices, of leading Toronto merchants from each section of the association for the purpose of forming a united Toronto branch, a combined organisation of all retailers' sections. There are between 1,500 and 1,800 members in Toronto, and it is the intention of the combined forces to interest themselves municipally, and they will endeavor to have some representatives to the Toronto City Council.

H. Manser has commenced business at 2 Strathcona Gardens, Toronto.

The Roncesvalles Produce Co., has commenced business with a store at 422 Roncesvalles Ave., Toronto.

Advance Slowly and Decline Rapidly

Comparative Prices on 21 Grocery Commodities, Taking Into Consideration September 1920 and 1914, and July of This Year— Prices Have Shown More Stability Since July

IT IS interesting to note that while the peak in prices was reached in September 1920, with an increase on 21 grocery commodities of 138.85 per cent over the same date in 1914, the decrease from September 1, 1920 to July 1, 1921 was 40.226 per cent, which would indicate that prices came down the toboggan much faster than they went up. Since July of this year, prices have been more stable and although on the 21 commodities mentioned above there is a decrease of .770 per cent for the two months, the markets have a considerably stronger tone and with the exception of live hogs, prices show a slight increase over the July quotations on practically every item in the list. Live hogs, however, are $3.00 per hundredweight lower than in July and only 50c. above September 1914.

Following is the list of commodities, showing comparative prices from September 1914 to the same date 1921:—

	Sept. 1 1914	Sept. 1 1917	Sept. 1 1919	Sept. 1 1920	Apr. 1 1921	July 1 1921	Sept. 1 1921
Sugar 100 lbs.	5.75	9.25	10.50	22.00	11.00	8.75	8.75
Rolled Oats, 90 lb. bag	3.30	4.25	5.75	6.25	3.50	3.20	3.50
Cornmeal, 98 lb. bag	2.65	5.75	5.75	6.75	3.25	2.75	2.75
Rice Blue Rose lb.	.11	.09	.18	.20	.07	.06½	.08
Rice Rangoon, lb.	.05	.08	.13	.14	.05	.04½	.06
Tapioca, lb.	.07	.15	.15	.11	.07	.07	.07
Flour First Patents bbl.	6.80	11.90	11.15	13.75	10.50	10.50	10.50
Salmon Sockeye 1s. doz.	2.52	3.60	4.75	5.95	5.60	5.60	5.60
Tomatoes 2½s. doz.	.95	2.35	2.25	1.95	1.60	1.60	1.75
Peas, Standard doz.	.95	1.72	1.97	1.90	1.50	1.65	1.75
Corn, doz.	.95	2.10	2.00	1.75	1.45	1.45	1.40
Pumpkin 2½s. doz.	.85	1.95	1.25	1.85	1.45	1.45	1.50
Strawberry Jam 4s. each.	.58	.74	1.15	1.50	.74	.70	.95
Currants, Patras, lb.	.10	.23	.22	.22	.18	.17	.17
Raisins Seeded 15 oz. pkg.	.10	.12	.17	.29	.28	.28	.23
Butter Creamery	.30	.44	.55	.63	.64	.33	.42
Eggs Selects	.26	.54	.62	.66	.35	.40	.50
Lard lb. tierce basis	.13	.25	.36	.25	.17	.13	.18
Shortening lb. tierce basis	.10	.20	.32	.22	.12	.12	.14
Live Hogs cwt. off cars	9.75	17.75	19.75	20.25	15.00	13.25	10.25
Potatoes 90 lb. bag	1.00	1.85	2.65	2.00	.90	.70	2.25

Quotations on Sugar Montreal Basis.
All other quotations Toronto basis.

A timely suggestion for a window display—An attractive display such as the above cannot fail to increase sales.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER

Vol. XXXV. TORONTO, SEPT. 23, 1921 No. 38

Watch Market News

THE VALUE of the weekly market reports, as contained in Canadian Grocer, to the average retail grocer, cannot be overestimated. That the authenticity of these reports is accepted by the authorities looking for accurate prices of foodstuffs, has been impressed on the management and staff of Canadian Grocer recently, by the demand for access to file copies. Prof. Michell of Toronto University, for the purpose of compiling a trade index each month takes the prices of grocery commodities from this business paper. The Department of Health of Toronto sends its representatives frequently to this office for the purpose of getting correct prices on foodstuffs, required in connection with the work of the Department. In statistics on foodstuffs, for the year, the Dominion Government also quotes Canadian Grocer.

The citing of these instances is not done as a mere boast or brag, but to impress the retail grocer with the necessity of following closely from week to week, the market quotations in his own business paper. Every effort is made to give as accurate and authentic information as possible in regard to the trend of grocery markets, and by a strict and careful perusal of the market pages from week to week, the retailer can more often than otherwise, make and save money.

In this issue will be found an article dealing with comparative prices on 21 grocery commodities, taking into consideration the peak in September 1920, ruling values on the same date in 1914, and quotations on the same articles in July of this year, showing the recessions that took place in the preceding ten months.

Turnover is the Answer

TURNOVER is the key to success in any mercantile concern, remarked a wholesale grocer recently. "Did it ever occur to you that it would be possible to make a small fortune in a year or two from just one barrel of sugar if you could turn it often enough?" he asked. Quoting an example, citing one's average stock of sugar as five sacks representing an investment of around $50, the average profit is 50 cents per cwt., which would be a gross profit of 5 per cent. on the investment. That, he pointed out, would look like a mighty small profit, if it was on anything except sugar, but because it is on sugar, 'Oh, well we can't expect to make anything on sugar anyway.' But suppose you turn your five sacks of sugar twice a week, you will make a gross profit of $5 per week or $260 per year. Your gross profit on your $50 investment in sugar is 520 per cent on the money invested. What is the answer? Turnover."

Quick turnovers constitute the solution of successful merchandising. The grocer or general merchant who is aiming to turn his stock over at least once a month, and there are some retailers who are turning it as often as eighteen times in the year, is making good in his particular field. Selling at a reasonable profit and on a reasonable basis, he is successfully combating the period of so called slow business, and is not confronted from month to month with the problem of selling old stock at reduced prices, in order to get it moving.

Change Displays Frequently

CHANGING one's store, that is the location of certain fixtures and stock, is very often the means of stimulating business, giving a new appearance and a freshness to things that otherwise is not so easily obtainable. People tire of seeing everything in the same place, all the time, in their own homes, and so the good housewife changes the furniture and pictures around at intervals. The same principle applies to the store. The value of modern window display methods lies in their frequent and attractive dressing. In fact the display need not be too elaborate, but it must be attractive and frequently changed to get the public attention.

A bargain table on which are heaped a hodge-podge of shelf warmers priced at 19 cents or 9 cents, or anything out of the ordinary, has cleaned out lines that long since should have been disposed of. The thing is to do what you do, in a way that is unexpected and new. There is nothing new under the sun, it is said, but there are new ways of doing things that sell merchandise.

Are Paying More for Paper

IN an effort to reduce production costs by getting lower prices on their paper supplies, publishers who are members of the Canadian National Newspapers and Periodicals Association asked for a conference with paper manufacturers. This conference was held in Toronto on Sept. 8, when the situation was fully discussed.

To-day some publishers are actually paying more for paper than in 1920, while the ruling price on book paper is 100 per cent. higher than in 1914. In some cases even more than 100 per cent. increase is being paid. Unfortunately no relief is promised by the paper manufacturers. This does not, of course, refer to the grade of paper used by daily newspapers, which is materially lower in price now than in 1920.

Publishers of Business, Agricultural, Educational, Religious and Technical Newspapers and Magazines in the United States, all of them in direct competition with Canadian publishers, are to-day buying their paper at from 25 to 40 per cent. less than the prices paid for paper used in Canadian Grocer. These U. S. publications are all admitted to Canada free of customs duty.

Editorials in Brief

The more branches of one's business one develops, the wider the appeal to the public and the more people interested in the store.

The man who never bothers about the little things of business life, never gets to where he has to bother about any very great things.

When things go wrong in the business, don't lay it to bad luck and let it go at that. One can often find out what is the real reason for the bad luck.

Conducting "A Business Enterprise"

Outline of Some Simple Records Which Gave Merchant Information Vital to the Successful Conduct of Retail Business—Growing Disfavor for Merchant Who Neglects Business Records—Hints from National Association of Credit Men

(Continued from last week's issue of Canadian Grocer)

IN the Expense Section accounts or ledger sheets are opened for items of expense suitable to the business in which the merchant is engaged. These expenses are generally outlined herein (Account 30 and upward). At the time when bills are entered for expenses incurred or bills are paid, they are marked for posting under and one of these accounts, as will be referred to under another paragraph.

The expenses, when deducted from income at any time, give the net profit for the period; and when books are closed for the period, this net profit is transferred to "Capital," Account No. 15.

Journal Section

In this section on one sheet, for instance, there will be entered bills received for goods purchased, after they have been corrected as to price and quantity.

The name of each concern, date of bill, amount thereof, is entered. Each such creditor's bill is entered from this Journal sheet to his account in the liabilities section of the Record Book on the right or credit side. The total of all the merchandise bought is charged or entered monthly, on the left-hand side or debit side of merchandise account No. 2.

The Check Book.

We will explain briefly the use of the check book, with which all men in business are familiar. This book may be as simple or as elaborate as your business will justify.

We will assume that the merchant has a check book.

It is extremely important that every dollar actually received from any source whatever be deposited in the bank to the credit of the business and that the deposits be made daily, writing the name of the maker of the check, the amount, and bill or item being paid on the back of the stub.

Another principle, quite as important is, that all items, no matter how small, be paid by check, and all information about the check issued should be recorded on the stub.

If the merchant follows the method described in the two preceding paragraphs, his bank really helps to prove his account in so far as his cash is concerned. Have your bank book balanced monthly.

Cash received from customers must not be used for expenses. It should be deposited. When cash is needed for petty expenses, such as postage, carfare, etc., the exact amount needed should be drawn from the bank by check

From the back of the stub of the check book—the deposit side—items received are credited to the right side or credit side in the account book or ledger.

If a customer pays his bill, the amount is to be credited to that customer under the asset section.

If money be borrowed from the bank, the amount must be credited to liabilities under, "Borrowed from Banks."

On the other side of the check book, all payments that are made must be posted on the left-hand side, or debit side, of the ledger, under proper heading or account.

If a bill is paid for merchandise purchased, it must be charged to that creditor, and not to merchandise, because it has previously been charged to merchandise in the journal.

At the end of any desired time, when a balance of the ledger is taken—it should be on the last of every month—the total cash received, as it appears in the check book, should be posted in the ledger under "Cash Account No. 19," on the left hand side.

The total payments, as determined from the check book, should be posted in the same account on the right-hand, or credit side. The balance in the accounts will then agree with the balances in the check book.

Any merchant, we feel reasonably sure, can understand the nature of the books we have suggested and described, and the uses to which they are to be put.

The entire bookkeeping system is comprised within the ledger under four divisions and the accounts they contain when grouped together on the expiration of a given period, will show where the business enterprise is heading; whether or not it is making a profit and whether the net worth or capital is increasing or decreasing.

Use Letter-Size Files.

Letter-size files should be used.

File No. 1—Amount owing for merchandise.

File No. 2—Merchandise bills paid.

File No. 3—General correspondence.

The use of the folder, is suggested.

All unpaid bills for merchandise bought from Blank & Co. are placed in one folder, and all unpaid bills for merchandise bought from John Doe & Co. are placed in another folder, and these placed folders are filed alphabetically in File No. 1.

When these bills are paid, they are to be filed alphabetically in one folder in File No. 2.

All correspondence from or to any particular customer, individual, creditor, etc., is filed in File No. 3; so that if the correspondence of Blank & Co. is desired, it will be found in one folder—letters to them, from them, etc.

Files are increased as the number of folders multiply.

Bills rendered to customers for goods purchased or jobs completed, are always to be written or typewritten in duplicate. The original goes to the customer and the duplicates should be filed according to date in a loose-leaf binder, which can be purchased from any stationer.

From the loose-leaf binder, the customer is charged with the amount of the sale under Account No. 3, Accounts Owing from Customers, by placing the amount on the left-hand side of the customer's ledger sheet.

Each bill should be given a number and that number is always recorded in the ledger, in order to furnish an easy reference to any particular bill with which customer may be charged.

In closing, we say this as sincerely as we know how:

If after reading this story of a Business Enterprise, the reader feels that he is not yet qualified to undertake the opening of and the keeping of a simple system of books, then it is suggested that he get in touch with one of the largest concerns from whom he buys most goods, or his bank, and ask for the help of their business service manager or credit man.

Business Service Departments are now quite general among progressive business houses and banks, and their managers are qualified to take up and assist merchants in all matters of business administration as they relate to accounts, credits, collections, insurance, costs and a multitude of miscellaneous matters. This valuable service is free for the asking.

In conclusion, when you have laid a foundation by beginning the system outlined, faithfully recording your transactions from month to month, your next step will be a natural one, and will help to preserve your investments and your profits.

You will want to exercise the greatest of care in extending credit and giving goods to your customers on credit.

The books will tell you how much each man owes you, and it is easy to call a halt when too much is owed by any particular customer.

Collections are helped, because the accounts are always up-to-date, and the amount of overdue is easily ascertainable, and one is pressed to get in the cash to keep things moving.

We have endeavored to cover the ground, as far as possible, in a general way, without unduly lengthening the explanation; for no system can be explained to the last detail without becoming burdensome.

The system, if adopted, will, it is conscientiously believed, secure the accuracy needed.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Maritimes

M. G. Allen has recently opened a new store selling groceries at 238 Brunswick St., Halifax, N.S.

M. Laba is a new member to the grocery trade at 63 Cornwallis St., Halifax, N.S.

A grocery store has recently been opened by George Vateff, at 145 Gottingen St., Halifax, N.S. This store although very small is particularly neat and attractive.

F. Snow has recently opened a new grocery business at 372 Gottingen St., Halifax, N.S.

Quebec

John Mee was sentenced in Montreal the other day to one year in jail for having in his possession an American bank note which had been raised from one to ten dollars. The accused entered the grocery store of Oscar Gignac, and in payment for two bottles of ginger ale, proffered the ten dollar bill. The fraud was detected by the grocer's wife, who waited on Mee. She immediately called her husband, who held Mee until he was taken into custody by the police.

Alphonse Cote, grocer, of 380 St. John St., Quebec city, is on a fishing trip this week.

J. E. Savard, proprietor of J. Savard grocery, 34 St. John St., Quebec city, has recently been elected president of the Retail Merchants' Association of that city.

W. A. Thompson, of the Atlantic Sugar Refining Co., Ltd., Montreal, is out of the city this week on a holiday trip.

R. Roberts, of the West India Co., Ltd., of Montreal, is away for three months, on a business trip to England.

V. S. Perry, of the J. W. Windsor Co., Ltd., Montreal, has returned to his office after holidaying in the Eastern Provinces.

Ontario

H. T. Sterne, has been appointed general manager of the Canadian Tank and Pump Co., Toronto, and A. W. Clark who has been general manager, has been appointed manager of the company's Boston office. Mr. Sterne was formerly in the grocery business.

The Western Canada Flour Mills Company has opened an office at 44 Whitehall Street, New York City, and will conduct a domestic and export business in American and Canadian flour. H. P. Piper will be the New York manager.

B. Clement, has opened a store 152 Main St. East Toronto. He is carrying groceries, fish and provisions.

Pure Food Show At Ottawa Fair Is The Best Yet

Ottawa, Ont., Sept. 19—The Pure Food Show proved to be one of the best yet held at the Central Canada Exhibition and all those who have toiled hard to make it go, are being heartily congratulated upon the success attained.

The 137 displays covered a wide range of foods and other necessary things for the home and as most of them are well known, both to the trade and the consumer, they are welcomed as old friends.

In a Pageant of Progress, the Pure Food Show was represented by a float and other floats dressed by members of the Ottawa Retail Grocers were in evidence, that of the B. G. Crabtree Ltd., being awarded First Prize, valued at $75 for the best decorated float in the Parade. The idea in this float was a small grocery shop which it featured to perfection. Other grocery stores in line were the Russell Grocery, A. E. Kelly, J. H. McKeene, C. M. Palmer and Rodger and Fyffe.

FEES FOR PREPARING GOV'T, PERMITS ARE RAISED

Ottawa, Sept. 20.,—Persons doing business with several of the Government departments will in the future be compelled to pay more in fees charged to cover clerical and other work involved in the preparation of licences, permits, leases, assignment, other papers. This announcement is made in the current issue of The Canada Gazette. The increase ranged from 25 to 75 cents for minor papers, and as high as $7 for the more important documents. The principal increases are in the Departments of the Interior, of the Secretary of State, of Indian Affairs and of Militia and Defense.

New Goods

A new firm of merchandise brokers has been formed in Montreal, under the name of William Henry Co., Ltd., with offices in the New Birk's Building on Phillip's Square. J. B. Ross is secretary-treasurer of the firm and J. E. Mercier is their representative calling on the trade throughout Quebec. This firm has secured the agency for Canada for a number of imported lines, packed or manufactured in England, France and Spain, as well as representing other European and Canadian firms in this province alone. Among the list of imported lines is a brand of olive oil soap. This soap is manufactured by Luca D' Tena in Spain. They are also packing olives in two grades under brand of "Lion d'Or." They are importing fruit pulps prepared in Spain by Pedro Diezo, table raisins, packed by P. Casedo of Malaga, Spain, and nuts packed Felix Bueno in France. They have also secured the agency for the McVitie and Price biscuits and for Cerebos Products. They will represent The Owen Specialty Co., of Toronto, manufacturers of Blue Soap. This firm will also manufacture jams in Montreal to be sold in tins and and in glass, under brand of "Ann Bennett Jams."

CANDY DAY, OCTOBER 8.

Canada is to have a "Candy Day." The date set apart for it is Saturday, October 8. This announcement has recently been made by Wm. Robertson, president, Allan Ross, chairman of the executive committee, and C. J. Bodley, secretary of the Chocolate, Biscuit and Confectionery Industries of Canada. Further particulars will appear in next week's issue.

How Association Saved $100,000 For Its Members

By enforcing rules that have been made, the Retail Merchants' Board of Toledo saves its members about $100,000 a year.

Four stores were allowing discounts of 10 per cent. to 1,400 persons. The issuing of discount cards has been reduced in number to 125 since September 1, 1916. The yearly saving is estimated by the store at $15,000.

The enforcement of the rule fixing a six-day limit on the return of merchandise, with many articles not returnable at all, has reduced the return of goods more than 50 per cent. and stopped it entirely on many articles. The annual saving estimated by the stores interested amounts to $45,000.

The rule calling for the elimination of all discounts to ministers, teachers, tailors, milliners, employees of other stores, and of public institutions, and peddlers, saves the 70 stores that are enforcing it over $20,000 annually.

Employees of R. T. Holman In Summerside, P. E. I., Hold Picnic

Event Was Under the Auspices of the Fellowship Club of the Big Store—Everything That Could be Desired Was Provided for the Pleasure of the Employees

SUMMERSIDE, P. E. I., Sept. 21.—Representatives of wholesale houses who were present, as well as the members of the store staff who enjoyed the event, are unanimous in declaring that the picnic staged this year by the Fellowship Club of R. T. Holman, Summerside, was one of the biggest events of its kind attempted by any business house in Eastern Canada. The big event which was under the management of the entertainment committee of the Holman Fellowship Club was held at Stavert's Beach, a point about five miles outside Summerside at the mouth of the famous Dunk River. Headed by a five ton truck bearing a gasoline calliope and a clown band, some sixteen motor vans and touring cars paraded from the town to the picnic grounds creating considerable interest en route. At the picnic grounds there was everything that even the most critical pleasure-seeker could desire. A shaded grove for rest, bathing houses that had been hastily constructed for the event, row boats and motor boats for the use of the picnickers, a beach where clams and quahaugs could be had in abundance, an athletic field laid out for the 100-yard dash, woman's race, fat man's race, sack race, wheelbarrow race, running high jump, running broad jump, tug-of-war and wrestling events which were held for the more strenuous. A baseball game was played and after they had unmercifully "swatted the pill," a woman's game was started. Several games of quoits were played, swings were extensively patronized through the whole day, the music of the calliope and the antics of the clowns furnished a connective link which made no break in a whole day of sport. At the end of the day which was declared a perfect one by all present, several old fashioned dances, including a set of lancers, were danced on the athletic field, more than 200 participating.

Scenes at the R. T. Holman picnic at Summerside, P. E. I., the lower scene being the clowns' event.

Canadian Train Of Canadian Exhibits To Tour France

As a complement to the French Train Exhibit, that was seen by hundreds at the Canadian National Exhibition at Toronto, the week before last, it is expected by the French Government and greatly desired by the Canadian Department of Trade and Commerce, that a similar train containing Canadian exhibits will next year make a tour through France for the purpose of presenting to the French buyers, in an attractive, picturesque and practical way, the resources of the Dominion.

The French government offers the free transportation of the Canadian sample goods both ways across the ocean, the free warehousing of the Canadian goods in the docks of the French port selected, the gratuitous use of the railways and other equipment required for a complete exhibition train and its circulation throughout the principal cities of France, use of best variety theatres in practically every city visited by the Canadian train with the net proceeds of the entrance receipts for theatrical displays of films and other devices demonstrating the natural resources, industrial development and natural beauties of Canada, and lastly the free use for a period of six months of the most suitable building in the City of Paris, presumably Le Petit Palais in Les Champs Elysees for a fixed exhibition of the Canadian sample goods.

There appears no better method to instill a greater knowledge and more intimate appreciation by the French and Canadian peoples of their respective capabilities for an exchange of commodities to mutual advantage. The privileges granted by the French Government are an exact replica of those which Canada has granted to the French exhibition train, but it must not be overlooked that in such an exchange of facilities, Canada will be the more largely benefited.

Canada will have an unique opportunity to advertise its resources to a market of 38,000,000 people, whereas in return, France appeals in its train across Canada, to a market of less than 9,000,000 people.

FREIGHT RATES ON SUGAR

A western subscriber to CANADIAN GROCER writes about the freight rates on sugar comparing them with rates in the United States.

He says for instance, "that the freight rate on sugar from San Francisco to Chicago is 85c. per 100 pounds. Chicago is 600 miles farther from San Francisco than Winnipeg is from Vancouver. The rate from Vancouver to Winnipeg, car lots, is $2.07, all water $1.14. This rate also applies to points west of Montreal.

"It seems absurd," he says, "that sugar can be sent from San Francisco to Chicago for 85c. per 100 pounds while the rate from Vancouver to Winnipeg is $2.07." One of the railways quotes a rate on sugar from New York to Winnipeg, lake and rail, of about $1.35 per 100 pounds.

These figures evidently indicate that freight rates at the present time have considerable to do with the prices of different commodities.

J. A. W. CRAIG JOINS THE HOUSE OF ECKARDT.

J. A. W. Craig has joined the staff of H. P. Eckardt and Co., wholesale grocers, Toronto. Mr. Craig has had a long connection with the wholesale business having been brought up in it in Kingston, Ont., where the W. G. Craig Co. business was founded. During the last few years he has been in Toronto where he was connected with the Warren Bros., wholesale grocery business.

NEWS FROM WESTERN CANADA

Organizing R.M.A. Branch In Selkirk

Selkirk, Sept. 20—The Retail Merchant's Association is urged in a resolution passed to do everything possible to obtain equitable taxation from the provincial government. The meeting was attended by J. H. Curlie, secretary of the Manitoba board of the association, and A. R. Ivey, organizer.

Mr. Curlie outlined the position taken by the association with regard to the policy of taxation in Manitoba. It was pointed out by Mr. Black, town clerk of Selkirk, that the urban centres of the province were unable to collect a large amount of the taxes on unimproved property, and even if the property was taken over by the municipality it could not be sold for the taxes. The meeting was of the opinion that united action should be taken if these centres were to avoid financial difficulties. It was felt that there were large numbers in the urban centres who were making practically no contribution for the advantage they received from citizenship, and the burden placed on the business men as a result was unbearable.

The meeting appointed a committee to complete the arrangements of organizing the Selkirk branch of the Retail Merchant's Association.

NEW CASH GROCERY IS OPENED IN REGINA, SASK.

Giles-McLauchlin & Co., 11th. Ave. & Albert St., Regina, Sask., opened for business a few weeks ago carrying a full line of groceries on a strictly cash basis Fred T. Giles was formerly with Western Grocers and has a number of years' experience in the wholesale business. J. A. McLauchlin was also with Western Grocers for a number of years as salesman in the city of Regina. They have a new stock with new fixtures, etc. Interior is finished in white enamel which gives the store a bright appearance. Two large windows for display fronting on both streets are available. A Ford truck is in use for delivery purposes.

EARLY CLOSING BYLAW IS NOW IN EFFECT IN WINNIPEG

Winnipeg, Sept. 20.—The latest amendment to the early closing bylaw which provides that in stores where more than one kind of trade is conducted, articles that cannot be sold after 6 p.m. must be kept separate from other goods by means of a partition of wood, lath or wire netting, is now in force.

Western

H. E. Weldon & Company, retail grocers, have moved from their former stand at 383 Portage Avenue, Winnipeg and are now located in temporary premises at 908 Portage Avenue.

P. G. Ferguson who has been with the W. G. Patrick & Co., Ltd., Winnipeg has been transferred to this firms branch at Vancouver, B.C.

D. D. Ferguson of the W. L. MacKenzie Co., Ltd., Winnipeg, is spending his vacation in New York.

Screaton & Whiteside, manufacturers agents of Winnipeg, have moved from their former offices in the Scott Block and are now located on the 4th floor of the Foley, Lock & Larson Bldg., 181 Markel Avenue East.

General Merchant In Battleford Passes Away

The death occurred here a few days ago after an operation, of Charles H. Hutchins, of McLean and Hutchins, general merchants in Battleford and eldest son of the late S. V. Hutchins and Mrs. Hutchins 294 Sherbourne Street, Toronto. He was a native of Owen Sound, went to Toronto with his parents at an early age, and received his education at Upper Canada College there. After leaving college he joined the staff of The Toronto News, and later travelled in the West, where he finally settled about 10 years ago. He had always taken keen interest in athletics, and was formerly a member of the Toronto Argonauts. In addition to his wife and four children, he is survived by his mother, four sisters and one brother.

Interment took place in Toronto.

HOW DO YOUR ADS MEASURE UP TO THIS?

The advertisements of a retail store, to obtain and hold the interest of the reader, must do five things, according to an advertising expert.

They are:

First. Acquaint people with non-familiar goods.

Second. Remind people of things they need.

Third. Give information about goods wanted.

Fourth. Direct people how to use the goods.

Fifth. Educate people how to use the goods.

Translating this into terms of the store, he continued, it means:

First. Move goods out of the store by telling people you have what they want.

Second. Stimulate interest in different kinds or similar goods.

Third. Sustain people's interest in the store between purchases or between visits.

Fourth. Develope a sense of value in the customer's mind.

Fifth. Multiply the customer's buying impulse. That is, induce the buying of merchandise which will leave so favorable an impression that customers will come back to your store for their other needs or wants.

In the preparation of advertising copy, he said:

First. Tell how you got the merchandise.

Second. What it is.

Third. What it is used for.

Fourth. What it is made of.

Fifth. What colorings.

Sixth. What sizes.

Seventh. Prices.

Eighth. Any other information that would help in telling an interesting story to the public.

Look For Increase In French Trade As Result of Train

Winnipeg, Sept. 20.—Hundreds of traders visited the French exhibition train here when admission was by ticket only. Members of the board of trade, Canadian Manufacturers' Association and Canadian Credit Men's association were among the throng.

"Trade enquiries are numerous and based on a large scale," one salesman remarked. "I look for a great development in Franco-Canadian business as a result."

Wire-baskets in which trade enquiries are placed, are hung along the walls of each car. Salesmen from French houses dealing in clothes, shoes, jewellery, candy, fine instruments, perfumes, drugs and "objets d'art" distributed pamphlets to those passing through.

The French visitors and representatives of the Dominion department of trade and commerce were guests at a luncheon Thursday in the St. Charles hotel. Two hundred and fifty business men attended. Sir James Aikins and Mayor Edward Parnell were among the guests of honor.

The train left early Friday morning for Regina.

This Merchant Faced His Loss in 1919

Retailers Who Failed To Do This Passed Up The Advantage of So Doing to Chain Stores and Others Who Quickly Realized That The Facts Had To Be Faced— The Question of Deducting Losses on Fruits in Transit

By Henry Johnston, Jr.

A MERCHANT who has kept his records with diligence and in detail sends me his statement and writes thus:

Have noticed your articles in Canadian Grocer analyzing business reports. We are enclosing our annual report and balance sheet for 1919 and 1920 also list of schedules required by federal income tax report. We would appreciate analysis and comment. It is imperative that these three papers be returned and therefore enclose stamped envelope.

The papers are very voluminous and go into minute detail on some things and yet are "condensed" in respect to some items on which I should like to have more light. But the outstanding points of interest to all of us seem to me to be these:

That from 1914 when the records begin to and including 1920, sales have increased steadily; that margins in this general store have run close to 20% average; that inventory end of 1919 was taken at an average of 80% of cost value to conform to current replacement basis; that overhead on sales has run 10.4 to 16.4%; that because of radical reduction of inventory end of 1919, that year showed a loss of 1.5% on sales and 3% on capital; that recovery was immediate in 1920 when 7.2% on sales and 13.9% on capital was realized; and that turnover runs 2¼ to 3 times a year.

Sales show that business was very small to begin with, and the satisfactory point is the steady increase, as follows: $3423, $8353, $10,200, $16,154, $21,413, $23,523, and $27,435 from 1914 to 1920, cents omitted.

Records on the Whole Satisfactory

An average margin of around 20% in a country store looks good to me, especially when the spread between margin and expense is wide enough, as it is here. Surely the taking of inventory on the basis of replacement value at the end of '19 was the finest kind of management. It showed not only courage, but common sense. It manifested a realization that the loss was there whether it were faced or not, and that is was made when values declined. That was something mighty few merchants had the wisdom to understand and act upon. They acted as if they thought the loss was not there until they sold the goods, and thus they lost out—sadly, woefully, and turned the advantage over to chain stores and others who knew the facts must be faced whether they would or no!

Expenses of 10.4 to 16.4% are properly regulated not only because such figures are normal for such a store and location, but because in each case the salary of the managing partner is included in expense. I may say this is a partnership wherein one manages and the other is an absentee. The manager gets his salary as part of the expense and the net earnings are shared up pro rata between them.

Now assuming the stock was as stated, $10,356, at the end of 1919, at 80% would show a shrinkage of $2071.20. Yet the loss shown at end of the year was only $372.58, which shows good management. Of course, the fact that the stock was over $10,000 indicated that this manager had been touched with the same fever that affected most others, for $8,000 is ample stock for him normally. But he faced the music and is already rewarded for so doing.

Stock turn of 2¼ to 3 times a year is hardly what it should be. It should run from 3 to 4 never less than 3 and nearly 4 would be very good. That is the only weak spot I find. That is remediable by closer buying taking nothing into stock that is not needed for current sales. That is the lesson this man can learn with the rest of them, and I think he needs only the hint.

For it may be dawning on you that I do not see much in this statement to criticise adversely. Fact is, the man seems to know his business and I can only indicate that he should go right on as he has so evidently done, studying his facts and figures—and maybe buying a little more conservatively.

Deducting Losses on Fruits in Transit

A New England grocer says he likes my reasoning about the nice net earnings to be made from perishables, but says these may not pan out in event of excessive loss either through jobbers' shipping imperfect fruits or other causes which intervene before the goods reach his hands. He refers specifically to a shipper down Boston way who evidently "recommen's hisself highly," says that a recent shipment of oranges showed two in every dozen decayed, and asks whether he should stand this loss or the wholesaler. He says city grocers have the advantage of being able to go and pick out their goods "but we in the country have to take just what they send us." He says it only takes two days by express and three by freight to transport the goods to him, with freight at 75 cents and express at $1.07, for instance on a box of lemons.

To get the right slant on this we must remember that the perishables department runs the entire year. This is especially true of oranges, lemons and bananas because those fruits are always with us. So shrinkage must be spread on the entire year and, with rapid turnover and careful handling, the shrinkage is apt to run very light on the average.

Charts and pamphlets on the right way to handle fruits profitably are necessarily based on averages. Figures given therein must be modified to fit your own specific problems and environments, and time and season also must be kept in mind.

Your cost must be made to cover not only what you pay the jobber but freight or express and drayage to lay the goods in your store. Next, when weather, distance or season when one crop is merging into another so that the old is apt to be overripe and subject to unusual decay and the new is not fully ready—when any of these things lead to an unusual proportion of decay, you must take into consideration in marking your cost. Not until you have included all these factors should you figure on your selling price on any chart or schedule of margins.

From the jobber's standpoint it is understood that he sends out perishables in as good condition as season will admit of, and his responsibility ceases when he delivers such goods to the transportation company. Two or three days in hot weather in the confined atmosphere of a common freight or express car can work great damage to many perishables. It is not usually regarded as fair or businesslike to make deductions from the jobber's invoice. In fact, men who do this are commonly regarded as "hicks" or pikers. If they get to be known as chronic kickers and deducters, sharp houses will make them pay extra in one way or another, and high grade houses will avoid them.

In any specific case one has to be guided by sense and common fairness. If a shipment arrives that manifests carelessness or that is much below the grade usually received from any given source, pay the bill and state your case with request for equitable adjustment; or if you are in the habit of settling with the travelling man, talk it over with him. But simply to "take it off

(Continued on Page 40.)

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centers.

MARKETS AT A GLANCE

EVIDENCE of a shortage in many lines of grocery commodities is becoming more apparent as the year advances to a close. In many cases this shortage has been brought about by the lack of buying interest during the early part of the year and low prices, causing a shortening in the production. Weather conditions have also been a factor in reducing the yield.

The most recent reduction in production comes from California where it has now developed that the new crop of raisins is expected to be only 40 per cent. of normal. This shortage is particularly noticeable on Thompson seedless varieties, and it is forecast that there will not be nearly enough to meet the supply. It is claimed that this shortage is due to the early frosts in April, the crop in some sections being almost a total failure. Opening prices have been named by the Association and although these prices are a few cents below last years, it is freely expressed that a higher price will shortly be named.

The strong reports coming from London and Colombo, both of which have been steadily advancing for several weeks and in view of the fact that teas are now arriving purchased at the higher basis, teas of all grades are as a result being advanced to the retail trade. It is claimed, however, that these advances do not represent the difference in the cost of replacement at the present market basis and that further advances can be expected in the near future.

A great deal of interest is also manifested in rices. Some sales have been made on spot of a second hand character and at a price that is on a par with wholesalers' quotations to the retail trade. Prices in primary markets have been advancing under a strong demand, which would indicate that spot prices must also reach a higher level.

Opening prices have been named on new pack of canned tomatoes and corn. Tomatoes are higher than last year but corn is slightly lower.

The raw sugar market continues weak under a quiet demand. Refiners' prices are unchanged but there appears to be some irregularity in wholesalers' quotations.

The nut market continues to rule in a strong position with little prospect for any improvement. The new crop of shelled walnuts is held at high figures but it is now expected that some shipments of the new crop will arrive during the first couple of weeks in December.

QUEBEC MARKETS

MONTREAL, Sept. 21.—The grocery markets show a marked improvement in activity with the advent of autumnal weather. The sugar market is quiet but there is an increased buying movement. The feature of the market is the announcement of the new prices on canned goods which shows lower prices on tomatoes, corn, peaches, and beans to remain the same. Cherries, pears and pineapple of the California pack are slightly higher in price. Higher prices are quoted on shelled walnuts and almonds, which are pretty well cleaned up. The dried fruit market which is firm, shows increased activity with a lower price quoted locally on candied peels. The tea market is stronger with an advance in Indian and Ceylon teas and with it a better demand. Spices, package goods, cereals and rice are firm with a fair business passing. Cotton twines and ropes are higher in price following higher prices for cotton. The vegetable market shows still lower prices with large offerings of local produce. Apples are lower in price but peaches and plums are higher.

PACKAGE COCOANUT LOWER

Montreal.

PACKAGE GOODS—The only change in prices of package goods is a drop of three cents a pound on packages of Schopp's cocoanut. Other lines are steady with improved buying.

PACKAGE GOODS

Breakfast food, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78*
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case	3 40	3 55
Cornmeal, yellow, 24s		2 85
Do., 36s		4 16
Oat Flakes 20s		4 80
Do., 18s		2 00
Do., aluminum, pkg.		6 10
Oatmeal, fine cut, 20 pkgs.		6 75
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		3 25
Hominy, pearl or gran., 2 doz.		3 00
Health Bran (20 pkgs.), case		3 50
Pancake flour, case		3 60
Do., self-raising, doz.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s, case		6 50
Self-rising flour (3-lb. pkg.), doz.		2 65
Do., (6-lb. pkg.), doz.		5 20
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 09½
Corn starch, 1 lb. pkge.		0 08
Potato flour		0 12½
Starch (laundry)		0 07½
Flour, tapioca	0 15	0 16
Shredded Krumbles, 36s		4 35
Shredded Wheat		4 95
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¾
Celluloid starch, 45 pkgs., case		4 00
Package cornmeal		3 00
Malt Breakfast Food (36 pkgs.)		9 50
Quaker Two-Minute Oat Food		1 80
Macaroni		2 25
Quaker Quakies		3 40

SPICE PRICES UNCHANGED

Montreal.

SPICES—There is no change in the quotations on spices. The market is steady with a good trade passing.

Allspice	0 18	0 20
Cassia, pure	0 27	0 30
Cocoanut, 20 lb. pails, per lb.		0 46
Do., sweetened, lb.		0 26
Chicory (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 35
Pure, ground		0 35
Cream of tartar (French pure)	0 65	0 70
Do. American high test	0 75	0 80
Whole cloves		0 45
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 40
Do. 80, lb.		0 38
Do., 100, lb.		0 35
Do., ground, 1-lb. tins		0 45
Pepper, black		0 25
Do., white		0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do. package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

STEADY MOLASSES MARKET

Montreal

MOLASSES—There is no change in either molasses or corn syrup. The prices of both are steady after the recent decline in corn syrups and the advance in molasses.

	Price for Island of	Montreal
Barbadoes Molasses—		
Puncheons		0 73
Barrels		0 76
alf barrels		0 78
Puncheons, outside city		0 71
Fancy Molasses (in tins)—		
16-oz. tins, 2 doz. case, per doz.		2 40
Barrels, about 700 lbs.		0 05½
Half barrels, about 350 lbs.		0 05¾
Quarter barrels, about 175 lbs.		0 06¼
2 gals., 25-lb. pails, each		2 00
3 gals., 38½-lb. pails, each		2 85
5 gal. 5-lb. pails, each		4 50
5-lb. tins, per case		4 70
10-lb. tins, per case		4 40
5-lb. tins, 1 doz. in case, case		5 30
10-lb. tins, ½ doz. in case, case		5 00

RICE PRICES STAND FIRM

Montreal.

RICE—There is no new development in the rice market. The price stands firm at the recently advanced level and improvement in buying is the result of the advancing market.

Carolina, extra fancy		0 08
Do., fancy)		0 06
Honduras, fancy		0 05¾
Rangoon CC, per cwt.		5 75
Do., B., per cwt.		5 75
Texas rice		0 05¼
Siam		0 06
Tapioca, per lb. (seed)	0 07	0 08
Do., (pearl)	0 07	0 08
Do., (flake)	0 07	0 08
Honduras		0 07
Siam		0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

STEADY CEREAL MARKET

Montreal.

CEREALS—There is no change in the quotations on cereals. The trade shows an improvement with the colder weather and the market is quite firm. The grain market is stronger and the prospect is for a steady market.

Oatmeal, gran. fine standard	4 00
Rolled Oats, 90 lbs.	3 60
Pearl Hominy	3 25
Cornmeal, Gold Dus t Brand	3 25
Graham Flour, 98 lbs.	7.65
New Buckwheat Flour	6 75
Pot Barley	5 25
Pearl Barley	5 25
Beans, Ont.	3.50
Do., Can.	3 30
Lima Beans	0 10
White Beans	0 07
Green peas, dried	0 05¾
Flaxseed	0 06
Ground Oil Cake, per bag	3 00
Split peas, per bag	0 65

EASIER PRICES ON VEGETABLES

Montreal.

VEGETABLES — Easier prices rule throughout the vegetable market, with even larger supplies offered. Beets are quoted at 25 cents per doz. and carrots are also down to 25 cents. Cabbage is selling at 60c and potatoes show an easy tendency with prices varying from $1.40 per bag to $1.80. There are still large supplies of tomatoes on the market offered at various prices and celery is in good supply. The competition on the local market for vegetables is very keen and prices vary from day to day. z

New cabbage, local, doz.	0 60	0 75
Corn, per doz.	0 20	0 30
Carrots, new, per bunch		0 35
Celery, per doz. bunches		0 75
Montreal cucumbers, per doz.		0 50
Horseradish lb.		0 60
Leeks, doz.		4 00
Mint		0 60
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green ,doz.		0 50
New potatoes, Mont. (90-lb. bag)	140 1 65	2 00
Potatoes, 80 lb.		2 50
Do., sweet, hamper		5 50
Spanish onions, per case		5 00
Turnips, per bag	0 75	1 00
Tomatoes, Mont., per box	0 50	1 00
Red onions, per cwt.	2 00	2 75
Texas Onions, per crate		3 50
Yellow onions, per cwt.		2 50

TWINE HIGHER IN PRICE

Montreal.

TWINE—Higher prices are quoted on cotton twine in view of the stronger cotton market. Four-ply is up 5c a lb., bringing the price to 40c in balls and two and three ply are up correspondingly, three ply being now 37c per lb. Cotton rope is also advanced in price by 4c per lb. on the different sizes. The 3/15's is now 41c per lb.

CANDIED PEELS REDUCED

Montreal.

DRIED FRUITS — The dried fruit market shows the effect of the cooler weather with increased buying and a firm market. Candied peels are reduced in price by local wholesalers on a competitive basis. Orange and lemon peels are quoted at 28c and citron at 44c. Figs are firm with an increased demand and also dates and raisins. The future of raisins is assured to be strong since the 1921 prices are expected to be higher than present quotations.

Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		
Peaches (fancy)		0 28
Do., choice, lb.		0 25
Pears (choice)		0 22
Do. fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)—		
Valencias	0 20	0 21
Muscatels, 2 Crown		0 22½
Do., 3 Crown	0 20	0 21
Do., 4 Crown		0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy Seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 oz.		0 27½
California Seedless, in bulk	0 18½	0 19
Cluster, 20 1 lb. pack.		6 75
Currants loose	0 12	0 15
Do., Greek	0 13	0 15
Dates, Excelsior (36 10s), pkg.		5 50
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do. 2¼'s, lb.		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), 22-lb. boxes, eacb		0 11
Do., Turkisb, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 25
30-40s		0 19
40-50s		0 17
50-60s		0 13½
60-70s		0 12
70-80s		0 10½
80-90s		0 09½
90-100s		0 09

ANOTHER ADVANCE IN WALNUTS

Montreal.

NUTS—The big demand for shelled walnuts and the present shortage has caused a further advance in the price of shelled stock which is to be delivered here in November. Ninety cents will be about the price for walnuts and a higher price will also be asked for shelled almonds since spot stocks are cleaned up and dealers are awaiting the 1921 shipments. The nut market is active with a good demand.

Chestnuts (Italian)		0 18
Do., sbelled		0 54
Almonds, Tarragona, per lb.	0 22	0 24
Valencia shelled almonds		0 44
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 33	0 36
Filberts (Sicily), per lb.		0 16
Brazil nuts (new)		0 18
Do., Barcelona		0 15½
Peanuts, Jumbo		0 19
Do., shelled, No. 1 Spanisb	0 18	0 20
Do., Java, No. 1		0 11½
Do., salted red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy wholes, per lb.		0 38
Fancy splits, per lb.		0 35
Pecans, shelled	1 00	1 50
Walnuts Grenoble, in shell		0 29
Walnuts, Marbot	0 26	0 28
Do. new Naples		0 26
Do., shelled, Manchurian		0 75
Do., Chilean, bags, per lb.		0 40
Do., Spanish, shelled		0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

CANNED GOODS PRICES NAMED

Montreal.

CANNED GOODS—Some of the initial prices for the new pack of canned goods. Canned tomatoes will be plentiful with lower prices, a decline of from five to ten cents and corn is also lower. Beans are unchanged and peas are not yet quoted. In canned fruits, California peaches are a little easier, pears are up slightly and a sharp advance is quoted in cherries. Slightly higher prices are quoted on pineapple.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips		4 25
Asparagus, imported (2½s)		6 00
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 40	1 45
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.		1 50
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 35
Do., 2½s	1 75	1 80
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, standard	1 80	1 90
Do., early June		2 00
Do., extra fine, 2s		3 00
Do. Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS

Apricots, 2½-lb. tins		4 50
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.		5 25
Currants black, 2s, doz.	4 00	4 05
Do., gals. doz.		16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.		3 40
Do., 2½-lb.		5 00
Do., 2-lb.		4 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
California Peaches—		
1s		2 90
2s		3 40
2½s		4 60
Peaches, heavy syrup—		
2-lb.		3 90
1-lb.		2 97½
Pears 1s		3 20
Do., 2-lb.		4 00
Greengage Plums, heavy syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb.		2 25

Do., light syrup		2 00
Pineapples (grated and sliced, 2½ lbs.		4 00
Do., 2-lb.		3 25
Do., 1-lb.		2 00
Strawberries	4 00	4 10
New Pack Strawberries—		
Standard No. 2, per doz.		4 60
Choice grade		4 70
Fancy Preserved		5 50
Rhubarb, preserved		2 80
Do., per gallon		5 50
Canadian Pineapple (sliced)		4 80
New Blueberries, 2 lbs.		2 25
Do., 1 gal.		12 00

BLACK TEAS ADVANCED

Montreal.

TEAS—Black teas are advanced in price this week by local wholesalers, to the extent of from one to three cents a pound. With this advance is expected an extra stimulant to buying which has shown more activity recently. Japan fannings are now advanced on account of the strength of the market and prices are up to 24c.

Ceylon and Indians—		
Pekoes	0 23	0 27
Broken Pekoes	0 32	0 42
Broken orange Pekoes	0 51	0 57
Javas—		
Broken Orange Pekoes	0 49	0 58
Broken Pekoes	0 35	0 43
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
JAPAN TEAS (new crop)		0 77

Above retail prices range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 35	0 40
Orange Pekoes	0 37	0 45
Broken Orange Pekoes	0 37	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

APPLES LOWER

Montreal.

FRUIT—The feature of the fruit market is the falling price on apples. This fruit appears to be plentiful and large supplies are offered on the market at varying prices. The fruit dealers have reduced the price of Wealthies to $7.00 per barrel. Oranges are a little stronger in price and good stock is rather at a premium. Grapes are a little cheaper and Canadian peaches and plums are up to $2.00 per eleven quart basket.

APPLES—		
Wealthy, per barrel		7 00
Hampers, per bushel	1 50	2 00
Boxes, 175s, 216s		4 50
Bananas (as to grade), bunch	7 00	8 00
Cantaloupes, 36-54s		7 00
Lemons, 300-360s		6 00
Cal. Naval oranges, 126-150s	6 50	7 00
Do., 176-200-216-250s		6 50
Do., Blood Oranges, half boxes		3 75
Plums, Canadian, 11-qt. basket		2 00
Peaches, Canadian, 11-qt. bas.		2 00
Tangerines		4 25
Georgia Peaches, crate		3 00
California plums	3 75	4 00
Malaga grapes, per crate		4 00
Tokay grapes, per crate		4 00
Montreal melons, per crate		1 00
Blue and green grapes, per bas.	0 40	0 50

SUGAR MARKET QUIET

Montreal.

SUGAR—The sugar market is quiet with prices holding and some improvement in buying on account of the extra demand during the preserving season.

Granulated sugar, per cwt.	8 75
Do., barrels	8 80
Granulated, gunnies, 20-5	9 15
Do., cases, 20-5-lb. cartons	9 35
Do., gunnies, 10-10	
Do., cases, 50-2-lb. cartons	9 50
Yellow, light, per cwt.	8 35

ONTARIO MARKETS

TORONTO, Sept. 21.—The feature of the markets is the advance on teas. This of course was not unexpected by the trade as the primary markets have been stronger and higher for sometime and which has been commented upon frequently in these columns. New prices are named on canned tomatoes and corn. Opening prices are also out on raisins and there appears to be some excitement on the raisin situation, particularly now that it has developed that there is likely to be a shortage. Cereals are firm while rices show a slight advance. New beans are offered. Honey is in an uncertain position. Nuts continue strong while spices are in a strong demand with a prospect for higher levels. The raw sugar market is weak but refiners' prices are unchanged although there appears to be some irregularities in quotations.

NEW PRICES ON TOMATOES

Toronto.

CANNED GOODS—Prices on new pack canned tomatoes and corn are announced. Tomatoes are quoted at $1.75 and corn at $1.40 per dozen. These prices, as compared with last year, show tomatoes to be slightly higher while corn is lower. Sockeye salmon is scarce, but halves appear to be difficult to procure and those houses who have any to offer have advanced their quotations to $3.00 per dozen. It is believed that all grades of salmon at the coast are fast becoming exhausted and that by the end of the year stocks of all grades will practically be cleaned up. Robertson's Wild Bramble Jelly in stone jars is reduced to $3.40 per dozen. Cross Fish cardines is quoted at $15.00 per case. Black Currant and Red Currant Jelly, fours, are quoted at $1.03 each.

Salmon—		
Sockeye 1s, doz.	5 35	5 60
Do., ½s, doz.		3 00
Cohoe 1s, doz.		**2 90**
Do., ½s, doz.		**1 90**
Pinks, 1s doz.		**1 45**
Lobsters, ½-lb., doz.	3 90	3 75
Do., ¼-lb. tins	1 95	2 40
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	
Canned Vegetables —		
Tomatoes, 2½s, doz.		1 75
Peas, standard, doz.		1 75
Do., Early June	2 00	2 15
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 10
Asparagus tips, doz.		5 50
Do., butts, doz.		6 60
Canadian corn		1 40
Pumpkins, 2½s, doz.	1 45	1 50
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
Apples, gal., doz.		5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.		3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do. Green Gage	3 25	3 40
Cherries, pitted H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Strawberry, 4s, each	0 90	0 95
Do., 16-oz., per doz.	3 75	4 60
Raspberry, 4s, each	0 90	0 94
Do., 16-oz., doz.	3 75	4 60

ROLLED OATS HOLD FIRM

Toronto.

CEREALS—The demand for rolled oats has shown a big improvement since the cooler weather. The market continues to rule steady with quotations firmly held at $3.40 to $3.50 per bag. Both split and marrowfat green peas are scarce with the market strong under an active demand.

Barley, pearl, 98s		5 40
Buckwheat flour, 98s		6 00
Barley, pot, 98s		4 40
Barley Flour, 98s		6 25
Cornmeal, golden, 98s		2 75
Oatmeal, 98s		4 50
Corn flour, 98s		3 75
Rye flour	9 85	6 00
Rolled oats, 90s		3 50
Rolled wheat, 100 lb. bbls.		7 00
Cracked wheat, bag		5 00
Breakfast food, No. 1		6 00
Rice flour, 100 lbs.		10 00
Linseed meal, 98s		6 50
Flaxseed, 98s		7 00
Peas, split, 98s		5 7
Marrowfat green peas		0 08
Graham flour, 98s		4 75
Whole wheat flour		4 95
Wheat kernels, 8s		6 25
Farina, 98s		6 35

NEW BEANS OFFERED

Toronto.

BEANS—Small shipments of new crop Ontario hand picked beans have arrived and are offered at $4.20 per bushel. This is a fairly high price but it is expected that when heavier supplies are available lower prices will prevail. California limas are quoted at 9c to 9½c per pound.

BEANS—		
Ontario hand picked, per bus.		4 20
Cal. Limas, per lb.	0 09	0 09½

HONEY UNSETTLED

Toronto.

HONEY—There appears to be an unsettled condition in the market for honey. The crop has been good, but dealers do not appear to be in any hurry to stock up and are only buying sufficient to meet immediate requirements. They claim that prices are still too high in comparison with the size of the crop and are quite content to sit back awaiting future developments.

HONEY, Extracted—		
5-pound tins, per lb.		0 16
10-lb. tins, per lb.		0 15
60-lb. tins, per lb.		0 14½
Comb, per doz.	3 75	4 50

SMALL PACK RAISINS

Toronto.

DRIED FRUITS—There still appears to be a great deal of interest centred in raisins. It now develops that the crop in California is comparatively small and some of the houses are wondering whether they are going to receive their proper allotments. It has been said that the total shipments to Toronto will not exceed 25 cars, whereas other seasons this market has had upwards of 300 cars during the season. In some quarters it is said in no uncertain terms that there will be a decided shortage before the

next season comes around. The new prices as announced by the Association are somewhat lower than last year but not as low as generally expected by the trade. Thompson's seedless in bulk are offered to arrive about the middle of November at 22½c per lb. and in 15 oz. packages at 23½c. The primary currant market is slightly easier, but no change has been made in local quotations. The opening prices on this season's pack of evaporated apples is expected to be announced during the next week.

Candied Peels—		
Citron caps, 12-lb. boxes, lb.		0 46
Lemon caps, 12 lb. boxes, lb.		0 29
Orange caps, 12 lb. boxes, lb.		0 31
Mixed containing 4½ lb. lemon, 4½ lb. orange, 3 lb. citron caps, per lb.		0 35
Drained Peel, mixed, cut ready for use, in No. 1's cartons, 3 3 dozen per case, per dozen.		4 50
Currants—		
Greek, Filiatras, cases		0 17
Do., Amalias		0 17
Do., Patras		0 17
Do., Vostizza		0 23½
Excelsior, pkgs, 3 doz. in case		5 50
Dromedary 3 doz. to case		7 50
Fard, per box ap. 12 lbs.		3 25
Hallowee dates, per lb.		0 11
Figs—		
Smyrna layers, 4 Crn., lb.	0 30	0 32
Do., layers, 6 crn., lb.	0 36	0 38
Natural pulled, in bags		0 10½
Prunes—		
30-40s, 25s		0 19
40-50s, 25s		0 16½
50-60s, 25s		0 14
60-70s, 25s		0 13
70-80s, 25s		0 11¾
80-90s, 25s		0 10¾
Raisins"		
California, bleached, lb.		0 27½
Seedless, 15-oz. packets	0 27	0 29
Seeded, 15-oz. packets		0 23
Crn., muscatels, No. 1, 25s		0 19½
Turkish Sultanas pkgs.		0 27
Thompsons, seedless		0 28½
Valencia		0 23
Evaporated apples	0 14	0 15

PACKAGE CEREALS UNCHANGED

Toronto.

PACKAGE GOODS— Quotations are steady under an improved demand for package cereals. Manufacturers state they are now busier than they have been for several months.

PACKAGE GOODS

Rolled Oats, 20ss, round, case		5 00
Do., 20s, square case		5 00
Do., 18s, case		2 00
Do., Aluminum Prem., 20s		6 10
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case.		6 00
Do., 20s, family, case		6 80
Cooker package peas, 36s, case.		2 85
Cornstarch, No. 1, lb. carton		0 09½
Do., No. 2, lb., cartons		0 08
Laundry starch		0 07½
Do., in 1-lb. cartons		0 8¼
Do., in 6-lb. wood boxes		0 11¼
Do., in 6-lb. tin canisters		0 12
Celluloid starch, case		4 00
Potato flour, 1-lb.		0 14½
Fine oatmeal, 20s		5 75
Cornmeal 24s		2 85
Farina, 24s		3 25
Barley, 24s		2 75
Wheat flakes, 24s		5 00
Wheat kernels 24s		4 50
Self-rising pancake flour 24s		3 00
Buckwheat flour, 24s		3 50
Two-minute Oat Food, 24s		1 80
Puffed wheat, case		4 40
Puffed rice, case		5 70
Health bran, case		3 50
F. S. Hominy gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 85

NO IMPROVEMENT IN NUTS

Toronto.

NUTS—There is little change in the nut market as compared with a week ago. Few Bordeaux shelled walnuts are to be had and these are bringing 80c per pound. Other nuts continue strong at unchanged quotations.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Grenobles, lb.	0 23	0 24
Walnuts, Bordeaux, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, lb.		0 30
Do., sweetened, lb	0 28	0 32
Do., sbred		0 25
Peanuts, Spanish, lb.		0 11
Brazil nuts, large, lb.	0 17	0 20
Mixed nuts, bags 50 lbs.		0 32
Shelled —		
Almonds, lb.	0 45	0 52
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.		0 80
Do., Manchurian	0 70	0 75
Do., broken	0 55	0 60
Peanuts, Spanish, lb.		0 11
Pecans, lb.		1 40
Brazils		0 72

RICES LIKELY TO BE HIGHER

Toronto.

RICES—The primary markets continue to rule strong with stocks becoming exhausted. Spot stocks are not large and some have changed hands at the same price as quoted to the retail trade. There is every indication for an advance on local prices as many houses continue to sell at prices that are close to the cost of replacement.

STRONG RICE MARKET

Honduras, broken, per rlb.	0 07½	0 08
Blue Rose, lb.	0 07½	0 08
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 07	0 07½
Tapioca, per lb.	0 07	0 07½

TEAS UP THREE TO EIGHT CENTS

Toronto.

TEAS— Wholesalers generally have advanced quotations three to eight cents per pound. This is the outcome of the higher and stronger primary markets that have been manifest for some time and which has been commented upon in these columns. Spot stocks are not large and considerable business has been transpiring of a speculative nature, at prices that are on a par with those quoted to the retail trade. The primary markets continue strong and as the advances mentioned above are not altogether in line with the cost of replacements, further advances can be expected in the near future.

Pekoe Souchongs	0 28	0 35
Pekoes	0 30	0 58
Broken Pekoes	0 35	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans		0 58
Do., seconds		0 50
Hyson thirds	0 30	0 35
Do., pints	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade.

ACTIVE DEMAND FOR SPICES

Toronto.

SPICES—There is a good demand for spices, principally of a pickling nature. Spot stocks continue light and it is freely expressed that higher prices will prevail when supplies arrive that were bought at the higher prices that have been prevailing in the primary markets for some time past.

Allspice	0 15	0 18
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 45
Mustard, pure	0 35	0 40
Pastry		0 28
Pickling spices		0 18
Mace		0 75
Peppers, black	0 20	0 23
Do., white	0 30	0 35
Paprika, lb.	0 60	0 70
Chillies, lb.		0 50
Nutmegs, selects, whole, 100s	0 22	0 26
Do., 80s		0 35
Do., ground		0 28
Mustard seed, whole		0 20
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Turmeric		0 30
Curry powder		0 35
Cream of Tartar—		
French, pure		0 40
4-oz. packages, doz.		2 00
The above quotations are for the best quality.		
8-oz. packages, doz.		3 50
cheaper grades can be purchased for less.		

CORN SYRUPS UNCHANGED

Toronto.

SYRUPS—Quotations are unchanged but there appears to be an improved demand, undoubtedly the cooler weather having something to do with it.

Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 60
Cases, 5-lb. tins, white, 1 doz. in case	5 30
Cases, 10-lb. tins, white, ½ doz. In case	5 00
Cases, 2-lb. tins, yellow 2 doz. in case	4 00
Cases, 5-lb. tins, yellow, 1 doz. in case	4 70
Cases, 10-lb. tins, yellow, ½ doz	4 00

WEAKNESS IN SUGAR MARKET

Toronto.

SUGAR—There is no change in quotations from refiners but there appears to be some irregularity in prices principally in second-hand business. The raw market continues in a weak position with a quiet demand. It is now estimated that the Cuban crop will finish with an outturn of 4,000,000 tons, about half of which is still in Cuba unsold.

St. Lawrence, extra granulated, cwt.	9 09
Atlantic, extra granulated	9 09
Acadia Sugar Refinery, extra granulated	9 09
Dom. Sugar Refinery, extra granulated	9 09
Canada Refinery granulated	9 09

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c gunnies, 10 10s, 50s; cartons, 20-5s, 60c; cartons,

FIRM COFFEE MARKET

Toronto.

COFFEE—The primary markets are ruling firm with prices in New York about three cents higher. Local quotations, however, are unchanged under an active demand.

Java, Private Estate	0 51	0 53
Bogotas, lb.		0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.		0 35
Mocha, lb.	0 52	0 55
Rio, lb.	0 22	0 24
Santos		0 35

FLOUR PRICES DROP

Toronto.

FLOUR—A reduction is announced on flour, making First Patents in cotton bags $9.70 per barrel, and Second Patents in jute bags $9.00 per barrel.

FLOUR—

First Patents in cotton bags, bbl.	$9 70
Second Patents in jute bags, bbl.	9 00

SHORTS SCARCE

Toronto.

MILLFEEDS—There continues to be an active demand for bran and shorts with a shortage noted on shorts. Bran is quoted at $27.50 per ton and shorts $29.25 per ton.

MILLFEEDS—

Sborts, per ton	29 25
Bran, per ton	27 25

VEGETABLES STEADY

Toronto.

VEGETABLES—There is little change in the vegetable market, prices for the most part holding fairly stteady during the week. Potatoes are offered at $2.00 to $2.25 per bag and it is the general opinion that this price will prevail for a time at least. Cucumbers and tomatoes are slightly firmer, the season coming to a close. Sweet potatoes are in good demand at $3.00 per hamper. Cauliflowers are offered freely at prices ranging from $2.00 to $3.00 per dozen.

Cabbage, per doz.	1 00	1 50
Potatoes, local, per bag	2 00	2 25
Head lettuce, crate	1 50	2 00
Tomatoes, 11s	0 40	0 50
New beets, per dozen	0 30	0 40
New carrots, per doz.	0 30	0 40
Cucumbers, 11s	0 30	0 40
Corn, per doz.	....	0 12½
Onions, Spanish, crate	....	5 50
Do., sack, 100 lbs.	....	4 00
Do., pickling, 11s	1 75	2 25
Celery, per doz.	0 60	0 65
Egg plant, 1-qt. bkt.	0 50	0 75
Sweet potatoes, hamper	....	3 00
Peppers, hot green, bkt.	....	0 50
Do., hot, red, bkt.	....	0 85
Do., sweet green, bkt.	....	0 75
Cauliflowers, doz.	2 00	3 00

LEMONS MOVE UPWARD

Toronto.

FRUIT—Lemons are in a strong market with prices advanced to $6.50 per case. Local peaches are practically done for this season. Some Colorado Elberta peaches in bushel baskets are offered at $6.00 and Washington Elbertas in boxes at $2.25. Crabapples are in fair demand at $10.00 to $12.00 per barrel. Canadian grapes are meeting with a good demand at 40c to 50c per basket but it has been stated that the majority of the crop has been marketed and firmer prices can be expected. Isle of Pines grapefruit is on the market at $9.00 per case for all sizes.

Oranges, Valencies, 100s		5 75
Do., 126s	....	6 25
Do., 150s and smaller	5 00	7 00
Lemons, Berdillis	....	6 50
Peaches, Cal., in boxes	....	2 25
Watermelons, each	0 75	1 25
Cantaloupes, 16-qt. bkt.	1 00	1 50
Do., Crawfords, 6-qt. bkt. ..	0 75	1 00
Do., Do., 11-qt. bkt. ..	1 50	1 75
Cantaloupes, 16 qt. bkt.	....	1 00
Pears, Cal. Bartlett, box	....	5 00
Do., Canadian, 11s	0 75	1 00
Bananas, per lb.		0 08
Apples, eating, per bas.	0 50	0 60
Do., Cooking per barrel	5 00	7 00
Plums, 6 quart bas.	0 40	0 50
Do., 11-qt. bkt.	0 85	1 00
Grapes, Cal. Malagas, crate ...	....	3 50
Do., Cal., Tokay, crate	....	4 50
Do., Canadian, 6s	....	0 50
Grape Fruit, case	....	9 00

WINNIPEG MARKETS

WINNIPEG, Sept. 21.—There are very few price changes recorded in the grocery market this week. Business continues to show an improvement for immediate delivery. White beans have advanced while lima beans are slightly easier. Opening prices on the new crop raisins have been named by the association and are lower than 1920 prices, but are practically the same as the 1919 prices. Flour has shown a decline. Teas, coffees, rice and spices remain unchanged but a better demand is noted. Canned goods of all description are ruling firm. Walnuts continues scarce and show no sign for immediate improvement.

CANNED GOODS FIRM

Winnipeg.

CANNED GOODS—There is little change in the canned goods situation. The firmness in canned vegetables that has been in evidence for some time is still continuing. New canned goods are arriving on the market and good sales are being made for immediate requirements. As yet there have been no further prices named on new packed canned fruits. Further opening prices are expected daily. Spot stocks are pretty well depleted and the new pack will practically arrive on a bare market.

Shrimps, 1s, 4 doz. case, doz. .	2 70	2 75
Finnan Haddie, 1s, 4 doz. case .	9 35	12 00
Do., ½s, 8 doz. case, case .	10 50	13 00
Herring (Can.), 1s, 4 doz. case, per case	7 00	8 00
Do., imp., ½s, 100 doz. case ..	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz. ..	....	2 45
Do., ½s, 4 doz. case, doz. ..	....	4 20
Oysters, 1s, 4 oz., 4 doz. case, cs.	....	9 40
Pilchards, 1s, tall, 4 doz. case, cs.	....	7 10
Do., ½s, flat, 8 doz. cs., case	....	9 00
Salmon—		
Sockeye, 1s, tall case	....	20 75
Do., ½s, flat, 8 doz. in case	....	21 75
R. Spring, 1s, tall, 4 doz. case	....	16 75
Do., ½s, flat, 8 doz. case ..	....	18 25
Cohoe, 1s, tall, 4 doz. case ...	....	14 65
Do., ½s flat, 8 doz. case ...	....	16 50
Pink, 1s, tall, 4 doz. case ..	....	6 50
Do., ½s flat, 8 doz. case ...	....	8 25
CANNED FRUIT (Canadian)		
Apples, 6 tins in case, per case..	....	3 25
Cherries, 1s, 4 doz. case	7 00	8 00
Peaches, 2s, 2 doz. case	6 50	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	6 50	7 00
Do., Lombard, light syrup, 2s, 2 doz. case	4 75	5 25
Raspberries, 2s, 2 doz. case ...	8 50	9 00
Strawberries, 2s, 2 doz. case .	8 00	8 50
CANNED FRUIT (American)		
Do., heavy syrup, 2s, 2 doz. case	6 00	6 50
Apricots, 1s, 4 doz. case	....	11 00
Peaches, 2½s, 2 doz. case	....	12 00
Do., sliced, 1s, 4 doz. case ..	....	12 40
Do., halved, 1s, 4 doz. case .	....	12 40
Do., 2s, 2 doz. case	....	8 25
Pears, 1s, 4 doz. case		12 00
Pineapples, sliced, 2s, 2 doz. case	....	7 60
CANNED VEGETABLES		
Asparagus Tips, 1s, tins, 2 doz. case, per doz.	....	5 00
Beans, Golden Wax, 1s, doz. ..	4 75	5 00
Beans, Refugee, 2s, 2 doz. case .	4 75	5 00
Corn, 2s, 2 doz. case	3 25	4 00
Peas, 2s, 2 doz. case	3 90	4 10
Sweet Potatoes, 2½, 2 doz. case	....	7 00
Pumpkins, 2½s, 2 doz. case	3 00	3 75
Sauer Kraut, 2½ss, 2 doz. case	....	4 10
Spaghetti, 2 doz. case	....	2 15
Tomatoes, 2½s, 2 doz. case ..	3 95	4 15
Spinach, 2½s, 2 doz. case	....	6 55

COFFEE MARKET FIRM

Winnipeg.

COFFEE—Reports from the primary market state that this market is firm and moderately active. Locally the trade is excellent and spot stocks are greatly reduced. There is no change on quotations.

COFFEE—

Rio, lb.	0 19½	0 20½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	28	0 30
Santos, lb.	0 26	0 29

BEAN MARKET HIGHER

Montreal.

CEREALS—The bean market is much firmer and white beans have advanced and are now quoted from $4.20 to $4.50 per bushel, and from present indications another advance of 50c. per bushel is expected within the next 30 days. Lima beans have declined one cent per pound and are being sold at 9½c. Rolled oats are slightly easier, split peas are scarce but will be available very shortly. Barley shows no change. There is no change in package cereals.

PACKAGE CEREALS		
Rolled oats 20s, rd. cartons ..	4 75	5 00
Do., 36s, case, square, bkts. ...	....	3 50
Do., 18s, case	....	2 10
Corn Flakes 36s, case	3 50	3 80
Cornmeal, 2 doz. case, case	....	3 40
Puffed Wheat, 3 doz. cs., case ...	....	4 45
Puffed Rice, 3 doz. cs., case ...	....	5 75
Grape Nuts 2 doz. cs. case	....	3 80
Package peas, 3 doz. cs., case ..	....	3 00
Cream of Wheat, 3 doz. cs., case		9 15
BULK CEREALS		
Rolled Oats, 80s, per bag		2 80
Do., 40s, per bag		1 48
Do., 20s, per bag		0 77
Do., 10-8s, per bale		3 60
Do., 15-8s, per bale		4 10
Oatmeal, 98s, gran. or stand., bag		3 50
Wheat granules, 98s, bag		6 50
Do., 16-6s, per bale		7 05
Peas, whole, green, 100-lb. bag, per bushel		4 50
Do. split, yellow, 98s, bag		7 95
Do., split, yellow 49s, bag		4 00
Cornmeal, 98s, per sack		3 25
Do., 49s, per sack		1 65
Do., 24s, per bag		0 85
Do., 10s, per bale		3 65
Buckwheat grits, whole, 98lb. bags, per bag		8 75
Beans, 100-lb. bags, bushel ...	4 20	4 50
Lima beans, 100-lb. bags, lb.		0 09½
Barley, pot, 98s		3 85
Do., 49s		1 92
Do., 24s		1 00
Barley, pearl, 98s, per bag		4 95
Do., pearl, 49s, per bag		2 52
Do., pearl 24s		1 28

OPENING PRICES ON RAISINS

Winnipeg.

DRIED FRUIT—New prices on the 1921 new crop raisins have been named by the association and are ¼ of a cent lower than 1919 opening prices and about 5c. per lb. less than 1920. While these quotations are lower than last year's figures they are higher than the trade have been expecting. The estimated California crop is not as heavy as was expected earlier in the season. The demand for prunes, evaporated apples and raisins is showing an improvement. Other lines of dried fruit show little change.

DRIED FRUIT	
Evaporated apples, per lb.	0 15½ to 0 16
Currants, 90-lb., per lb.	0 18 0 19
Do., 8 oz. pkgs., 6 doz. case, lb.	0 16¾

Dates, Hallowee, bulk, lb.		0 11¼
Do., pkge., 3 doz. case, lb.		0 15⅞
Figs, Spanish, per lb.		0 15
Do., Smyrna, per lb.		0 12½
Do., black, cartons, carton		0 60
Loganberries, 4 doz. case, pkt.		0 25
Peaches, standard, per lb.	0 20	0 21
Do., choice, per lb.	0 23	0 24
Do., fancy, per lb.	0 24	0 25
Do., Cal., in cartons, per carton		1 10
Do., unpitted, per lb.		0 10
Pears, extra choice, per lb.		0 25
Do., Cal., cartons, per carton		1 25
Currants, 90-lb., per lb.	0 18	0 19
Prunes—		
30-40s, 25s, per lb.		0 21
40-50s, 25s, per lb.		0 16¼
50-60s, 25s, per lb.		0 14
60-70s, 25s, per lb.		0 12¾
70-80s, 25s, per lb.		0 11½
80-90s, 25s, per lb.		0 10½
90-100s, 25s, per lb.		0 08
In 5-lb cartons, carton		0 68
Raisins—		
3 doz .to case, per pkg.		0 21
Choice seeded, 15 oz., 3 doz. to case, per pkg.		0 20
Fancy, seeded, 11 oz., 4 doz. to case, per pkg		0 21¾
Choice seeded, 11 oz., 4 doz. to case, per pkg.		0 19
Cal., bulk, seeded, 25-lb. boxes		0 24
Do., pkt., seedless, 11 oz., 3 doz. to case, per lb		0 22
Do., bulk, seedless, 25-lb. boxes per lb.		0 24
Apricots, choice, 25s, lb.		0 29
Do., 10s, lb.		0 31
Do., Standard, 10s, lb.		0 26
Do., Standard, 10s, lb.		0 28
Do., fancy, 25s, lb.		0 35
Do., fancy, 10s, lb.		0 36

PEPPERS FIRMER

Winnipeg.

SPICES—The spice market continues firm under an active demand. Peppers are firmer and cloves are showing an upward tendency.

Allspice, Jamaica, best qual., lb.		0 28
Cassia, Batavia, per lb.		0 38
Do., China, per lb.		0 25
Chillies, per lb.		0 55
Do., No. 1, per lb.		0 53
Cinnamon, Ceylon, per lb.		0 85
Do., No. 0, carton, doz.		1 00
Cloves, Penang, per lb.		0 95
Do., Amboyna, per lb.		0 90
Do., Zanzibar, per lb.	0 55	0 60
Ginger, washed, Jamaica, No. 1		0 65
Do., Jamaica, No. 2		0 40
Do., Japan or Africa, lb.		0 30
Mace, extra bright Penang, lb.		0 80
Nutmegs, extra large brown, 70 to lb., per lb.		0 70
Do., large brown, 85 to lb.		0 40
Do., medium, brown, 110 to lb., per lb.		0 38
Do., carton of six, per doz.		0 80
Pepper, blk., Singapore, ex., lb.	0 17	0 19
Do., white, per lb.	0 30	0 35
Pickling, ¼-lb., pkg., per doz.		1 00
Do., bulk, No. 1, per lb.		0 23
GROUND SPICE		
Allspice, bulk, per lb.		0 25
Do., No. 2, per lb.		0 25
Do., 2 oz., cartons		1 45
Do., 4 oz. cartons		1 20
Cassia, No. 1 bulk, per lb.		0 30
Do., No. 2, bulk, per lb.		0 25
Do., No. 1, 2 oz. cartons		1 00
Do., No. 1, 4 oz. cartons		1 50
Cinnamon, bulk, per lb		0 45
Do., 2 oz. cartons		1 15
Do., 4 oz. cartons		1 75
Cloves, bulk, per lb.		0 65
Do., 2 oz. cartons		0 80
Do., 4 oz. cartons		2 00

SUGAR UNCHANGED

Winnipeg.

SUGAR—The New York sugar market is slightly easier on both raw and refined. The local situation is unchanged and wholesalers are firmly maintaining a list price of $10.00, with a good local demand.

Extra gran., bags, 100 lbs.	10 00
Do., gunnies, 5-20 lbs	10 40
Do., gunnies, 10-10 lbs.	10 50
Do., cartons, 20-5 lbs.	10 60
Do., cartons, 50-2 lbs.	10 75
Yellow, No. 1 lt., bags. 100 lbs.	9 60
Do., golden, bags, 100 lbs.	9 50
Powdered sugar, bbls.	10 40
Do., boxes, 50 lbs.	10 60
Do., boxes, 25 lbs.	10 80
Icing, barrels	10 50
Do., boxes, 50 lbs.	10 70
Do., boxes, 25 lbs.	10 90
Soft lumps, boxes, 100 lbs.	10 80
Do., boxes, 50 lbs.	10 90
Do., 25 lbs.	11 10
Do., cases, 20 cartons	11 85
Do., cases, 40 ½ cartons	12 60
LUMP SUGAR—	
Small lump, boxes, 100 lbs.	10 70
Do., boxes, 50 lbs.	10 80
Do., boxes, 25 lbs.	11 00
Do., cartons, 50 2-lbs.	11 10
Hard lump, barrels	11 00
Do., boxes, 100 lbs.	11 00
Do., boxes, 50 lbs.	11 20
Do., boxes, 25 lbs.	11 25

NO CHANGE IN SYRUP

Winnipeg.

SYRUP—Quotations on corn and cane syrup remain unchanged. A better demand is being noted with the approach of the fall trade.

STARCH STEADY

Winnipeg.

STARCH—There is no change in quotations on starch. There is a good steady demand.

STARCH—	
Cornstarch, No. 1 quality, per lb.	0 10⅞
Cornstarch 1-lb. pkgs., lb.	0 09½
Gloss, 1-lb. pkgs., per lb.	0 10⅞
Celluloid, 1-lb. pkg., per case	4 35

NUTS RULING FIRM

Winnipeg.

NUTS—All lines of nuts are ruling firm. New cracked walnuts are expected on the local market around the end of October or the 1st of November. Prices are ruling very firm and spot stocks are practically cleaned up. New crop almonds are expected around the first of December.

NUTS, SHELLED—		
Almonds, per lb.	0 45	0 47
Spanish Peanuts, No. 1, lb.		0 12½
Pecans, per lb.		1 40
Walnuts, per lb.		0 77½
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, lb.		0 25
Walnuts per lb.		0 25
Almonds, per lb.		0 25
Cocoanuts per sack		11 00
Cocoanuts, per doz.		1 50
Brazils, per lb.		0 25
Pecans, per lb.		0 28

FLOUR PRICES LOWER

Winnipeg.

FLOUR—Flour has declined 32½ cts. per 98 pound sack and is now quoted at $5.00. Sales are good for immediate buying with very little futures being placed.

FLOUR—	
98-lb. sacks	5 00
Two 49-lb. sacks	5 07½
Four 24-lb. sacks	5 17½

JAMS ARE ACTIVE

Winnipeg.

JAMS—The sale of jams for immediate delivery is showing an improvement. Latest advices received from manufacturers state that prices for all lines of jams will no doubt be higher.

RICE MARKET FIRM

Winnipeg.

RICE—There is no change in the rice market. Prices are firm with a marked improvement in buying due to the strength and upward tendencies recently. The arrival of the new crop is expected around the first of the year.

TEA STOCKS LOW

Winnipeg.

TEAS—The primary market continues firm with practically no change in quotations on the local market. A better demand is being noted with the result that the spot stocks are becoming very low.

ONTARIO GRAPES OFFERED

Winnipeg.

FRUITS—Large shipments of Ontario grapes are arriving on the market and are selling freely at 65c. per basket. Tokay and Malaga grapes are in good demand and are quoted at $4.50 and $5.00 per case. Heavy shipments of Hyslop crabapples are arriving and are meeting with a good demand at $2.65 per case. Other lines of fruits show no change in quotations.

VEGETABLES STEADY

Winnipeg.

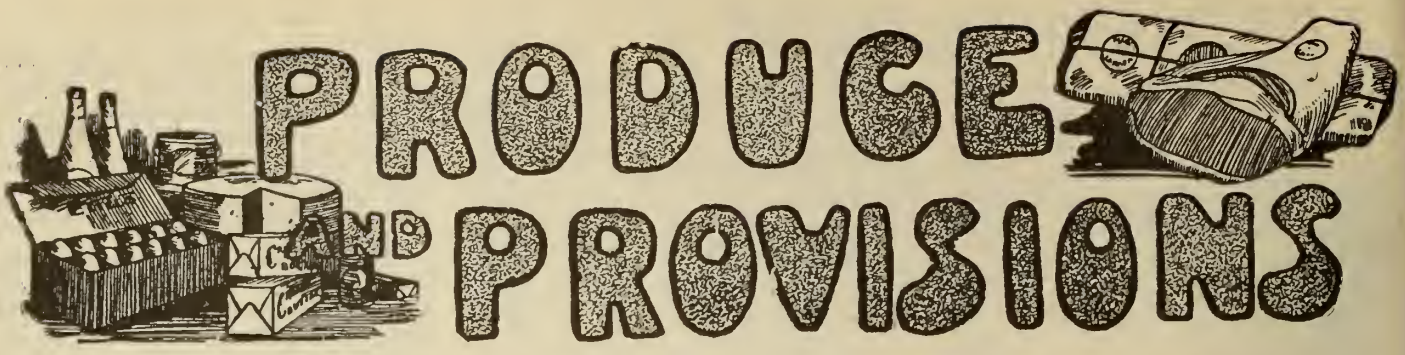
VEGETABLES—Manitoba tomatoes are on the market and are selling freely at 2½ to 3 cents per lb. Cucumbers are becoming scarce and are quoted from 30 to 50c. per dozen. Local head lettuce is practically finished. Other lines of vegetables are in fair demand at unchanged quotations.

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Alta., Sept. 20.—Crisco advanced one cent per pound. Flour dropped twice during the week, making a total decline of $1.00 per barrel. Cotton twine advanced five cents per pound. Baked beans which recently advanced, have dropped back to the former price. Large Ontario cheese is quoted at 24½c to 26c. Kootenashi small white beans are selling at $5.75 to $6.25 per hundred and Ashcroft's at $5.50 to $6.00. Japan rice is firm at $7.30 to $8.00. Sockeye salmon halves, is quoted at $18.00 to $21.00 per case. New pack evaporated apples, 25's, are quoted at 19½c, and 50's at 19c per lb. Raisins which eased off recently now show slight advances.

Beans—Ashcroft, per cwt.	5 50	6 00
Do., Kootenashi, per cwt.	5 75	6 25
Rolled oats, 80s		3 00
Rice, Siam	5 50	6 00
Japan, No. 1	7 50	8 00
Tapioca	7 00	7 50
Sago	7 00	7 50
Sugar, pure cane, gran., cwt.		10 67
Cheese, No. 1, Ont., large	0 24½	0 26
Alberta cheese, twins		0 25½
Do., large		0 24½
Butter, creamery, lb.		0 37
Do., dairy, lb.	0 25	0 30
Lard, pure 3s		12 90
Eggs, new laid, local, case	11 00	11 50
Tomatoes, 2½s	4 00	4 35
Lemons, case		12 50
Corn, 2s, standard case	3 50	3 85
Peas, 2s, standard case	4 20	4 30
New early June peas, case		4 75
Salmon Sockeye 1s, case	19 80	21 00
Do., Sockeye ½s, case	18 00	21 00
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	8 40	10 00
Gooseberries, 2s		11 30
Cherries, 2s, red, pitted	9 00	9 50
B. C. Tomatoes, 4-bas. crate, ea.		2 75
Apples, evaporated, lb.		0 19
Do., 25s, lb.		0 19½
Pineapples, Hawaiin, sliced 2's	6 90	7 00
Peaches, evaporated, lb.	0 16	0 18
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 10	0 10*
Do., 70-80s	0 11½	0 12½
Do., 60-70s	0 12¾	0 13½



Equipment and Cleanliness Sells Meats

R. Beaulieu, Manager of the Oxford Provision Co., Montreal, Believes Customers Pay a Great Deal of Attention to the Way Goods Are Handled and Put Up—Reduces His Credit Customers to Thirty Per Cent.

A YEAR ago in an interview R. Beaulieu manager of the Oxford Provision Co. Sherbrooke St. Montreal, told Canadian Grocer business was made up of 75 per cent. credit. To-day this business store is doing $500 more per week, and the credit has been cut to 30 per cent. This startling change is nothing wonderful, according to Mr. Beaulieu, but rather a result of going after it. At that time credit was made up of accounts paid in fifteen, thirty and forty-five days, while now all is paid in fifteen days. Statements are sent out on time and a prompt settlement is expected. If a reply is not immediately forthcoming another letter is sent. Under the present arrangements there is practically no loss from bad accounts. All who opened a credit account at the store were required to answer a complete set of questions to assure the merchant he was dealing with reliable people. Since the first of May, over eighty credit accounts have been refused.

Should be An Association

Mr Beaulieu is very enthusiastic over the idea of an association being formed, that the merchants get together and protect one another on credits. He would have it that anyone who had unpaid accounts after say thirty or forty-five days, be reported to the association and this information be passed along to all members, This might not appear at first to be successful but as it is continued it would prove the benefits more and more. This man is of the opinion that there is not enough co-operation between merchants, and that too many are out to beat the other fellow rather than build a successful business.

Five years ago this business was started in a community, then building up, and since then it has increased five hundred dollars per week until at the present time, the weekly sales average $3,500.

Good Equipment Pays

"Nothing should be spared in making the store up to date and modern in equipment," says this man. "People pay as much attention to the manner in which goods are put up as to the goods themselves. They are demanding more sanitary conditions in business."

Besides the groceries carried, a large business is done in the meat department. A cleaner one it would be impossible to find anywhere. The entire department is encased in a five wire mesh covering both walls and top and when parcels are handed customers it is through a little slide door which is opened by the butcher. Refrigerators are built at the rear of the meat section, one having an opening to the other. The screen is an idea of Mr. Beaulieu's the plans he drew himself. The whole thing is built in sections so that at any time if it is necessary to be removed or taken down it can be done in a short while. While business ordinarily drops off considerably in summer, there has been very little decline here. This condition is no doubt brought about by the clean and cool methods used. A battery of electric fans are used throughout the store which keeps the place constantly cool.

Heavy Telephone Trade

Eight telephones are used for caring for phone orders, although there are only four main lines to central. One instrument on each line is placed in both the grocery and meat departments.

The whole rear end of the store is built as a refrigerator only, half of which is used for keeping goods frozen. The rest is used for keeping cereals in packages. The compartments are dry, no air being able to enter, which means the goods do not get soggy, as they would by standing on shelves. This point is particularly pleasing to the customers.

All shelves and display cases are fitted with glass sliding doors and from these the goods are sold.

All money is handled at a desk in the rear centre of the store. Each clerk has a separate key on the cash register, and a cheque is punched which is turned in to the office with payment.

The most modern equipment to be found anywhere is shown in the store. There are five sets of scales, a meat slicer, biscuit display cabinets, wall bins and an electric coffee grinder.

Special attention is given to window display which while meats are never overstocked, one line of goods is shown at a time and results are much better than using a variety. "Goods can't be sold by putting them in the cellar," says this man. "People want to see them and the best place for display is in the window."

Child Customers Important

Mr. Beaulieu makes a point of showing as much courtesy to a child as an adult and the same to all who come in irrespective of what they buy. A staff of fifteen are employed.

Eggs in New Style

"George, you may bring me two fried eggs, some ham, a pot of coffee, and some rolls," said the man to the waiter.

"Yes, sir."

His companion said: "You may bring me the same. No, just eliminate the eggs."

"Yes, sir."

In a moment the waiter returned.

"Excuse me, sir, but what did you say about them eggs?"

"I merely told you to eliminate them.'

"Yes, sir." And he hurried away to the kitchen.

In two minutes he came back once more, leaned confidently and penitently over the table and said:

"We had a bad accident this morning sir, an' the liminator got busted off right at the handle. Will you take them fried, same as this gentleman?"

Showing the attractive interior of the Oxford Provision Co. in Montreal. The manager of this store declares that the value of good equipment cannot be overestimated.

Some System of Grading Potatoes Is Much Needed

Toronto, Sept. 19.—The need for some system of grading Ontario potatoes is a subject of much interest around the vegetable markets. Dealers claim that shipments of potatoes from around country points throughout the Province are arriving in an unsatisfactory condition, those from the majority of places not being sorted according to size and quality, which makes it necessary to pick them over before being disposed of. In some cars the quantity of small unsaleable potatoes, average upwards of one peck to the bag. And for that reason some of the dealers state that they do not intend to handle any more Ontario potatoes until the grading has improved. It is pointed out that the New Brunswick potatoes are shipped in a different way, being graded to size and quality and can be sold and reshipped as they are received.

BRITISH COLUMBIA WILL HAVE AVERAGE POTATO CROP

Vancouver, Sept. 19 (Special).—From present indications the crop of potatoes this year will be average. The average for the last three years has been 90,000 tons. The only thing to be feared is that prolonged and heavy rains in the fall might impede the digging of these potatoes. The white growers dig after the harvest. The Orientals dig as required. Last year the crop was 72,000 tons only, and at that considerable were lost. 400 cars of Yakima Jems were brought across the line last fall; partly because the farmers here were misled to think that greater prices could be realized later and partly from the fear on the part of the brokers and jobbers that the local crop would not meet the need. The growers are organized this year; will grade their potatoes, putting 100 pounds in each sack; advertising the grades, varieties, etc., and which to buy for immediate use and which to buy for winter supplies.

Canned Tomatoes Are Reported More Plentiful

Montreal — The local wholesale grocers have received some of the initial prices quoted on this year's pack of canned vegetables and on California canned fruits. In the case of tomatoes, resulting from a large production this year, the report is that a 100 per cent. of the orders will be delivered. Remembering that for some time back local wholesale grocers have been short in their supply of canned tomatoes and that there has been a big demand for supplies with higher prices quoted, it is interesting to note that the new quotations show a drop in price. Canned tomatoes, No. 2's, are now quoted at $1.35 and 2½'s of Standard grade are quoted at $1.75. Canned corn also shows a decline of from 5c to 10c while canned beans of the different grades stand firm. It is not yet known what will be the quotations on peas this year. On the other hand in canned fruits there are a number of variations in the new price list. Canned cherries are higher in price, being quoted at from $3.40 upwards. California Peaches show an advance in price while pears are a little easier. Grated and sliced pineapple are just a little higher than last year's quotations. It is to be noted that these prices are the initial quotations and some changes may follow later. In all lines there is a fair pack, and it is expected that prices will range about the same as are indicated by the new price list.

PECAN SHELLING COMPANY ORGANIZED

The San Antonio Pecan Shelling Company, recently organized, will deal in both shelled and unshelled pecans.

V. R. Hood, M. H. Clark, and C. F. Hutches, President, Vice-President and Manager respectively, all of San Antonio, are the officers of the Company. Mr. Hutches has had many years experience in this line having been connected with the Duerler Company.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Sept. 21.—There are quite a number of changes in the produce market and much more activity. Hog prices are lower with bigger offerings while smoked, cured and cooked meats are unchanged. With a call for supplies from the United States butter shows stronger tendencies and on this account local buying has been more brisk. The cheese market shows further weakness which is due to a lack of export demand. Lard is also a little weaker. The egg market shows little change apart from the fact that prices on storage eggs are easier and the supply of fresh eggs is smaller with the prospect that higher prices will be asked. There is much improvement in the buying of fish, with three days in the week fish days, and easier prices on haddock, halibut and lake trout.

BUTTER MARKET STRONGER

Montreal.

BUTTER—The feature of the local butter market is a stronger feeling which has developed principally on account of a demand from the United States for Canadian creamery butter. There is no improvement in the business with English importers and according to latest advices received here the prospect is anything but encouraging in that direction. On the strength of the American demand there has also been a fair amount of extra business done for local accounts. Creamery butter in prints is selling at 40c per lb. and solid 39c.

BUTTER—

Finest creamery prints	0 40
Creamery solids	0 39

NO CHANGE IN BARRELLED MEATS

Montreal.

BARRELLED MEATS—There is no change in the market for barrelled meats Prices are steady with a fair trade passing.

Heavy mess pork (bbl)	30 00
Plate beef	22 00
Canadian Short cut (bbl) 30-40	39 00

SMOKED MEATS STEADY

Montreal.

SMOKED MEATS—There is no important change in the condition of the local market for smoked or cured meat. A fairly good trade is being done for domestic consumption and the market is moderately active with a steady undertone. Breakfast bacon is selling at from 34 to 42c per lb. Smoked breakfast runs as high as 44c per lb.

BACON—

Breakfast, best	0 34	0 40
Smoked breakfast	0 36	0 42
Cottage rolls		0 32
Picnic hams		0 22
Wiltshire	0 32	0 35

MEDIUM SMOKED HAMS—

Weight, 8-14, long cut	0 35
Do., 14-20	0 35
Do., 20-25	0 31
Do., 25-35	0 27
Over 35 lbs.	0 24

LARD MARKET EASIER

LARD—The market for lard has ruled rather quiet with an easier undertone, owing to more liberal offerings and a somewhat limited demand. Prices, however, quoted by the wholesalers, are unchanged and 20 lb. pails are selling at from 19 to 20c a pound.

LARD—

Tierces, 30 lbs.	0 17½	0 18
Pails, 20 lbs.	0 19½	0 20½
Tubs, 20 lbs.	0 19	0 20
Bricks	0 22	0 23

EASIER PRICES FOR HOGS

Montreal.

FRESH MEATS—The hog market locally has displayed some weakness and prices have scored a decline of from 50 to 60c per 100 lbs. with later sales of selected lots, weighed off cars, at $10.75 to $10.90 per 100. The hog market has, during the past week, fluctuated and now stands with an unsettled undertone. There is no change in the meat market. Prices tend towards a lower level and fresh cuts of beef vary considerably due to the fact that the demand, in this locality, runs for the better cuts and lower prices than ever are asked for the front quarters.

FRESH MEATS—

Hogs, live (selected off cars)	10 60	10 90
Abattoir killed, 65-90 lbs.	0 17	0 18
Fresh Pork—		
Legs of pork (foot on)	0 24	0 26
Loins (trimmed)	0 28	0 31
Trimmed shoulders		0 19
Untrimmed		0 17
Pork sausage (pure)		0 20

Fresh Beef—

	(Cows)		(Steers)	
Hind quarters	0 12	0 18	0 12	0 20
Front quarters	0 05	0 09	0 06	0 10
Loins	0 25	0 28	0 28	0 30
Chucks	0 08	0 09	0 08	0 10

EGG PRICES STEADY

Montreal.

EGGS—There is very little change in the egg market this week, apart from the fact that supplies are not coming to the packers as freely as they have. This would indicate that a stronger market is held for the future but on the other hand there is little or no export business and supplies of eggs in storage are quite sufficient to carry the demand for some time. In proof of this, prices on No. 1 have dropped 2c this week and are now quoted at 37c. Strictly fresh eggs are still quoted at 50c and select are quoted at from 45c to 46c.

EGGS—

Extras		50
Fresh selects	0 45	0 46
Do., No. 1		0 37

COOKED MEATS UNCHANGED

Montreal.

COOKED MEATS—There is little or no change in cooked meats this week. With the cooler weather the demand is falling off somewhat and prices stand firm.

Jellied pork tongues		0 35
Jellied pressed beef, lb.		0 37
Hams, cooked	0 55	0 60
Pork pies (doz.)		
Sausage, pure pork		0 20
Mince meat, lb.		0 15½
Ox tongue, tins		0 65
Head cheese, 6-lb. tins, per lb.		0 10

CHEESE MARKET EASIER

Montreal

CHEESE—While there is no change in the wholesale price of cheese, the prices paid at the cheese boards in this province show a decline. This is attributed to the indifferent attitude of the foreign buying market. The general trend is towards a weaker market until the export market shows more activity.

Large, per lb.		0 22
Twins, per lb.		0 22
Triplets, per lb.		0 22
Fancy old cheese, per lb.	0 32	0 33
Stilton, per lb.	0 32	0 33
Quebec		0 22

POULTRY PRICES STEADY

Montreal.

POULTRY—There is no change in the prices quoted on poultry. The market is steady with a supply sufficient to meet demands and yet keep the market steady. With the cooler weather a better demand is expected.

BIGGER DEMAND FOR FISH

Montreal

FISH—There is a much improved demand for fish on account of three fish days occurring in the week and the cooler weather. Prices are a little easier on halibut, haddock and cod. There is a good supply of brook trout at 45c but the season closes at the end of next week

Market Cod		0 06
Steak Cod		0 09
Gaspe Salmon		0 26
Dressed B. C. Salmon		0 25
White fish		0 19
Haddock		0 08
Halibut		0 22
Trout, Lake		0 18
Brook trout		0 45

FROZEN FISH

Halibut, large and chicken	0 20	0 23
Haddock		0 06
Mackerel	0 15	0 16
Do., Western, medium	0 21	0 22
Steak Cod	0 08	0 08½
Market Cod	0 05½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B. C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd		0 11
Doree	0 12	0 17
Smelts	0 15	0 20

NEW BRUNSWICK POTATOES ARE GOING TO EUROPEAN MARKET

St. John, N. B., Sept. 20.—New Brunswick potato growers, hard hit by tariff legislation in the United States, which practically stopped the large exports across the border in previous years, have made arrangements to market future crops in Europe. The Furness Withy Line has contracted to supply fifteen steamers a season to carry the potatoes to the new markets The moving of the crop to St. John has already begun.

ONTARIO MARKETS

TORONTO, Sept. 21.—The butter market has a stronger tone due to higher prices in Montreal, attributed to an improved demand for export. Eggs are also firmer under decreased receipts and a better demand. The cheese market is easier with lower prices. Live hogs have been steadier during the week than they have been for several weeks past. Packers, however, claim they cannot take any volume at present prices, owing to the fact that Old Country prices are lower. They are therefore offering lower prices for the balance of the week. Shortening and lard are steady, while smoked and barrel meats are generally reduced. There is a good business passing in fish, but market conditions are unchanged. Poultry continues easy under fairly heavy receipts.

BUTTER MARKET FIRMER

Toronto.

BUTTER—The market has developed a firmer tone. This condition is attributed to higher prices in Montreal due to the improved demand for export. The Chicago market is also higher which is believed to be partly responsible for the strength of the market here. Quotations to the retail trade are unchanged as we go to press, but higher prices are expected by the end of the week.

Creamery prints	0 40	0 42

CHEESE SLIGHTLY HIGHER

Toronto.

CHEESE—The market is slightly easier with quotations down one cent per pound. New large cheese is quoted at 22c. to 23c. per lb.

CHEESE—		
Large, new		0 22
Do., June		0 28
Stilton, new		0 25

EGGS STEADY TO FIRM

Toronto.

EGGS—There is little change in quotations as compared to a week ago. The market, however, has a slightly firmer undertone, due to an improved demand and a slight decrease in the receipts. The American market is also stronger and higher which has some bearing on the situation here.

Selects	0 50	0 51
No. 1		0 44
Selects in cartons	0 53	0 54

LARD MARKET STEADY

Toronto.

LARD—There are no changes in the lard market as compared with last week. The condition of the market continues easy.

LARD—		
1-lb. prints	0 18	0 21
Tierces, 400 lbs.	0 18	0 19

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING UNCHANGED

Toronto.

SHORTENING—The market continues easy with quotations unchanged.

SHORTENING—		
1-lb. prints	0 16½	0 17
Tierces, 400 lbs.		0 14½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

COOKED HAM AGAIN DROPS

Toronto.

COOKED MEATS—Boiled hams are again reduced one cent per pound. Ordinary round boiled hams are quoted at 52c. and square pressed at 56c. Some houses, however, continue to quote at 56c. and 58c. Boiled shoulders are lower at 38c., and jellied tongue is down to 65c. a drop of one cent per lb.

COOKED MEATS—		
Boiled hams, lb.	0 52	0 56
Do., square pressed	0 56	0 58
Boiled shoulders, lb.		0 38
Head cheese, 6s, lb.		0 12
Choice jellied ox tongue, lb.		0 65
Jellied pork tongue		0 40
Bologna	0 16	0 18
Macaroni and cheese loaf, lb.		0 23

Above prices subject to daily fluctuations of the market.

SMOKED MEATS REDUCED

Toronto.

PROVISIONS—Following the lower prices on hogs, practically all lines of smoked and cured hams and bacon are reduced. The reductions range from two to four cents per pound. A new form of cottage roll is on the market; these rolls are packed in casings and are offered at 35c. per lb. Mess pork dropped $1.00 per bbl, making the price $30.00. Short cut backs are down 50c., now quoted at $39.50. Lightweight rolls are down to $43.00 per bbl., while heavy are unchanged.

SMOKED MEATS STEADY

Hams—		
Small, 6 to 12 lbs.		0 36
Medium, 12 to 20 lbs.		0 36
Large, 20 to 35 lbs., ea. lb.	0 24½	0 33
eavy, 35 lbs. and upwards		0 21½
Backs—		
Boneless, per lb.	0 46	0 47
Rolled per lb.		0 52
Peameal	0 40	0 43
Bacon—		
Breakfast, ordinary, per lb.	0 30	0 36
Do., special trim		0 43
Cottage rolls		0 30½
Roll, per lb.		0 23½
Wiltshire (smoked boneless) lb.		0 29½
Do., three-quarter cut		0 33½
Do., middle		0 30½
Dry Salt Meats—		
Long clear bacon, av. 50—		
70 lbs.		0 21½
Do., av. 80-90 lbs.		0 19½
Clear bellies, 15-30 lbs.	0 20½	0 21½
Fat backs 10-12 lbs.	0 14	0 16

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—		
Mess pork		30 00
Short cut backs, 200 lbs.		39 50
Picked rolls, bbl., 200 lbs.—		
Lightweight		43 00
Heavy		38 00

Above prices subject to daily fluctuations of the market.

HOG MARKET STEADIER

Toronto.

FRESH MEATS—The hog market was fairly steady during the week, for the first time in several weeks. This condition was attributed partly to the fact that the Winnipeg market was higher and many shippers sent their hogs to that market. Receipts were therefore light and resulted in prices holding the same as the preceding week. Packers, however, claim they are in receipt of despatches from the Old Country stating that the market there is lower and for that reason cannot take any quantity of hogs at the present prices. Lower prices are being talked of for the balance of this week and next. The principal demand for cattle is for choice butchers, and as packers do not appear to have any great supply, the market held practically unchanged. Dressed meats show little change as compared with a week ago.

Hogs—		
Dressed, light, per cwt.	18 00	20 00
Do., heavy, per cwt.	14 00	16 00
Live, off cars, per cwt.		10 25
Live, fed and watered, cwt.		10 00
Live, f.o.b. per cwt.		9 25
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 26
Loins of pork, lb.		0 33
Fresh hams, lb.		0 28
Tenderloins, lb.		0 50
Picnics, lb.		0 15
Montreal shoulders, lb.		0 18
Boston butts, lb.		0 21
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 17
Front quarters, lb.	0 05	0 08
Ribs, lb.	0 16	0 22
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 20	0 23
Hips, lb.	0 10	0 12

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 14
Spring lamb, lb.	0 16	0 18
Yearling lamb, lb.	0 08	0 10
Sheep, whole, lb.	0 05	0 07

Above prices subject to daily fluctuations of the market.

GOOD DEMAND FOR FISH

FISH—The change of weather to cooler has somewhat stimulated the sale of fish and dealers now report a better volume of business passing than there has been for sometime. There is little change in market conditions. All lines are well represented and quotations remain as last week.

FRESH SEA AND SALT FISH

Cod steak, lb.	0 09	0 10
Do., market, lb.		0 09
Halibut, chicken	0 16	0 17
Do., medium	0 22	0 23
Whitefish, Government		0 11½
Do., Georgian Bay	0 17	0 18
Fresh Herring	0 08	0 09
Flounders, lb.	0 09	0 10
Fresh trout, lb.	0 14	0 15
Hadock	0 09	0 10
Spring Salmon	0 24	0 25
Fall salmon	0 12	0 13
Rainbow salmon	0 12	0 13
Cohoe salmon	0 19	0 20
Mackeral	0 11	0 12
Yellow pickerel, lb.		0 17

FROZEN FISH

Halibut, medium	0 22	0 23
Do., Qualla	0 13	0 14
Flounders	0 09	0 10
Pike round	0 06	0 07
Do., headless and dressed		0 08
Salmon, Cohoe		
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11

SMOKED FISH

Hadies, lb.	0 10	0 12
Fillets, lb.		0 17
Kippers, box	2 25	2 75
Bloaters		2 00

PICKLED FISH

Salmon Snacks, lb.		0 24

Labrador Herrings, kegs, 100 lbs.	0 25
Do., bbls., 200 lbs.	11 75
Do. pails, 20 lbs.	2 00

POULTRY MARKET EASY

Toronto.

POULTRY—The market continues easy under heavy receipts. Quotations are unchanged.

Prices Paid by Dealers.

	Live.	Dressed.
Turkeys	0 30	0 40
Chickens, spring	0 25	0 30
Roosters	0 14	0 18
Fowl over 5 lbs.	0 22	0 28
Fowl, 4 to 5 lbs.	0 18	0 22
Fowl, under 4 lbs.	0 16	0 18
Guinea hens, pair	1 25	1 50
Prices quoted to retail trade:	Dressed:	
Turkeys	0 40	0 50
Ducklings	18 to 20	25 to 30
Hens, heavy		0 30
Do., light	0 25	0 28

WINNIPEG MARKETS

WINNIPEG, Sept. 21.—Business in produce and provisions is an improvement. Cheese prices are lower while butter remains unchanged. Eggs are quoted slightly lower. Shortening is firmer and higher. Cooked meats show no change and are in good demand at this season of the year. The demand for hams and bacon is active. The hog market is firmer and has reached higher levels. Chickens are slightly easier.

BUTTER UNCHANGED

Winnipeg.

BUTTER—There is practically no change in the butter market. Best table grade creamery is quoted at 38 to 48c.

BUTTER—		
Creamery, best table grade	0 38	0 40
Dairy, best table grade		
Margarine	0 21	0 25

CHEESE PRICES LOWER

Winnipeg.

CHEESE—The market continues in an easy position. Quotations are from 1 to 1-1/2c. lower. New large Ontario cheese is quoted at 24c. per lb. It is thought that the bottom has been reached as the export demand is steadily improving.

CHEESE—	
Stilton cheese, large, lb.	0 28
Ont., large, lb.	0 24
Ont., twins, lb.	0 24½
Ont., triplets, lb.	0 25

EGGS SLIGHTLY EASIER

Winnipeg.

EGGS—There is a slightly easier feeling in eggs this week, with a decline of 2c. per dozen on new laids in cartons. These are now quoted at 48c. per dozen with fresh candled at 35c.

SHORTENING HIGHER

Winnipeg.

LARD—Shortening has shown a firmer tone and advanced ½c. per lb. Tierces of 400 lbs. are quoted at 15½c. per lb. with 20 lb wooden pails quoted at $3.50. There is practically no change in the lard market and quotations remain unchanged.

Pure lards, No. 1 quality, per lb. (in tierces 400 lbs.)	0 18½
Do., wooden pails, 20-lb. pails	4 10
pails), per pail	3 50
Shortening, tierces of 400 lbs.	0 15½

COOKED MEATS STEADY

Winnipeg.

COOKED MEATS—The market for cooked meats is steady, with a good business for this season of the year. Jellied ox tongues have declined 2c. and are quoted at 58c. per lb. Other lines show no change.

Best quality, skinned, 8-14 lbs.	0 58
Do., 13-16 lbs.	0 52
Roast ham, lb.	0 58
Roast shoulders, lb.	0 38
Jellied ox tongues, lb.	0 58
Head cheese, 6-lb. tins, lb.	0 16
Pork tongues, lb.	0 40
Luncheon cooked meats, lb.	0 18

SMOKED MEATS STEADY

Winnipeg.

PROVISIONS—The market for smoked meats remains steady and an active demand for ham and bacon is noted. Best quality ham is quoted at 46c. per lb., with best quality bacon sold at 53c. per lb.

Hams—	
8 to 16 lbs., per lb.	0 46
16 to 20 lbs., per lb.	0 46
Boneless, 8-16 lbs., per lb.	0 52
Skinned, 14-18 lbs., per lb.	0 46

GOOD DEMAND FOR POULTRY

Winnipeg.

POULTRY—Good supplies of live broilers are arriving and meeting with a good demand at 40c. per lb.

POULTRY—	
D. P. chickens, 3* lbs. and under	0 36
Do., 3½ lbs. and over	0 38
D.P. fowl, 3½ lbs. and under	0 25
Do., 3½ lbs. and over	0 27

HOG MARKET FIRMER

Winnipeg.

FRESH MEATS—The hog market has shown an advance due to light receipts and selected live hogs are quoted at $14.00 to $14.50 per cut. Steers of good quality are quoted from $4.50 to $5.25. Good quality butcher heifers are offered at $5.00 but the majority are quoted from $4.00 to $4.50. Good mutton sheep are showing a firmer tone and are selling from 4.50 to $6.00. Lambs are weaker and the best grade are quoted from $6.50 to $8.50.

Selected live, cwt.	14 00	14 50
Heavier	9 50	11 50
Light	14 00	14 50
Sows	8 50	9 50
Fresh Pork—		
Legs of pork, up to 35 lbs., lb	0 24	0 32
Spare ribs		0 17
Loins of pork, lb.	0 33	0 36
Fresh hams, lb.	0 28	0 34
Shoulders	0 20	0 24
Fresh beef—from steers and heifers—		
Hind quarters, lb.	0 11	0 19
Front quarters, lb.	0 06½	0 08½
Whole carcass, good grade, lb.	0 08½	0 13
Mutton—		
Choice, lb.		0 22
Choice long hinds (leg and loin)		0 35
loin)		0 35
Choice Stews		0 07½
Lambs—		
Choice, 30-45 lbs.		0 23
Veal'		
Good veal, 40 to 80 lbs., hind quarters		0 27

COD TROUT ARRIVES

Winnipeg.

FISH—Fresh cod trout from Lake Superior are arriving and are meeting with a good demand. Oysters are in good demand at $3.75 per gallon. Fresh salmon is quoted at 26c. per lb., with halibut selling freely at 18c.

Black cod, lb.	
Brills, lb.	0 09
Herrings, Lake Superior, 100 lbs., sacks, new stock	3 50
Halibut, chicken, cases 300 lbs	0 15½
Do., broken cases	0 16½
Salmon—	
Cohoe full boxes, 300 lbs.	0 19
Do., in broken cases	0 20
Soles	0 09
Whitfish	0 13½
Do., broken cases	0 14½
SMOKED FISH	
Bloaters, Eastern National, case	3 50
Do., Western, 20-lb. boxes, box	2 10
Haddies, 30-lb. cases, lb.	0 14
Do., in 15-lb. cases, lb.	0 14
Kippers, East., Nat., 20 count, per count	3 75
Fillets, 15-lb. boxes, lb.	0 20
SALT FISH	
Steak Cod, 2s, Seelys, lb.	
Holland Herring, milkers, 9-lb. pails, per pail	1 35
per barrel	7 00
Do., mixed, 9 lb. pails, per pail	1 25
Labrador herrings, 100-lb. bbls..	

THIS MERCHANT FACED HIS LOSS

(Continued from Page 29.)

the bill" is bad business and about as irritating to any decent shipper as anything you can do.

When you do not get what you feel is equitable treatment, switch off for a while to some other house. Competition is here the "life of trade"—your life, that is. It is your means of redress or your way to ascertain whether you were hasty or unreasonable. Maybe you will find that the original shipper was all you had any right to expect and that his very will to please you, had spoiled you a little—and you will then go back to him gladly. It is well to regard the other fellow's side of any argument or condition and do as you would be done by.

Hot Weather Shipments

The difference between 75 cents for a freight shipment and $1.07 for express is only 32 cents or 1 cent to 1-1/6 cents on a dozen of average size lemons. The difference is not nearly so great as it seems, either; because expressed goods are promptly delivered at your door, whereas freight is subject to delay and goods are landed at the freight station for you to pick up or send for. Then, a day in hot weather is a lot of time. I should say by all means to have perishables come by express in preference to freight at most times, because in winter the goods are equally protected from frost when shipped by express.

There is reason in most things. Let's be reasonable. Let's handle perishables as a line which requires but also rewards intensive work. Then we shall get our five per cent normal net certainly, frequently, and make good earnings out of this line.

The Seal of Quality

FOLLOW this sign and you will always be assured of products which give satisfaction, and which will stimulate and hold trade, also keep your customers loyal to your store, for they will know that you handle and sell

Davies Quality Foods

Prepared under the supervision of inspectors appointed by the Government at Ottawa gives you the added assurance of absolute good product, free from infection.

Try some of these high-grade quality lines, which have already assisted in building up trade for numerous dealers throughout Canada.

Peerless Brand Cooked Hams
" " Bologna
" " Pickles
" " Roast Pork
" " Shortening
Dialstone " Smoked Meats

These are only a few of the Quality lines we offer you, full range of products and prices given upon request.

Our sales staff is at your disposal, and we solicit your enquiries and orders. Special attention given to orders received by mail.

Write for our prices, or, if our salesman is in your vicinity we will have him call.

THE WILLIAM DAVIES COMPANY LIMITED
Toronto
Montreal Sydney, N.S. Hamilton

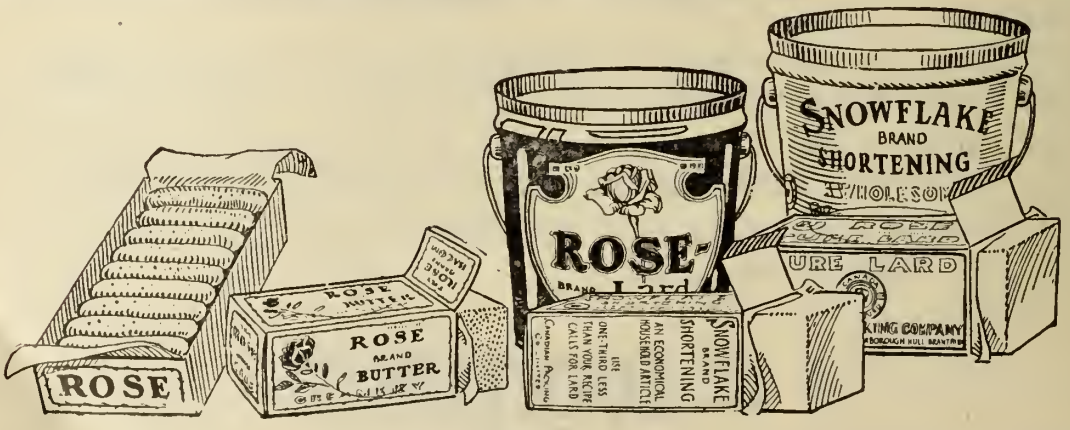
ROSE BRAND FOODS

When you sell Rose Brand Pure Foods you supply your customers with the highest quality products that 68 years' experience has enabled us to select and prepare. You have sold goods that will add to the prestige of your store and inspire confidence in the mind of the customer. Best of all, you have sold goods that will bring the buyer back to your store. Folks don't forget where they buy products that satisfy as Rose Brand do.

CANADIAN PACKING COMPANY, LTD.

TORONTO ONTARIO

PACKING HOUSES:	BRANCHES:
Peterboro	Fort William
Montreal	Sudbury
Brantford	Sydney, N.S.
Toronto	Charlottetown, P.E.I.
Hull	Winnipeg, Man.



HEINZ OVEN BAKED BEANS

Require but little selling effort to keep them moving, outbound, over your counter. Proper displaying is all that is needed. That is what makes them so profitable for you to handle.

Along with the other 57 Varieties, Heinz Oven Baked Beans are so well and favorably known that people buy them without hesitancy, feeling sure of their goodness.

H. J. HEINZ COMPANY

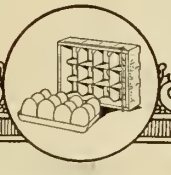
The STAR System

Makes Egg Delivery Profitable

Saves cost of broken eggs, saves time and expense in handling, and gives your customers Quality Service. Eggs are left in a clean, convenient, sanitary tray.

If you don't use STARS it's because you don't realize they mean better delivery at less cost. Let us prove this to you by actual figures.

STAR EGG CARRIER & TRAY M'F'G COMPANY



1037 JAY STREET ROCHESTER NEW YORK

"Purity" Salt

Has a Recognized Place on the Market

"Purity" salt is made in a most sanitary, up-to-date Canadian plant. Its purity has given it a first place in the selling market. You can give your customers their choice of either the free-flowing table salt in cartons or that put in bags.

The Western Salt Co., Limited

Courtright, Ont.

Isle of Pines Grape Fruit

Our first shipment for season has arrived—Quality good—

Late Pears
Tokay Grapes

Sweet Potatoes, Oregon Prunes
Winter Keeping Onions
Oranges, Lemons and Bananas

The Best of Everything in the Fruit and Vegetable Line.

White & Company, Ltd.
TORONTO

Drimilk Is Your Guarantee

This name is your assurance of freshness---Pure sweet milk.
Do your customers like things fresh?
Drimilk made to-day and delivered to-morrow.
This means something.

THE DRIMILK CO., LIMITED
Cortland, Ont.

Donald H. Bain Co,
Winnipeg
Western Distributors

Eastern Offices : 10 Ste. Sophie Lane, Montreal.

A Big Seller with the Grocery Trade

SANATAS TONIC

A body builder and a wonderful blood purifier.
SANATAS TONIC will be in great demand by Hospitals and Invalids.

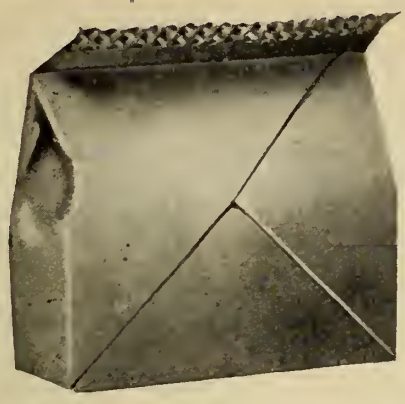
Every bottle guaranteed by Expert Chemists.
Buy Sanatas Tonic—the profits are big.
Packed 1 dozen bottles to the case, 2 sizes, 16 or 32 oz.
Watch for our travellers or order direct.

SANATOR LIMITED

20 Jacques Cartier Square
Montreal

Western Agents	Quebec Agents	Ontario Agents
Richardson Green Ltd.	Hudson & Orsali	McGillivray Bros.
170 Market St., Winnipeg	St. Paul St., Montreal	123 Bay St., Toronto

Agents required for Maritime Provinces and P. E. Island



The JELL-O Safety Bag

of waxed paper that encloses the Jell-O inside the Jell-O package affords absolute protection to the contents. It represents the last word of scientific, sanitary food protection which is demanded everywhere. Moisture is kept out and flavor is kept in. Jell-O protected by the safety bag remains as pure and sweet as on the day it was made. In addition the making up of Jell-O is reduced to the simplest process. There is no fussing or fumbling about it.

THE GENESEE PURE FOOD COMPANY OF CANADA, Limited.
MADE IN CANADA
At Bridgeburg, Ontario

Half-a-Century's Popularity and Proved Merit Behind It!

The ever-increasing popularity of ENO is due to its unquestionable quality and efficacy. For fifty years it has brought the bloom of health into the lives of countless thousands. Our advertising is now taking fresh impetus and will create for ENO a demand greater even than it enjoys to-day.

Delays in deliveries have been overcome. May we suggest that you should replenish your stock at once? The words

"FRUIT SALT"

are our registered Trade Mark, and have been known for half-a-century to mean the preparation of J. C. Eno, Ltd. It is often referred to shortly as

ENO's

an infringement of our rights to use the title "Fruit Salt" for any preparation but our own.

Prepared only by
J. C. ENO, LTD., "Fruit Salt" Works, LONDON, England
Sole Selling Agents
HAROLD F. RITCHIE & CO., Limited, 10 McCaul St., TORONTO
Also at New York and Sydney, Australia

Shirriff's

TRUE ORANGE
MARMALADE

The Reason Is -
It's Good Marmalade

SHIRRIFF'S Marmalade finds a ready sale always—because it's good marmalade There is no other way in which a product can hold its place in public favor. Shirriff's Marmalade is not a luxury, but a necessity, in thousands of homes in Canada. The fact is, Shirriff's is so delicious that people who have once tried it, would never be without a jar (or pail) of Shirriff's Marmalade in the house. If **you** have some customers who do not know how delightful good marmalade really is—introduce them to Shirriff's. It may lead to much profitable business. Most certainly it will uphold your store's reputation for quality.

IMPERIAL EXTRACT COMPANY
TORONTO, CANADA

Sole Selling Agents
Harold F. Ritchie
& Co. Limited
Toronto & Montreal

INDEX TO ADVERTISERS

B

Bain & Co., Donald H.. 8
Baker, Walter & Co. .. 48
Bickle, John W., and Greening 6
Best Boxes, Ltd. 16
Birdland Society 8
Borden C.o, Ltd. 1
Bradshaw's Ltd. 6
B. C. Traffic & Credit Association 8

C

Canadian Packing Co.... 42
Cane, Wm. & Sons Co., Ltd. 14
Can. Nashua Paper Co. 11
Channell, Limited ..... Inside Front Cover
City Dray Co., Ltd. ... 7
Codville Co. 9
Clark, Ltd., W 3
Columbia Macaroni Co. 7

D

Davies & Co., Wm., Ltd. 41
Dayton Scale Co. Back Cover
Dobree & Sons 7
Dominion Slicer Corp. .. 14
Drimilk Co., Ltd. 44
Duncan, C. & Son 8

E

Eddy, E. B., Co., Ltd. Inside back cover
Eno, J. C., Co., Ltd. 45
Escott Co., Ltd.. W. H. 10
Estabrooks Co., Ltd., T. H. 19
Eureka Refrigerator Co. Ltd. 7

F

Frost Moorman & Co. .. 11

G

Galt Chemical Co. 19
Gipe, Hazard & Co. 48
Genesee Pure Food Co. . 45

H

Hamblin-Brereton 11
Hayne, John 47
Hansen's Can. Lab., Chris 16
Heinz, H. J..... 43
Hillock, John & Co. 19
Hull Oil Mfg. Co. 12
Hanson Co., Ltd., J. H... 12

I

Imperial Extract Co. .. 46
Ingersol Packing Co., ... Front Cover
Interlake Tissue Mills Co., Ltd. 14

L

Laing & Waters 11
Lambe, W. G. A. & Co. 11
Lake of the Woods Milling Co., ... 5
Langley Harris & Co. Limited 11
Lemon Bros. 13
Lloyd, Jas. & Son 14
Loggie, Sons & Co. 11

M

McCormick Mfg. Co.... 2
McLauchlan, Jos. K..... 11
Macdonald, Reg., W. C. 4
Mackenzie, W. L. 8
Mickle, Geo. T..... 11
Moore & Co., R. M. 47
Magor, Son & Co. 20
Marsh Grape Juice Co... 13
Maple Tree Producers Association, Ltd. ... 12
Mathieu Co., Ltd., J. L.. 13

N

New Brunswick Potato Exchange 47

O

Oakey & Sons, Ltd., J... 16
O'Donnell & Co., John J. 11

P

Patrick & Co., W. 11
Pennock & Co., H. P.... 9

R

Red Rose Tea 19
Rock City Tobacco Co... 13
Ross Can Co. 47

S

Salada Tea Co., Ltd..... 17
Sanator Limited 44
Scott-Bathgate Co., Ltd. 10
Scott & Thomas 11
So-Clean Ltd. 47
Soper, E. N. & W. E. .. 11
St. Arnaud Fils Cie..... 12
Star Egg Carrier Co... 43
Stickney & Poor Spice Co. 7

T

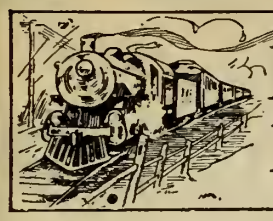
Thompson Co., A. E. ... 10
Tippett & Co., Ltd..... 12
Toronto Pottery Co., Ltd. 47
Toronto Salt Works 47
Trent Mfg. Co. 47

U

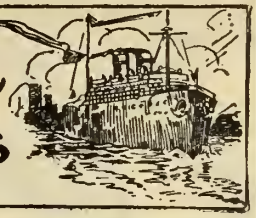
Upton Co., Ltd., U..... 17

W

Walker Hugh & Son 16
Watson & Truesdale ... 9
Western Canada Flour Mills 20
Western Salt Co., ... 43
White & Co. 43
White, Cottell's 47
Woods & Co., Walter... 15
Williams Storage Co. .. 9
Wiley, Frank H. 8



BUYERS' MARKET GUIDE
Latest Editorial Market News



GLASS JELLY JARS

9-oz. or ¾-lbs., $9.00 per Gross. including Screw Caps.
6-oz. or 1/3-pt., $6.00 per Gross. Fitted with Tin Top.
Gross to case. Order now for Jelly Season.

TORONTO POTTERY CO. LTD.
TEMPLE BUILDING - TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO. Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS, GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

SMALL OYSTER CROP

The season's oyster crop will be small, according to many of the oldest oysterings now working in Galveston Bay, Texas. All beds in east and west bays give promise of producing a good quality of oyster, but only on Pepper grove is there a promise of a large supply. Some oysterings report that a good quality of the bivalve has appeared on Shell Island, which many years ago was the best reef in the bay, but which has not produced oysters in any quantity for the last fifteen years.

GASOLINE MANTLES
FOR THE FINEST···BUY AN R.M.
ASK FOR SAMPLES & PRICES
RECOGNIZED AS THE STANDARD MAKE
FOR LIGHTING SYSTEMS
FOR HANGING LAMPS AND LANTERNS
R.M. BAG
JUNIOR R-M-BAG
R.M. Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

BARRELS
For all purposes. The best pack age for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

MAKE BUSINESS BETTER
By Boosting Your Business

Your Wants
are many here below. Use the Want Ad. page and get rid of a few of them.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

YOUNG MAN, 28, THOROUGHLY EXPERienced and efficient; a hustler and one who knows what to do and how to do it, wants position in grocery or general store. Highly recommended. Apply Box 72, Canadian Grocer, University Ave., Toronto.

WANTED—MAN SEEKS GOOD PROPOSItion, thorough, practical experience grocery, produce, wholesale and retail; wholesale preferred. Expert office man. Could invest small capital. Box 92, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—MANAGER FOR NEW CHAIN OF Grocerterias in large Canadian city. Must know grocery business; must be a good buyer, and must have an established connection with manufacturers and know how foodstuffs of all kinds are bought and sold. This is an excellent position for the right man. State all particulars about yourself in first letter. Strictly confidential. Apply Box 100 Canadian Grocer, 153 University Ave., Toronto.

FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

FOR SALE — GENERAL STORE, IN LIVE town in Alberta; population 1,800. Has High School; 20-bed, fire-proof hospital, etc.; has good pay roll and is recognized as one of the best towns in the province. Turnover last year $150,000. Write for terms. Box 82, Canadian Grocer, 153 University Avenue, Toronto, Ont.

FOR SALE—POTATOES, CAR LOAD LOTS Choice Manitoba White. N. J. Prior & Co., Portage la Prairie, Man.

WANTED

YOUNG MAN WANTED AS MANAGER FOR dried fruit broker's office in Montreal. Give full particulars in first letter. Box 98, Canadian Grocer, 153 University Ave., Toronto, Ont.

Good Sellers make business easy

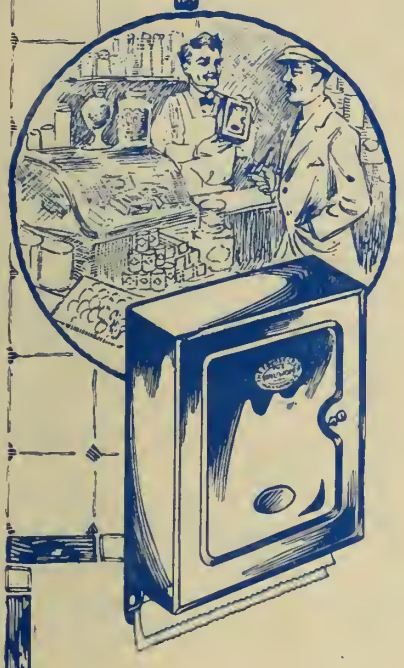
BAKER'S
Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Made in Canada by
Walter Baker & Co. Limited
Dorchester, Mass. Montreal, Can.
Established 1780

Do You Miss Important News?

WE read the newspapers of Canada and the United States as a business. We can supply you with valuable news on any subject, whether you are interested as a manufacturer, wholesaler, retailer, advertiser, editor, farmer, or politician. We send you these original clippings, which keep you posted on current events, changes in business, prices, construction news or any special information you wish us to gather. This service costs you little and is valuable to any business. Write for prices and name your subject. Canadian Press Clipping Service, 143-153 University Ave., Toronto.



Price, Appearance and Utility Ensures Sales of EDDY'S ONLIWON Toilet Paper Holders

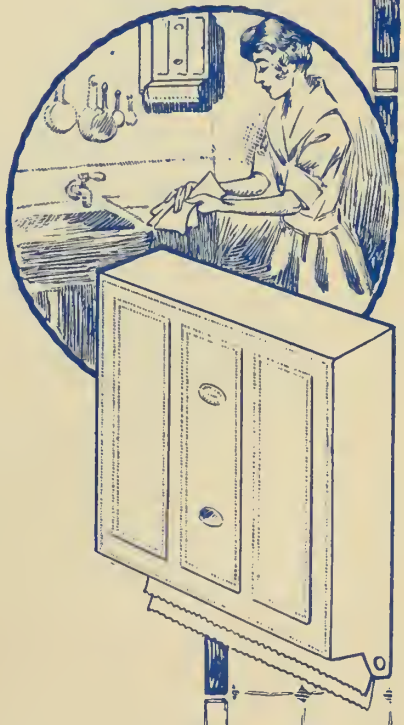
You have merely to show them to sell them—a fact by which merchants everywhere are profiting. Grocers, general stores, hardware stores, and drug stores are taking advantage of the popularity of Eddy's Onliwon Toilet Paper Holders to counteract the falling off in other lines. The profits on Onliwon sales are particularly useful at this time.

The handsomely nickelled finish of the Onliwon stimulates inquiries. Its thousand sheets of fine toilet paper served but two at a time to prevent waste, appeals to economy. Its strong construction and moderate price rarely fail to close a sale.

The demand for Refills which it creates is useful business which you might as well have. Send in a small first order to your jobber and watch how quickly Eddy's Onliwon Toilet Paper Holders find purchasers. The profits are good enough to make it decidedly worth your while.

ASK YOUR WHOLESALE HOUSE

Taking The Place
Of The Old Roller Towel
EDDY'S ONLIWON
Paper Towel Holder



Your women customers won't need much convincing to see the merits of Onliwon Paper Towels and Holder. The neat white enamelled cabinet with its extra large, Onliwon Paper Towels always gets their attention and interest.

Women quickly see the economy of Onliwon Paper Towels—the money they save in wear and tear on fabric towels, the time and labor they save in reducing the weekly wash.

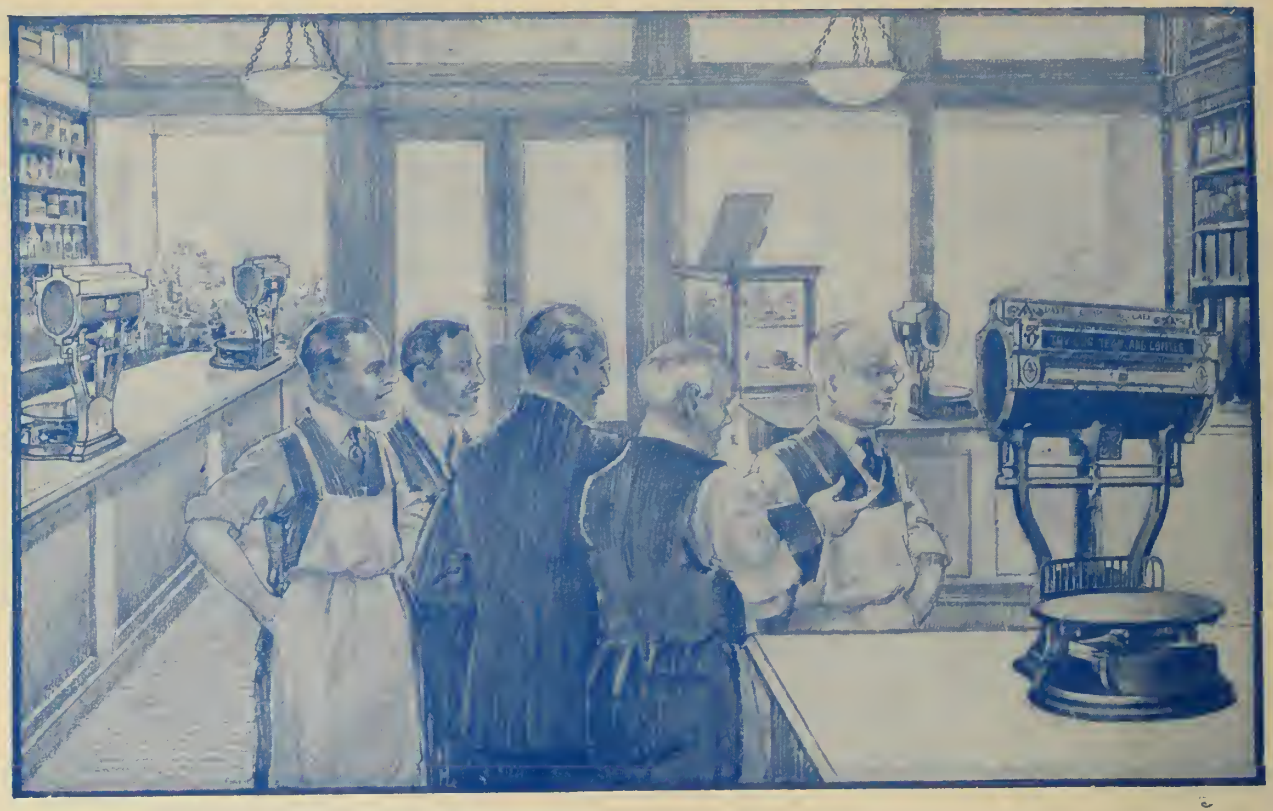
There's a steady demand for Refills, too, from every Onliwon Paper Towel Cabinet you sell. Try out a small quantity.

Your wholesale house can supply you.

The E. B. Eddy Co., Ltd.
Hull Canada

BRANCHES AND AGENCIES:

Halifax	Brockville	Fort William	Calgary
St. John	Kingston	Winnipeg	Lethbridge
Quebec	Toronto	Regina	Edmonton
Montreal	Hamilton	Moose Jaw	Camrose
Ottawa	London	Saskatoon	Vancouver
		Victoria	



International Business Machines — SPEED ACCURACY ECONOMY

"We've STANDARDIZED ON DAYTONS, Boys,---and Solved Our Weighing Problems!"

FOR LIGHTER WORK
FOR LARGER PROFIT

Dayton Grocery Scale
Dayton Candy Scale
Dayton Hardware Scale
Dayton Meat Slicer
Dayton Cheese Cutter

EVERY department of the modern market should be equipped with its own Daytons.

Many of Canada's finest provision stores are solving their weighing problems by STANDARDIZING ON DAYTONS.

There are many considerations in the operation of a modern market.

Customers must be satisfied; they must be served without delay; and must leave the store with a feeling of good will, realizing that their business transactions have been honest and foursquare.

The merchant's equipment must be modern, automatic and accurate. The store must be clean and sanitary and so appointed as to appeal to the feminine sense of neatness and order.

But, above all, the merchant must protect his profits or his enterprise is doomed to failure.

Pennies are dollars waiting for an opportunity to grow.

Dayton store appliances insure to the merchant his share of every penny involved in every transaction. They are handsome, durable, sanitary. They are the last word in scientific construction, with EXCLUSIVE features worth their whole cost.

That's why large successful firms are STANDARDIZING ON DAYTONS.

INTERNATIONAL BUSINESS MACHINES CO., LTD.

Frank E. Mutton—Vice-President and General Manager.
HEAD OFFICE and FACTORY—Royce and Campbell Avenues, Toronto.

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

Featuring Candy Day

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV PUBLICATION OFFICE: TORONTO, ONT., SEPTEMBER 30, 1921 No. 39

Constructive Suggestions

Too frequently the intelligence of the consuming public is underestimated with a consequent loss to the merchant not only in volume of business but prestige.

It is a fundamental truth that a reasonable variety of food is necessary to the health of a civilized people. Oysters are not one of the really cheap foods when measured by the cost of their useful constituents, but they are particularly valuable as an APPETIZING VARIANT OF THE DIET.

Oysters are WITHOUT WASTE, EASILY DIGESTED, WHOLESOME, and PALATABLE as well as having substantial value in point of nutriment and it behooves the merchant to suggest foods that have such merit.

In addition it is a seasonable food and there has been a long period of non-supply which will emphasize the zest with which the consumer will take to them.

CONNECTICUT OYSTER CO., LTD.

"Canada's Exclusive Oyster House"

50 JARVIS STREET - TORONTO

Sell on sight to all Classes

Give your store a real holiday appearance

No. R-XI—Red Box containing fifteen balloons including one of mammoth size like illustration. Others are assorted sizes and each one is either imprinted with a comedy or animal picture, or equipped with a twist valve or squawker stem. Costs $8 dozen. Sells $12.

No. H-X2—Holly box with red band. Contains one mammoth balloon like illustration and eleven others like R-XI assortment. Costs $6 dozen. Sells $9.

Mohican Balloons

In Attractive

Christmas Boxes

Toy balloons have a universal appeal. Children discard most toys for them. Grown-ups demand them for entertainments, decorations and various forms of amusement. For the first time they are offered in attractive holidays packages to retail at popular prices. Mohican Christmas Balloon packages will increase your Christmas sales and profits and please your customers.

To insure delivery on time order from your jobber NOW. If your jobber cannot give full particulars write us direct.

All boxes are 5½ x 5½ x ¾

Robertson & Murphy

Limited

247 St. Paul St. W. - Montreal

No. RB-XI.—Red box as illustrated. Contents exactly the same as in R-XI. Costs $8 dozen. Sells $12.

No. W-X3—White box with red lettering. Contains ten balloons, each one being either imprinted with a comedy or animal picture or equipped with a twist valve or squawker stem. Costs $4 dozen. Sells $6.

Some Cocoa!

Somilco.

Delicious, Refreshing and Sustaining. This delightful new Cocoa has already been voted the best of its kind, having a wonderful flavor, and making both a tasty hot drink and a most nutritious food.

Somilco can be made instantly by putting two or three spoonsful in a cup and adding boiling water slowly while stirring.

Sold in 5 lb., 1 lb., and ½ lb. tins. Also in sanitary envelopes containing enough for one cup.

J. Hungerford Smith Co. Ltd.

19 ALICE STREET TORONTO

To the Grocery and Provision Trade

Gentlemen:—

We are glad to advise you that we have taken over and will continue the business of the firm of "W. CHAMPAGNE", one of Montreal's oldest and most important wholesale provision houses.

We hope that the present customers of the firm of "W. CHAMPAGNE" will continue to favor us with their orders, as we are in a position to give them perfect service.

Our customers, as well as the customers of the firm of "W. CHAMPAGNE," are cordially invited to continue to buy their groceries from us, as well as provisions. They will find it to their advantage to do so, as we can assure them the same good service that has been responsible for the success of the house of Laporte, Martin, Limitee. Our stock of provisions will consist of a varied line of the choicest products such as butter, cheese, lard, etc.

Farmers and Country Merchants are invited to consign their provisions to us, on which consignments we will make them liberal advances.

LAPORTE, MARTIN, Limitee,

IMPORTERS

Provision Department,
173-177 St. Paul St. W.,
Montreal

Grocery Department,
584 St. Paul St. W.,
Montreal

THE BEST CHOCOLATE VALUE ON THE MARKET TO-DAY

1c

Here is the rich wholesome generous sized bar of pure milk chocolate, crammed full of real almonds, also the well known Charlie Chaplin Chocolate piece.

They are the greatest one cent value that has ever been offered to the tradė.

The kiddies will make a bee line for your store once you have introduced them.

1c

5c

FISK'S
Sweet Milk Chocolate
PEANUT BAR

5c

"EVERYBODY LOVES CANDY"

Another chocolate piece of unusual value is Fisk's Sweet Milk Chocolate Peanut Bar—a high grade 5c seller that contains more chocolate and nuts than the average.

You will find these bars remarkably good values and unusually fast sellers.

FISK CHOCOLATE CO., LTD.
4-6-8 CLIFFORD ST. *TORONTO*

SELLING AGENTS

LANGLEY HARRIS & COMPANY, LIMITED

Winnipeg TORONTO Montreal

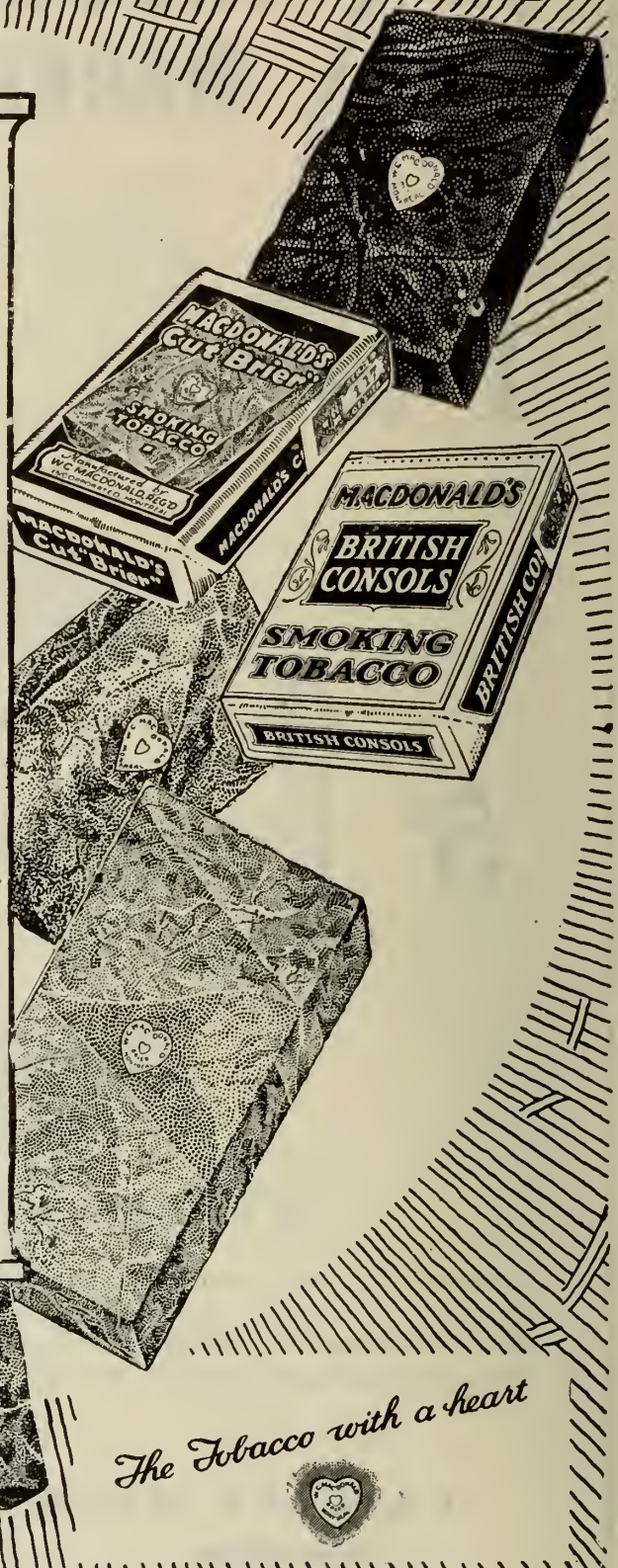
MACDONALD'S

The Man Who Doesn't Care

The customer who doesn't very much mind what kind of tobacco he buys, puts a big responsibility on you. You can sell him practically what you like. Whether he comes back or not depends upon your judgment.

In cases of indecision you are always safe in pushing Macdonald's—sure that it is going to satisfy. More than sixty years have proven the quality of Macdonald's. The Macdonald reputation backs up your judgment. The Macdonald advertising endorses your claims.

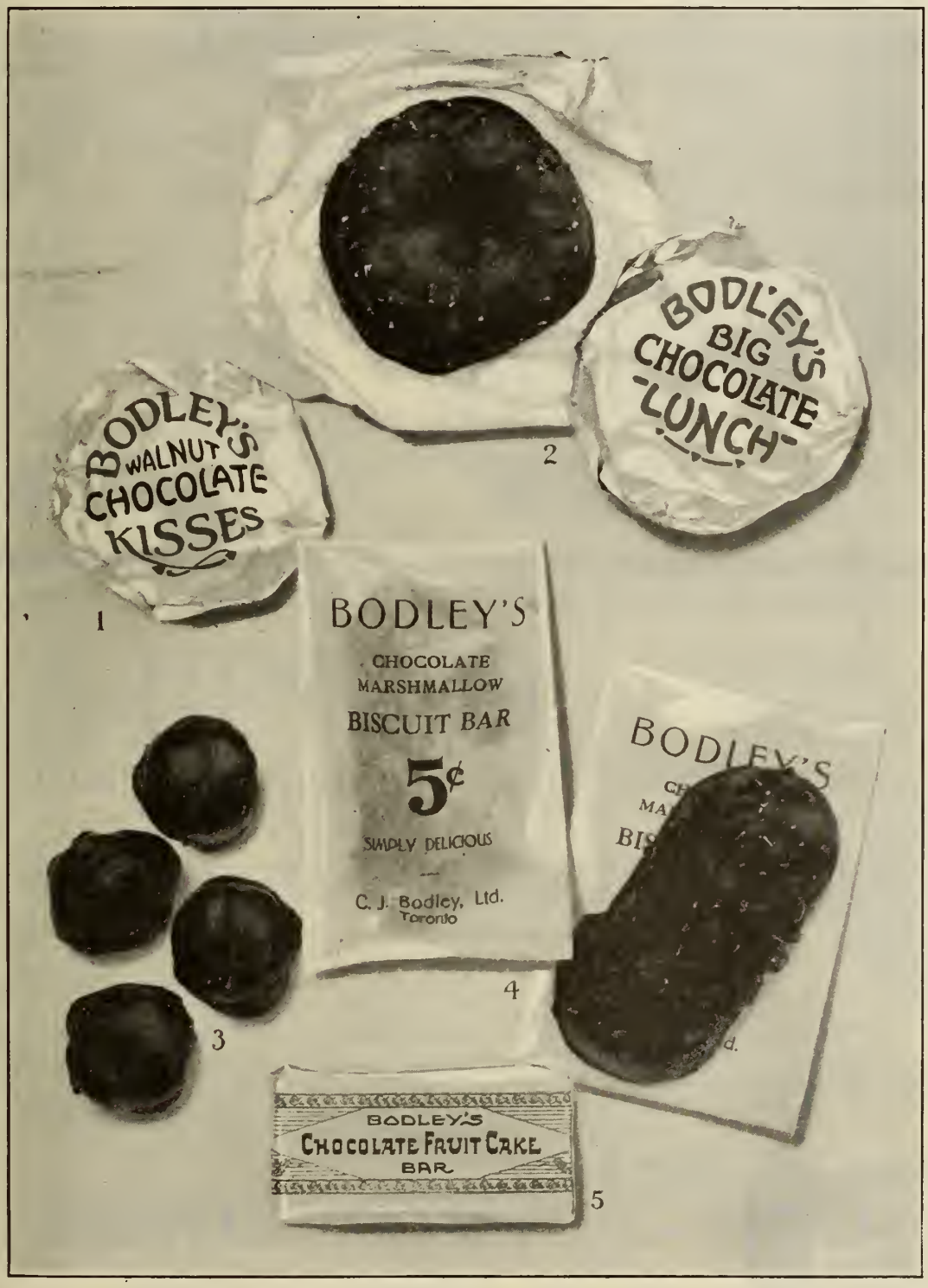
The **extra profit** for you in Macdonald's makes it well worth your while to sell it whenever possible. A Macdonald customer and a Macdonald profit are the natural outcome of a Macdonald sale.



The Tobacco with a heart

SOME "Fast Sellers"—"Sure Repeaters"

It will pay you to feature these popular favorites in your CANDY DAY DISPLAY



Bodley's Big Chocolate Lunch, Bodley's Chocolate Marshmallow Biscuit Bar, Bodley's Walnut Chocolate Kisses, etc., are real "live sellers" that keep rapidly moving out of your case once you introduce them.

You know the *Bodley reputation* for manufacturing chocolate coated products of outstanding quality — these live ones are partially responsible for winning it.

Make Candy Day an event in your store, talk Candy to every customer, keep these *Bodley Sellers* well displayed and watch them gather in the change. "Everybody loves Candy, especially if it's Bodley's."

C. J. BODLEY, LIMITED, 99 Ontario St., TORONTO

"Dominion Brand"
TOMATO SOUP

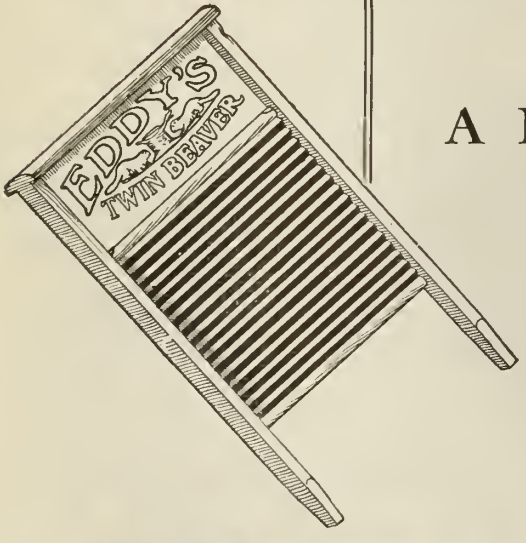
The New Soup with the New Label
All Canadian Made

A rich, thick, savoury soup packed full of goodness and appetising flavour; flavour that makes friends for life after one trial.

Stock It!
Display It!
Sell It!

DOMINION CANNERS LIMITED
HAMILTON, CANADA.

Wholesalers!
Place Fall
Orders Now.



EDDY
A Name That Guarantees Quality

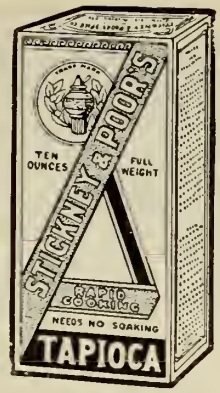
To the customer the name "Eddy" is an assurance of money's worth in Matches, Indurated Fibreware, "Onliwon" Towelling and Toilet Paper and other paper specialties.

Eddy Products are known all over the Dominion. Widespread consumer advertising reaching into every Canadian community is enhancing the Eddy demand and bringing extra sales to every Eddy dealer.

Every Eddy Product is an All-Canadian Product.

The E. B. Eddy Co., Limited
HULL, CANADA

Standard Goods
Make
Standard Stores
Order by Name
Say
Stickney & Poor's



Standards Goods of
quality are
Stickney & Poor's
Mustard
Spices and
Seasonings.

Suggest

STICKNEY & POOR'S

RAPID COOKING

TAPIOCA

to your customers for desserts. It is easily prepared and economical to serve. Use it for thickening soups and sauces. Serve boiled in water or milk, to invalids.

Always keep a good stock on hand.
Your co-operating servant,

"MUSTARDPOT."

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

Eureka Refrigeration Equipment

There is only one way to build refrigerators—the right way!

There is only one way to operate your business—the right way!

It is natural that, if you operate your business the right way, you will have the right refrigerator for it.

The Eureka Refrigerator is built the right way! It couldn't be built otherwise and give so much pure satisfaction to its multitudes of satisfied users. Therefore, the Eureka Refrigerator is the Right Refrigerator for your Business.

If you have not already installed a Eureka Refrigerator, do so at once. Until you do, you are missing an essential item of equipment and you are not equipped as you ought to be to run your business the right way.

Complete line of Eureka Grocery models ready for immediate shipment. Write for literature and prices.

Eureka Refrigerator Co., Ltd.

Head Office and Factories:
OWEN SOUND, ONTARIO

APPLES

Get our quotations before you purchase

GEORGIAN BAY FRUITS

Before you place your order for your apple requirements for winter use it will pay you to get our prices. You'll find them most reasonable and our service and delivery all you could desire.

Georgian Bay Fruits are well known for their fine quality and flavor. You can count on them to please your customers. Write us.

LEMON BROS.

Owen Sound, Ontario

Fruit, Produce & Commission Merchants

Storage and Distribution

Winnipeg

Insurance 30c

We operate the largest fleet of motor trucks in

Western Canada

Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

The City Dray Company

LIMITED

Frost and Wood Building,
Cor. Pacific and Princess Streets.

Track P. 18 **Winnipeg**

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

The Advertisers would like to know where you saw their advertisements—tell them.

DONALD H. BAIN CO.

CANADIAN BRANCHES:
Winnipeg (Head Office) Manitoba
Saskatoon—Regina Saskatchewan
Calgary—Edmonton Alberta
Vancouver British Columbia
Montreal, Quebec
Great Britain
London, England

Wholesale
Commission Merchants
Brokers
Importers and Exporters

Cable Address—All Branches
"DONBAIN"

CODES:
A.B.C., 4th and 5th Editions
Armsby 1911, Western Union and Bentleys

We have splendid warehouses, storage and trackage facilities at all jobbing points at reasonable rates. May we solicit your consignments?

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

RELIANCE

Water-Glass
Castor Oil
Glycerine
Sewing Machine Oil
Carbolic Acid (10%)
Ink, Mucilage

Order from your jobber or write us

RELIANCE INK CO., LTD., WINNIPEG

250 publications - dailies - weeklies and Farm Journals, advertise Gold Standard Tea.
The Codville Co. Ltd.

7

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Personal Marketing Service

The "House of Scott-Bathgate" offers manufacturers who are desirous of successfully placing their products in the rich Western field a personal selling organization with an 18-year-old reputation for producing big results.

We have successfully placed such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies and we can do the same for yours. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE

WINNIPEG, MAN.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
Fort William, Ont.

SELL

Thompson's Salted Peanuts

and have satisfied customers.

The original drum-shaped package, filled with the finest salted peanuts, roasted and salted to perfection.

Packed in attractive display of 40 packages each.

ORDER FROM YOUR JOBBER TO-DAY

BULK PEANUTS

Salted Peanuts in Pails, 30-lb. Cartons, Barrels, also Display Cards 36 pkgs. Each.

Try "Nifty Brand"

Whole Blanched Jumbos in 5-lb. tins with envelopes, also in bulk as above.

Packed in Canada by

A. E. Thompson

149 Notre Dame East, Winnipeg

G. B. Thompson & Co., Western Agent,
Box 2015, Winnipeg

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

Merchandise Brokers — Manufacturer Agents
WE COVER CANADA
LOGGIE, SONS & CO.
32 Front TORONTO — St. West CANADA

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

LAING AND WATERS
Manufacturers Agents & Grocery Broker
28 Wellington St. East
TORONTO
Desire correspondence with manufacturers unrepresented in this district.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

The **CROWN** *Trade-Mark*
on a bag of white beans is a guarantee of their uniform size and choice quality
Only the very finest hand-picked Canadian White Beans go into bags marked
CROWN BRAND
For your own protection insist upon having this line of known quality.
BRAND
G. T. MICKLE - Ridgetown, Ont.

C. A. MANN COMPANY
Strictly New Laid Eggs
Choice Creamery Butter
Fancy Dressed Poultry
Special Attention to Grocers' Orders.
Satisfaction Assured.
LONDON, ONTARIO
PHONE 1577

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

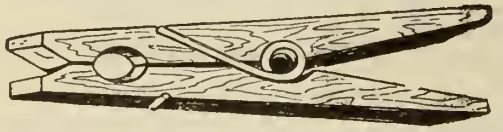
EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateur — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

When writing to advertisers kindly mention this paper

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

Be Sure You Ask Your Jobber for
Dominion Spring Clothes Pins



Manufactured by
The J. H. Hanson Co., Ltd.
MONTREAL

B. & S. H. THOMPSON & CO.
LIMITED
Head MONTREAL Office

Agents for Canada for the HOMCO Products, including Hard and Soft Soaps, Soap Chips, Salad Oils, Compound Lard, Castor Oils, Sanctuary Oil, etc.

ENQUIRIES INVITED

ASK OUR AGENTS FOR PRICES OF
PURNELL'S
The Quality PICKLES
BV FRUIT SAUCE IS OUR SPECIALITY
Purnell & Panter, Ltd., Bristol, England

OAKEY'S "WELLINGTON" KNIFE POLISH
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.
John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.
Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

Now is the Time to Buy—don't wait.
Consult these Advertising Pages.
Our Advertisers will *save* you Money—buy now.

LIBERTY BREW

A Combination of

Malt Extract and Hops

Including Patent Corks for Making
Delicious Beverages at Home

ASK YOUR WHOLESALER

Liberty Packing Co., Reg'd

140 Clarke St.

Montreal - - - Canada

Important for Country Merchants

To Know and Remember

WE HAVE OVER 40 YEARS ORGANIZATION AT YOUR SERVICE

As dealers in Produce and Staple Groceries, Teas, Sugar, Molasses, Salt, Canned Goods, etc., etc.

We buy and sell all kinds of Country Produce :

Potatoes, Onions, Apples in bulk or barrels, Hay, Straw and Feed Grain in car lots ;
Also Timothy and Clover Seed, Peas and Beans, Evaporated Apples, Honey, Maple Sugar, Butter, Eggs, etc., etc.

WE ASK SELLERS AND BUYERS TO WRITE OR WIRE INQUIRIES OR OFFERS

JOSEPH WARD & CO.,

MONTREAL

BARRELS

For Cider and Vinegar

Tight Cooperage of all Descriptions

Canada Barrels & Kegs,

LIMITED

Waterloo - - - Ont.

INTERLAKE

Toilet Papers

Interlake Toilet Papers are manufactured with the idea of satisfying the discriminating buyer. This is essential to quick turnover. You can safely order any grade, for all papers made in Interlake Mills are of first class quality.

Write for our free sample carton containing six rolls of our standard brands.

The Interlake Tissue Mills Co., Limited

Also Manufacturers of Paper Towels Napkins and other paper specialties

HEAD OFFICE
54 University Ave., Toronto, Ont.
Branch at Montreal, Que.
Mills at Merritton

THE POPULAR DEMAND for

IS APPRECIATED BY EVERY GROCER IN CANADA

There is both pleasure and profit in selling "SALADA"

PLEASURE—In knowing that every time you sell "SALADA" you satisfy a customer.

PROFIT—In the number thus satisfied **who come back for more.**

Every Nugget Broom

Guaranteed Uniform in Quality

Do you carry brooms? Then you know how widely brooms of the same brand usually vary in quality.

Nugget Brooms are the exception. Examine them closely and you will find that they are absolutely uniform in quality. A system of sorting and grading corn, recently perfected, enables us to guarantee the merchant this uniformity.

Nugget Brooms are more attractive in appearance than any brooms on the market. They are light in weight and well-balanced. The highest grade of corn is employed and so carefully selected and trimmed that no seeds nor stems are visible—right through to the very center.

The Nugget Broom is the most economical for the housewife to buy, because it gives so much longer service. It is today the best "repeater" in Canada.

Send for a sample shipment of our eight famous Keystone brands.

KEYSTONE BRAND

Stevens-Hepner Company Limited - Port Elgin, Ontario

The Perfect Wood Container

for all food products in bulk, is

"Riteshape"

No odor, no contamination, no waste—and an appearance that is ABSOLUTELY RIGHT.

The "Riteshape" is the cheapest container you can get for serving bulk foods such as butter, lard, dripping, fish, bacon, cold cooked meats, fruit, vegetables, etc. It's the **cheapest** simply because it's the best. No defective dishes. No waste of the goods. No contamination. Requires less paper and string to wrap. Is more compact and neater in appearance than any other wood or paper dish.

Write for Samples and Prices

The "Riteshape" comes in all sizes from ½ lb. to 10 lbs., packed in sealed wrappers containing an average day's supply—the whole shipment in strong wooden crates. If you want to give your customers the best service, as well as saving your own time and money you will use the "Riteshape". Why not begin **now?**

Victoria Paper & Twine Co., Limited

430 Wellington Street West, Toronto

Sole Canadian Wholesale Distributors for the Manufacturers—The Oval Wood Dish Company, New York

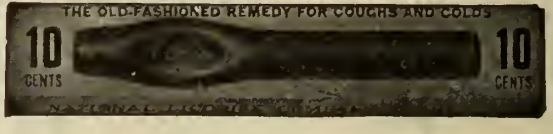
THE YEAR ROUND HEALTH DRINK.

Marsh's Grape Juice is a good Fall and Winter Seller since there are so many delightful ways it can be used as well as being a beverage of great health value. Keep it well displayed and suggest it for flavoring jellies, puddings, for making "punch" during the Social Season, etc., along with Marsh's Unfermented Wines.

AGENTS

Agents for Ontario, Quebec and Maritime Provinces:
THE MacLAREN WRIGHT, Limited,
Toronto and Montreal
Agents for British Columbia
F. G. EVANS CO., LTD., Vancouver, B.C.

Y & S
STICK LICORICE
in 10c Cartons



Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company

MONTREAL

Catalogue and Price List on Application.

GET IN LINE

Mr. Grocer for your Fall trade. If you want to turn your money over quickly and make better profits stock and display

CLARK'S
Pork and Beans

Take advantage of the steady and extensive CLARK advertising, which is backed up by high quality coupled with popular prices.

Your Customers Prefer Clark's

Made in Canada_____by Canadians

The Harry Horne Co. Limited

Makers and Distributors of Good Things to Eat

TORONTO - - - CANADA

Cup Quality's the Test

of any tea. This is where Red Rose always wins out with your customers.

There is nothing fancy about it, just solid worth—strength and flavor, carefully contained in a stout, air-tight package, and with an unapproachable reputation.

Come now! Isn't it going to be more profitable to you to push a tea your customers will always tell you is **good,** than risk **your** reputation for a few cents extra profit on some miserable tea that might have come from anywhere.

Red Rose Tea inspires confidence.

It'll be good for your business to sell it.

T. H. ESTABROOKS CO., LIMITED

St. John, N. B., Toronto, Ont., Winnipeg, Man.,
Montreal, P. Q., Calgary, Alta.

A Sugar of Peerless Quality

ROYAL ACADIA SUGAR

When you consider the uniform goodness of Royal Acadia Sugar, when you remember that "Every Grain is Pure Cane," you can readily understand the reason for its continued popularity.

Royal Acadia Sugar is put up in 2 and 5 lb. cartons, 10, 20, and 100 lb. bags, half barrels, and barrels.

Acadia Sugar Refining Co. Limited

Montreal Halifax

"Colman's" and "Keen's" are in Every Store

where mustard is sold.
Are you selling your share?

If not,
Why not?

Your customers won't take any other brand. So keep in line with the times.

Canadian Agents:

Magor, Son & Co., Ltd.

MONTREAL
191 St. Paul St. West

TORONTO
23 Scott Street

Your biggest seller in the winter months

Gosse-Millerd's PILCHARDS

Perhaps the richest canned fish — ideal for use in chilly months. In big demand for all socials and entertainments where light lunches are served. Makes wonderful sardine sandwiches. Check up your full G-M line but make sure you have plenty of these "full grown sardines."

Stock up Now--be prepared

Gosse-Millerd Limited
Vancouver, B. C.

"the full grown sardine"

Canned on the Fishing Grounds

CANADIAN GROCER

VOL. XXXV TORONTO, SEPTEMBER 30, 1921 No. 39

Sugar is Reduced 25 cents per Hundred

All Refiners Announce a Decline, the Quotation Basis Montreal Now Being $8.50—Raw Sugar Market Continues in a Rather Unsettled Condition, with Buyers Showing Little Inclination to Purchase at Price Set by Cuban Committee—Market Outlook in Other Grocery Commodities

ALL refiners announce a reduction of 25 cents per hundredweight on sugar, making the price $8.50 Montreal basis.

The raw sugar market has been in a rather unsettled condition for several weeks past. Buyers have shown little inclination to make purchases at the price set by the Cuban Sugar Committee, firmly believing that the Committee would eventually name a lower price of 2.50c. c. & f. But the committee at a meeting held in New York on Saturday last, made it quite plain that they intended to maintain their present price of 3.25c. c. & f.

Will Not Affect Sugar

The general improvement of business conditions is not expected to affect sugar, according to the review of the sugar situation throughout the world by the Federal Sugar Refining Company. The upward movement of cotton prices, it says, is due to causes which are not analogous to those in the sugar industry.

The Federal report points out that in the case of cotton natural laws were allowed to operate, so that when cotton prices declined to a point making planting unprofitable the crops were reduced and the situation automatically improved itself. In the case of sugar, distribution was arbitrarily controlled and prices were "pegged" at levels above the natural basis of supply and demand.

Great Changes In Sight

"Changes are in sight for the sugar industry before normal conditions can be restored, unless the unforeseen happens," declares the Federal Review. "It is not reasonable or safe to suppose that production will be curtailed by any power except low prices, and these prices must be so low and continue for such a period as will result, as usual, in decreased production."

The prospect of a good Cuban crop next year has thoroughly demoralized conditions, declares the Federal statement. Plantings have not been reduced. Even if the existing heavy stocks of sugar in the world markets could be completely wiped out there still remains capacity for production within nine months of 5,000,000 to 6,000,000 tons of sugar.

Brooms Show A Decline of 25 Per Cent.

An average reduction of about 25 per cent. is announced on brooms. On some of the better grades the reduction is hardly as great, but on the cheaper grades the reduction is greater. Discussing this reduction and the possibility of a further reduction, with a broom manufacturer, Canadian Grocer was informed that there was little possibility of a further reduction. Broomcorn prices appear to have hit the bottom, and at prices paid the grower today, he is not at all satisfied, and this has been reflected in the acreage during the past two years. This year there was the smallest tonnage of broomcorn there has been since broomcorn has been grown to any extent. The carry over from last year, while fairly heavy, consists mostly of poor grade stock, and even with this carry over there is not much broomcorn available for the next twelve months, as it is consumed by the factories in a normal year. The transportation charges are of course the big item to-day, along with the premium on American funds. These with the duty and other incidental charges in connection with the bringing of the broomcorn, very often means that it costs nearly as much for these items, as what it costs for the corn in the first place. Then of course wages remain high, and until there is a further readjustment worth while on these two items, little change in broom prices can be expected. Of course the matter of supply and demand must also be considered. Lately broomcorn prices have been very firm with a strong inclination to mount upward with any signs of an improved demand. With wholesale and retail stocks at a minimum, there should be a steady improvement in the demand for brooms from now on, and lately there has been noticed a very decided improvement along this line. In view of this little hope of any further reduction for some time is apparent, but on the other hand there is little occasion for anyone to buy more than normal requirements of 30 to 90 days at a time.

Raisin Deliveries Are Likely To Be Short This Year

Many wholesalers and retailers are showing signs of uneasiness in regard to their allotment of raisins. It now appears that owing to the short crop the deliveries will be small and there will not be enough to go round. Bookings by retailers have been fairly heavy, but unless something new develops in regard to the crop, they will receive only a very small portion of their order and there is a strong possibility of those other merchants who were unfortunate in not placing future orders early in the season, going shy on raisins this coming season. In view of the shortage many wholesale houses have already withdrawn from the market on the new crop.

The official crop estimate of the California Associated Raisin Company places this year's raisin production for the entire State, both inside and outside the Association, at 127,805 tons. According to this estimate the crop this year will be approximately 48,000 tons short of last season, when the total production was approximately 175,000 tons

(Continued on next page)

Fall Outlook in Groceries is Bright

General Improvement in Buying is Noted, and While Grocers Are Still Tempering Their Buying with Caution, There is a More Optimistic Feeling in the Trade—Some Opinions Expressed.

MONTREAL—In order to summarize the evidence obtainable on prospects for the Fall trade in grocery lines a Canadian Grocer representative interviewed five proprietors or managers of grocery stores in this city, and as far as possible each grocer interviewed represented a different class of trade. The general conclusion is that while the grocers are approaching the new season with caution in buying, there is a more optimistic air to the trade and unmistakable signs of more aggressiveness on the part of everyone.

Buying More Freely

The grocers, in general, have regarded the market passively for the last year or so, buying when they needed to, selling as the opportunity offered and, standing off like an uninterested party, watched the market fluctuate. It is at this point that the most noticeable change comes. The grocer seems more eager to talk market conditions, more interested in the trend of prices and more inclined to buy on a larger scale. This, of course, has been stimulated by a rising market in a number of lines. This point is illustrated in the case of a grocer, who sells at least 1,000 pounds of tea a week. The Canadian Grocer representative, when taken into this man's warehouse, was surprised to find that, although only two days of the week had passed, there were only three cases of tea in the whole place, but this grocer said: "I am just making a place for 50 cases of tea, which I have ordered and I am thinking of placing an order for more. I think it is a good buy at present, if I can get the tea I want." This is just an indication of the trend of business. While the grocer is not positive that money will be easier this fall and winter, he seems to be more hopeful and this is influencing his business dealings. This same grocer states that while last year was an improvement on the preceding year, the last six months in this business have shown a 25 per cent. increase on the same six months of 1920.

Optimism Helps Business

C. Ritz, sales manager of the Robin Hood Milling Co., in Montreal, while speaking to Canadian Grocer representative about the present business conditions, said: "Optimism helps business. It is the man who talks brightly about business, who has the heart to go after it. He inspires himself to greater activity. Besides, he conveys the spirit to those with whom he deals and so it is passed along brightening conditions everywhere and helping business in all lines. What we need now is more optimism and the effect will be quickly seen. With regard to actual conditions, as we see it, there is a marked improvement not only on account of the approaching fall season but even better business than we expected. The retailer is buying more freely and in cereals a firm and steady market is backing him up."

Summer Trade Has Been Quiet

"While the summer business this year has been quiet, we are expecting much improvement in the fall," said A. Grenier, a grocer of Quebec City, to Canadian Grocer representative, "and while the change is coming about and market prices and conditions are alike changing, the grocer must be wide awake or he will find himself swamped in the ebb-tibe of prices. He is forced to follow the trend of the market by the competition that surrounds him, and only a keen understanding of minute details of the market will save him." This last statement is emphasized by a question that was put this week to Canadian Grocer by one of its subscribers This grocer wanted to know the trend of the raisin market for the past two months, and a survey of conditions affecting the 1921 crop. He stated that in the last few weeks he has been approached with many varying prices on raisins and as far as he can see, there is very little cause for the big difference. He was prepared to buy fairly heavy, if the market was favorable, but prices quoted to him showed such fluctuations that he was bewildered. The same is true in many lines. The inter-season period shows many changes which in many cases are deceiving and a close study of conditions reveals facts that will mean money to the grocer.

The General Opinion

The general opinion of grocers is that business will show some improvement and that while market conditions are changing, the grocer will have to watch carefully the trend of prices and above all keep his stock moving. There is a decidedly improved air of optimism, and an aggressiveness that is sure to bring about more healthy conditions and more active markets.

RAISIN DELIVERIES

(Continued from page 21)

This figure represents what may be considered the maximum production, and the actual crop may fall short of the estimate by 10 per cent.

April frosts of unusual severity are chiefly responsible for the reduced yield, the crop in some sections being almost a total failure, which, unlike the seed varieties, does not produce a second crop of commercial value.

Canned Goods Are Higher Than The Closing Prices

The final opening prices on all canned goods are announced. Although these prices generally show a lower figure than the opening price of last year, nevertheless the figures, such as on canned corn, peas and tomatoes are higher than the closing prices of last season's pack. The opening price on this season's pack of corn is 60 cents per case less than last year's opening price and 80 cents less than in 1919. Tomatoes 2½s. are 40 cents per case less than last year and 60 cents less than in 1919, standard peas 35 cents per case less than last year and 50 cents less than in 1919. Peaches, 2s., are 70 cents per case less than last year and 80 cents less than in 1919. Lombard plums, 2s., are 50 cents per case less than last year and 70 cents less than in 1919. Raspberries 2s., are $3 per case less than last year and $1.80 per case less than in 1919. Strawberries, 2s., are $2 per case less than last year and $1.80 less than in 1919. Cherries 2s., are $1.60 per case less than last year and $2.30 per case less than 1919. Bartlett pears 2s., are $1.40 per case less than last year, and $1.50 per case less than in 1919.

Shortest Crop of Cranberries In Many Years

It has now developed that there will be the shortest crop of cranberries that has been known for many years. This shortage will be on the early varieties, but so far as can be learned at the present time the later varieties will be proportionately as large as last year, the shortage falling on the early blacks, and other early varieties which are estimated to be at least one-third lighter than last year.

From figures secured, it is estimated that the total yield in Cape Cod, New Jersey and Wisconsin will fall short of 400,000 barrels. This is about 40,000 barrels short of last year when the crop was 440,000 barrels, and 165,000 barrels short of 1919, when the yield in the three sections was 565,000 barrels. Heavy rains, at the time the early berries bloomed, are said to be the cause of the shortage.

October 8—Sweetest Day of the Year

New Source of Revenue for the Grocer and General Store—
Feature Candy on Candy Day and Help Create Further Demand
For a Profitable All-Year-Round Seller

GROCERS and general merchants all over Canada will find one more way of increasing their turnover by going after the confectionery business on Candy Day.

As announced briefly in last week's issue Candy Day will be held on Saturday, October 8. This day was set apart by the Chocolate, Biscuit and Confectionery Industries of Canada of whom Wm. Robertson, of Robertson Brothers is the president, Allan Ross of the Wm. Wrigley Jr. Company, is chairman of the executive, and C. J. Bodley of C. J. Bodley Limited, is the secretary.

Candy Day will be a nation-wide day for the special purpose of impressing upon the consuming public the value of Candy as a food.

The slogan "Everybody loves Candy" has been adopted and from information received the windows and doors of approximately 80,000 retail stores in Canada will be brightened up by orange and blue posters announcing the "Sweetest Day in all the Year."

Will Help Year Round Sales

In a number of the succeeding pages, Canadian Grocer gives the methods of several aggressive Canadian dealers for developing sales of Candy. Merchants will find that by talking and boosting Candy on Candy Day their sales will not only be increased on that particular day but they will give the impression to their customers that their store is a Candy Store the year round and this should assist materially in the development of Candy sales.

The Association of Chocolate, Biscuit and Confectionery Industry is an immense one. It is estimated that over 75 million dollars have been invested in Canadian plants and machinery. This represents an army of working men and women. The development of the candy industry in Canada will mean increased labor and better business for the retail dealer.

Suggestions For Boosting Sales

In developing the candy idea merchants should give their attention to a few important points:—
See that there is a type of candy to suit every taste.
Make sure that candy is shown in the window and on the counter.
Keep some chocolate bars and other 1c and 5c confections near the cash register.
A few attractively written display cards about the store keeps the attention centered on candy.
Endeavor to instil the gift spirit among customers.
Suggest candy to every mother in the store on Candy Day.
Note carefully the succeeding articles on the methods of retailers for developing candy sales.

A Line With a Good Profit

The grocery and general store trade of Canada sells an immense quantity of candy every year. This is a profitable line to feature and it is an easy matter to still further develop sales. Candy Day—"the sweetest day of all the year"—will undoubtedly help the merchants who go after this business strenuously.

Candy needs no apology. It is a food that was extensively used during the war and its future is sure and a bright one—particularly for those merchants who get behind it with their selling power and that of their clerks.

Grocers Develop Big Candy Trade

Selling Chocolates of a High Grade Quality is Now Regular Business in a Great Many Grocery Stores—Many Grocers Have Candy Departments for the Display and Sale of Candies

ONCE upon a time it was considered that candy in a grocery store was a "catch-penny trade" and little attention was paid to this line, outside of all-day suckers and similar joys of childhood. The last few years, however, merchants have been realizing that candy is a profitable line and have set aside a certain portion of the store as a regular candy department.

Then, too, the consumption of candy is steadily increasing and some seem to think that prohibition has something to do with it, claiming that the appetite for liquor is now appeased by candy. Then again, people through publicity and education are learning that candy has a certain amount of food value and are commencing to look upon candy as an article to be regularly purchased. The week-end box of candy is increasing in popularity.

Merchants who have established candy departments are reaping a rich harvest. Such a department, aside from the profit, adds greatly to the attractiveness of the store and has been known to have been a factor in bringing to the store new and regular customers for staples as well as candies.

Increasing Candy Sales.

Some of the ideas of merchants for displaying and stimulating sales of candy are indeed novel and interesting. In the candy department of the Paquet Company, Quebec City, it is the custom to open a dozen or two boxes on the counter. This plan has proved to be a big success and by so doing their sales have more than doubled. Mr. Dubuc, the manager of the store, said that it paid well to have the candy right out before the customers as they pass. "Nearly everybody eats candy, and will buy it if it is suggested," he says.

In the A. Hembling store, Edmonton, Alta., two handsome showcases are to be seen in which is displayed a vast array of candies. In one is shown boxed and fancy lines in bulk and in the other the cheaper confections. When this firm first commenced to sell candies, all the lines were displayed in one case, but after one year it was found that sales had so greatly increased that another case had to be purchased.

High-Grade Candy Sells Well.

W. S. Hunter, Hamilton, Ont., has been stocking high-class candy for several months past and he is well pleased with the success of his venture. Sales average $100 per month and with every indication for a substantial increase the coming year.

As one enters the Hunter store, the first thing that attracts the eye is the fine display of chocolates attractively arranged in a showcase. "At first we thought that possibly we couldn't get any demand for chocolates here on account of the nearness of a drug store and the fact that people usually bought them there, or in a regular candy store," remarked Mr. Hunter to a representative of Canadian Grocer. "We keep them prominently displayed at the front of the store which has had a great deal to do with the activity of their sale." Mr. Hunter further remarked that they have regular customers for candy and get quite a lot of catch trade.

The John Sloan store, Galt, Ontario, carries a full line of two high quality chocolates, and is selling them right along. "Our candy sales run between $50 to $60 on a Saturday," remarked Mr. Sloan. "At the present time we sell most of our candy on Saturdays, but we are getting a nice business through the week, and people are commencing to order them with their regular grocery orders."

Like other merchants who have made a success of selling candy, Mr. Sloan is a firm believer in display and showing and selling only the freshest goods. Counter and showcases are always kept attractively arranged and as the candy department is situated near the front entrance, it at once attracts the attention of every one entering the store.

N. B. Grocers' Sales Are Heavy.

C. H. Burrt, Fredericton, N.B., sold upwards of 3,000 pounds of high grade candies during the past year. He has a special display case in which is attractively arranged candies in bulk and in fancy packages. To the fact that candies are attractively displayed, Mr. Burrt attributes the success of his candy business.

D. W. Stenson, Sherbrooke, Que., makes a real issue of selling candies. A portion of the store near the front entrance is set aside for the candy department with specially constructed show cases and counters. Sales in this store during the past year averaged $1,000 a month.

New Companies Now Incorporated In Ontario

Dry Milk Sales, Limited, has been incorporated under the Ontario Companies Act, for the purpose of producing, buying, selling, and dealing in milk and cream, milk powder, condensed milk and all beverages, food compositions and supplies into which enter milk and cream or any of their component parts, to carry on the business of a general export and import commission. The new company is capitalized at $100,000. The head office of the company is at Woodstock, Ont.

Marsh Candy Company.

The Marsh Candy Company, Limited, has been granted a charter, and has been organized for the purpose of manufacturing confectionery, to sell the same at wholesale and retail, and to maintain and operate one or more retail stores. The head office of the new company is at Windsor, Ontario, and the directors are Benjamin H. Marsh, John G. Moncrief, John W. Reubelt, Harry Egbert Guppy, wholesale grocer, and Norman F. Wray.

Sheffield Cheese Company.

The Sheffield Cheese Co., Limited, has been incorporated for the purpose of manufacturing cheese, and to buy and sell dairy products, and to purchase or erect a cheese factory and equip and manage the same, and generally to manufacture and deal in all kinds of dairy products.

The new company is capitalized at $10,000, and the factory will be at Tamworth, Ont.

$10.00 for the Best Display of Candy

In connection with Candy Day, October 8, many grocers will be making a special effort to stimulate sales on candy. Canadian Grocer offers a prize of $10.00 for the best photograph of either a window or interior display of candy.

We will also pay the sum of $3.00 for every photograph submitted that we can use.

Photographs must not be smaller than 6 x 8 inches in size and not mounted. Each photograph must be accompanied with a letter explaining the display and information in regards to sales, etc.

Contest closes October 20. Address photos and letter to Contest Editor, CANADIAN GROCER, University Ave., Toronto, Ontario.

Canadians Still on a Candy Jag

People of This Country Are Said to be Using More Sugar Per Head Than Any Other —Reaction After the War, Prohibition and Various Other Things Advanced as Reasons for Increased Demand—Question of Price Plays Small Part in Buying of Candy

"CANADIANS are still the world's champion candy-eaters," is the statement attributed to the manager of a large chocolate manufacturing concern. "We consume more candy per capita than any other nation on earth," he added. "I should say that it would be a first rate line of business to enter if one were hesitating between several. I know two young men of nineteen and twenty, returned soldiers, who have had an amazing turnover with a little candy-kitchen they started a year ago. Everybody buys candy, whether they can afford to or not. It seems to have worked its way out of the luxury class into that of the necessity."

Three Things Accountable

"Three things are accountable—war, prohibition, and our climate," he declared. "The boys ate so much sweet stuff in France and Flanders that the habit stuck and war imposed so many restrictions on us here at home—sugar being one—that now we're making up for it with a vengeance. Then, all the boozing fraternity took to candy as to a friend in need and they sent sales and prices sky-high. I was sitting in the lobby of a big hotel recently when a porter passed me with a huge waste basket full to overflowing with empty candy boxes which he was taking to the furnace-room. I expressed surprise at so many popular lady guests.

"'Lady nothing!' he said, 'I have a load of these empties to carry down every few days. All our old lushes have gone on a sugar jag!' Then as to our climate—well, it's always been with us hasn't it? That perhaps is really reason number one why we are, as a race, so sweet. Sugar makes fuel and heaven knows we need it, along about January and February! The West eats much more sugar than the East, of course."

The busy proprietor of a popular Toronto store gave a few minutes of his time to tell about his candy sales. He had just been obliged to take on two extra girls to look after his candy counter. The two-and-a-half pound boxes sold quickest though on an occasional Saturday he sells more of the largest boxes, like the five pounders. This, he thought, was because of so much week-ending and of course the usual Sunday gift from a man to his best girl. In line with the extravagance of the age the young gallant now bestows five times as much as before the war. Possibly because he too expects to eat the candy. Formerly the young lady had to coax him to "try one" but now they run a race.

Men Eat Candy Now

Some firms are now getting out plainer boxes and making slogans such as: "Wouldn't you rather do without the ribbon and have better quality chocolates?" In a large display ad. such a firm exhibits letters from grateful customers who write something like this: "Keep up the good work! we don't miss the fuss and fixings so long as we have the high grade candy." The boxes are quite as attractive too, sealed only with paper bands.

"In our house we have candy all the time," said a man of sixty, the father of three sons and two daughters. "If we ever run out it's cause for panic almost. Sundays when the folks all come to the old home for dinner we eat sweets from after dinner till bed time, and I don't mind admitting that I'm as good as the best, at it!"

Demand Not for Taffy Now

"We used to go to the movies every Friday night and take a supply of chocolate bars at five cents apiece along," said the mother of three fast growing boys. "But these bars increased in price so I make fudge instead."

Some trouble was experienced in trying to find out why candy with walnuts in it was scarce. One dealer mumbled something about the Spanish market being behind and another said he couldn't land a walnut from anywhere except at a dollar a pound including shells and worms, so he used peanuts and filberts. Even almonds for a time were almost unobtainable.

"The old-time sticky taffy that pulled the filling out of your teeth has been given the go-by and people now buy only the very rich candy like chocolate creams," said another, adding:

"Of course caramels sell and peanut-

(Continued on page 29)

J. ALLAN ROSS

Vice President, Treasurer and Managing Director of the William Wrigley, Jr., Company, Toronto. As chairman of the executive committee of the association having the campaign in hand, Mr. Ross has been active in planning for "Candy Day" on October 8th.

200,000 Tons of Raisins Annually

Present Production of Raisins near Fresno, California, is Estimated at This Figure—90 Per Cent. of California Raisins Are Grown in Vicinity of Fresno

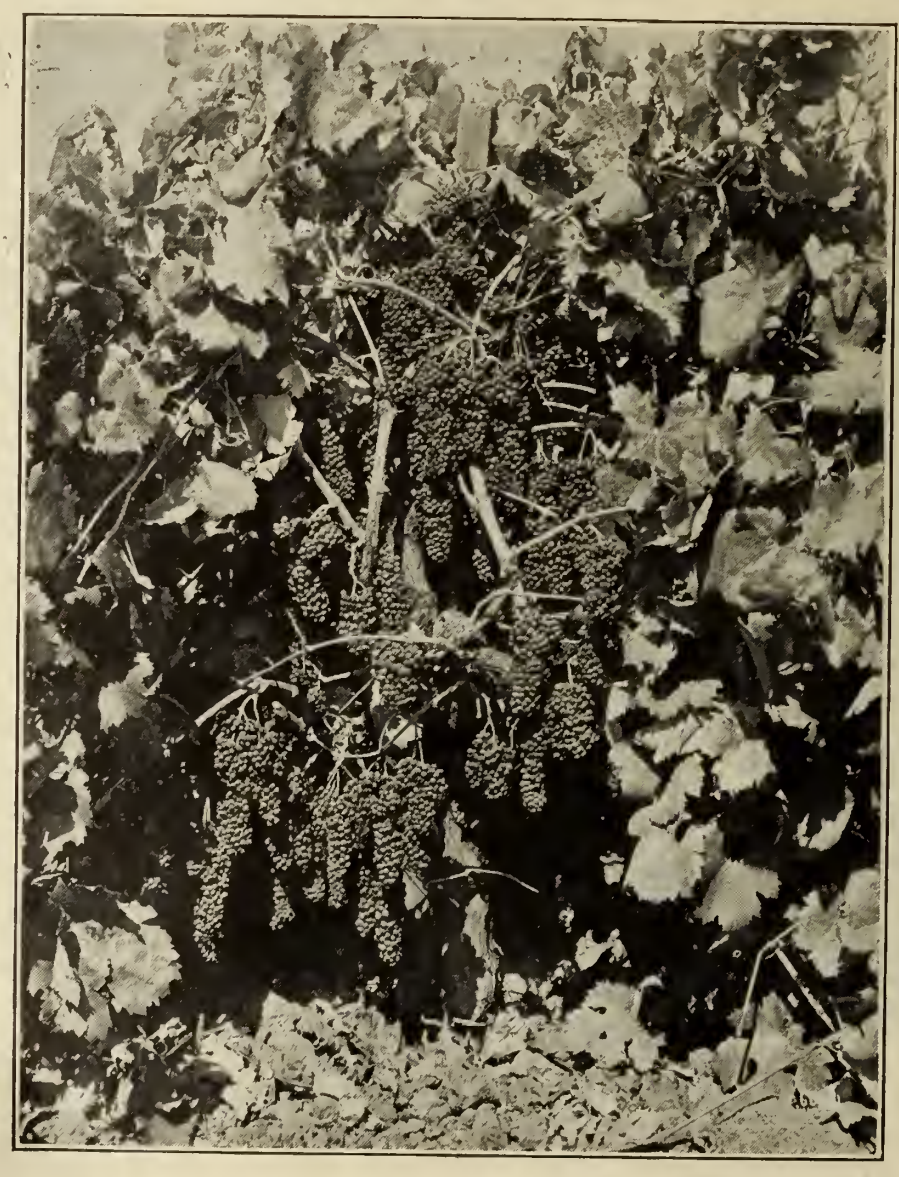
(Third Letter of Series)

Mr. Earnest Groceryman,
Back East, Canada.

Dear Earnest,—

THERE are a great many interesting things about this great big valley and the raisin district. At least they are interesting to me, and they have been ever since I came here from the east, and there was nowhere near as much fruit grown here then as there is now. Sue remarked a good many times when we first got our place that it looked like the "jumping off place," everything was so barren and dry. I guess she got pretty lonesome and homesick in those days, with nothing but hard work every day and none too much cash to buy "eats" with, to say nothing of good Sunday clothes.

What I would like to have you do is to hunt up a geography, or an atlas, that has a good map of the State of California in it, and sit down like you used to at school — only don't think you are a kid again and begin to chew up paper to throw at the teacher —just sit down and study the map a little. You will see that there are two rivers which flow into the bay at San Francisco. The one from the north is the Sacramento, and that great valley between the Coast Range Mountains on the west and the Sierras on the east, is what we rall the Sacramento Valley. Their climate up there is not quite so favorable in my opinion as ours for the production of raisins, although they do grow some around Marysville. You can find that town on the map. There is only about four per cent. of the total crop produced up there. Most of them are Thompsons and they did them in soda, soda and oil, and some of them they sulphur. When you sell Bleached, Oil Dipped, or Soda Dipped Raisins, then you know that you are probably selling the raisins that are grown in the Sacramento Valley.



Illustrating some beautiful clusters of Thompson's seedless raisins in harvest time.

A Big Valley

If you will look further down, you will see the other river which flows in a "northerly" direction, as the teacher used to say—that is the San Joaquin. This valley is some place when it comes to size and possibilities for the future. Why it is about 225 miles long and averages fifty miles wide! That means it has a total area of about 11,500 square miles, and that doesn't include the land that we commonly call the foothills, but is just the floor of the valley. Maybe you don't think this valley is level, but just listen to this. The elevation above sea level at Stockton is 23 feet, and way down at the southern end of the valley at Bakersfield it is 394 feet. That means you could drive your flivver (if you had one) all day without shifting into low. Best of all we have paved roads almost everywhere here now, so you can scatter out in style. Some different than when we used to drive the old mule team and walk back every night to find out how far we had travelled during the day.

90 Per Cent. of Raisins Grown Near Fresno

Anyway, this is the valley where most of the California raisins consumed in Canada, are grown — something like 94 per cent., I believe. Most of these are grown within sixty miles of the city of Fresno. Just because we seem to be the big toads in the puddle right now, don't think that we are going to lean on let the rest of the the shovel handle and world go by. We thought one time several years ago when we were producing something like forty thousand tons of raisins that every mother's son, and his mother, were eating all the raisins they could, but we growers got together and formed a co-operative organization and found out there were a lot of people who never heard of a raisin. Now we are raising pretty close to two hundred thousand tons, and a lot more vines being planted every year. You can see from this that a lot of people have learned to use raisin bread, raisin pie and a lot of other good things in which they put raisins.

Even with all this increase in production of raisins, to say nothing of a lot of other fruits like peaches,

(Continued on page 27)

The Question of Quantity Buying

Henry Johnson, Jr., Discusses the Point Raised by the Sussex Mercantile Co. as to Which is the Better Way to Buy a Certain Gum and a Certain Line of Gum—The Way He Reasons it Out

HENRY Johnson, Jr., whose article in Canadian Grocer each week is read with a great deal of interest by the subscribers to this newspaper, writes in regard to a letter that recently appeared in these columns from the Sussex Mercantile Co., Limited, of Sussex, N.B. The Sussex Mercantile Co., in this letter, it will be remembered, inquired which figures the most profitable in the handling of the following lines: Wrigley's Gum, the sale being ten boxes a week, bought in 100 box lots, costing 55 cents, which would last for 10 weeks, or to buy in ten box lots, costing 60 cents per box. Also Campbell's soups, sale one case each week, buying in 10 case lots at $6 per case or in one case lots at $7 per case.

Discussing this question Henry Johnson, Jr., says:

"I am sorry that he does not give the price at which he sells the Campbell's soups, because then the comparison could be much more to the point. I observe that he has the correct figure on his cost of Wrigley's chewing gum, but it is a surprise to me to find that there is a difference of a dollar a case on Campbell's soups in one case and ten case lots.

This is the way I reason it out. On Wrigley's gum. Ten boxes bought at 60 cents make a capital investment of $6. Sell for one dollar, and the sales are $10 or $4 gross earnings every week, making $208 per year, and that figures 3.462 per cent. on capital used. Now let us figure 20 per cent. for expense and loading on sales of $520, leaves net profit $104 or 1.733 per cent. on capital. That shows what can be done on 52 turnovers a year.

If he purchases 100 boxes at a time at 55 cents, he has invested $55, and his sales are $100 every ten weeks on which he makes gross earnings of $45. Figure 5 1-5 turns and his earnings are $234 or 425.4 per cent. plus. Take off the 20 per cent. on sales of $520, $104, and there is left $130. This figures 266.3 per cent. plus. This gives earnings of $26 extra for the use of $49 more capital for the year, and pays over 53 per cent. on that extra capital. That, of course, is splendid, especially on a matter like gum which occupies so little space and which, on turnovers of once every ten weeks, is not liable to any deterioration.

On Campbell's soups the figures seem to be this way. Buy one case at $7, assume a sale at 18 cents per can, and the price realized is $8.64, a difference of $1.64, multiplied by 52 turns a year yields $85.28 or 1.218 per cent. plus on capital of $7. Let us assume that the expense of handling this article is 16 2-3 per cent. including loading, on sales of $449.28, equals $74.88 and leaves $10.40 net or 148.57 per cent. on capital used.

Buy ten cases at $6 with $60 capital, sell for $86.40, with a gross earning of $26.40, multiplied by 5 1-5 turns, yields $137.28 or 228.8 per cent. on capital used. Take off the 16 2-3 per cent. on sales of $449.28, $74.88, leaves $62.40 absolute net earnings or 104 per cent. on the capital.

Apt to Have Them Six Months.

This as you will see, is a preferred example. I have always said that the high grade, thinking grocer can do most of his own figuring, but even so, this high grade man does not always appreciate how much he loses by the slow turn. It would not even be so bad if every grocer turned his stock every ten weeks. I mean in connection with the specialties like soup and gum—but he does not do that. The average grocer who buys ten or twenty cases of Campbell's soups is apt to have it for six months. But I have the impression that your correspondent knows pretty well where he is going.

Factor of Labor and Time.

There is one factor that is never taken into sufficient account, that is the factor of labor and time consumed in handling excess stocks. The man who buys a week's supply of anything can put it right on the shelves, and sell it without handling. The man who buys ten weeks' supply must only put on his shelves one-tenth of the stock, and the rest has to be brought forward from storage which has to be provided at considerable expense. It is not so much the one or two things, nor the small line of specialties, but the great big aggregate of all these things which piles up expense and robs the grocer of profits that otherwise he would have.

I am answering this now rather hurriedly, but it will make a fine article and I shall use it some time in November. Meantime I should like to hear further if this man has any more to say after you submit these figures to him."

200,000 TONS OF RAISINS

(Continued from page 26)

apricots, figs, prunes, plums, oranges, lemons, cloves, and a few others, there is room for a good bit of development yet. One man made an estimate a month or so ago that we had only about 25 per cent. of the tillable area of the valley under cultivation at the present time, so you see, my friend, selling all of the raisins we can produce here around Fresno is a pretty big job.

Source of Water for Irrigation.

I told you something about using the water of the melting snows up in the mountains for irrigation. You may think it strange, but we can stand on our side porch any day in the year, even in the summer when it is hot, and look right up the mountains and see all kinds of snow. You can imagine that these mountains must be pretty high to have snow on them all the year around. The height at the summit varies from 12,000 to 14,000 feet above sea level. During the summer this snow melts slowly and comes down to the valley, so the Sierra's are the source of eight large streams and a number of smaller ones. The water of all of these streams is used for irrigation purposes. There are plans for some large storage reservoirs at suitable places in the mountains, so the supply will be uniform all the year around, because there is more water in the early summer than we can use, and later when we need the most it sometimes gets a little short. This condition will be getting worse when we develop more of the land.

It must have been a pretty big job to plan for and make all of the big main irrigation canals. They carry a few drops of water every year. If you want to look at big figures, just study this out. The annual run-off from the eight or more streams is estimated at 11,500,000 acre feet and there is approximately 325,850 gallons of water to each acre foot. That is enough water to make your head swim, even to look at the figures.

The Mountains Help Old Sol.

Of course we have to have this water to produce the raisins and lately we are even putting down deep wells and pumping the water up from below for irrigation. Most of the power is supplied by electricity and this "juice" is generated by the water power in the mountains. So next to "Old Sol" the mountains are about the most important thing connected with the growing of raisins. Do you wonder that I am enthusiastic about the growing of raisins? Some folks say farming is a hard, backbreaking job. The trouble with most such folks is that they don't get their nose out of the plow furrow long enough to really learn the interesting things about the business.

If I don't quit writing pretty soon, I will get the writer's cramp and won't be able to hold the shovel tomorrow, so will wish you well for this time. Sue sends her best.

FRED K. HOWARD.

Fresno, California, Sept. 20.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Publish ed in Canada

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER

Vol. XXXV. TORONTO, SEPT. 30, 1921 No. 39

Is Sugar Due for a Break?

FOR SOME time past there have been rumors afloat that the Cuban Finance Committee was about to disband, and leave the market open, or there was a possibility of the Committee naming a lower price. But on Friday last the Committee came to a definite stand and stated they had no intention whatever of lowering their price of 3.25c. c. & f., which figures 4.86c. duty paid. This announcement was somewhat of a shock to buyers of sugar who have been playing a waiting game, purchasing only for immediate requirements, anticipating a lower price of, at least, 2.50c. c. & f.

Ever since the Committee came into existence last spring, the market has to some extent been under the influence of the price as set by the Committee, but uncontrolled sugars have been freely offered and at a figure generally lower than the Committee's figure. This has resulted in Cuban stocks piling up while outside sugars have been selling.

Whether the Committee will be able to maintain its price is a matter of much conjecture. The fact remains, however, that Cuba has enormous stocks of sugar to dispose of and less than five months to sell, before the new crop comes on the market.

Another factor is that the United States beet sugar crop will be ready to harvest earlier than usual and there is still 90,000 tons of last year's crop unsold. Stocks in Cuban shipping ports on September 17 had a total of 1,221,394 tons as compared with 301,127 tons the same date last year, with two central factories still operating. Unsold supplies of outside sugars at present are estimated at 65,000 tons.

There is nothing definite yet to be learned in regard to the amount of beet sugar Canada will produce this year, but the reports are very favorable. A good crop it is believed will be harvested much earlier than other years.

Canadian refiners have made a slight reduction in their quotations this week, taking into consideration the large stocks of sugar that cannot possibly be cleared off to any great extent before the new crops commence to arrive. The outlook for lower price sugar is indeed very promising.

National Candy Day

THE SETTING apart of one day in the year, to be observed as a National Candy Day, with it falling this year on October 8th, should afford grocers a splendid opportunity to stimulate sales of candy. At a time when everybody—men, women and children—is eating candy, the grocer has as good a chance as any merchant to make the sale of "sweets" a really profitable department in his store.

Many retail grocers have already added candy departments, and are well pleased with the results. Candy, of the very best varieties, is no longer confined to the confectionery store or the corner drug store. The enterprising grocer has his silent salesman near the front, and is displaying high priced box candy, so as to readily catch the eye of the customer. The story of a grocer who turned over one thousand dollars per month in candy, was told in this paper recently. Hundreds of others are doing similar things, perhaps not averaging as much each month as this particular merchant, but selling candy of first-class quality in such volume as is profitable and altogether gratifying.

This National Candy Day affords the grocers who have not already put selling effort behind candy, the chance to begin. With everybody eating candy, it is up to the grocer to get his share of the business. During the next week, advertise the fact that you have candy to please all tastes. With displays and selling talks see to it that sales in this line are more than satisfactory. The grocer will find that candy from the standpoint of profit is well worth while.

Protest New Clause

PROTESTS from traders all over the Dominion have been made against the proposed amendment to the Customs Act, making it necessary for the country of origin to be stamped, printed, or otherwise legibly shown on imported goods. The government it would seem, has been well advised in postponing the coming into operation of this clause, until January first, in view of the antagonism that has been shown towards it.

It is felt that there are a number of foodstuffs, both vegetable and animal products, for which special provision will have to be made, and particularly in regard to all bulk goods. The idea of giving the purchaser reliable information as to where his purchased goods really originated, is regarded as a good one, but it is evident that before the Customs Department can impose its will on foreign manufacturers in this respect, there will have to be devised some easy and inexpensive way of living up to the clause.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Quebec

A section of the grocery store of J. Grenier, St. John St., Quebec city has been partitioned off and rented to the Quebec Liquor Commission as a dispensary. A. Grenier who was manager of his father's grocery business is in charge of the dispensary as well as managing his own business.

F. H. Tippet, of the A. P. Tippet Co. Ltd., Montreal, has returned from a business trip to England.

Paul E. Frappier is opening a retail store at 165 St. Paul Street East, Montreal where he will specialize in the sale of teas and coffees.

Ontario

W. B. Stallan has commenced business at 784 Gerrard Street East, Toronto.

Wm. Andrew has opened up a store at 1485 Danforth Avenue, Toronto.

W. J. Tuttle has commenced business with a store at 225 Division Street, Kingston, Ontario.

J. R. Boyce has commenced business at 344 Brock Street, Kingston, Ontario.

J. A. Miller has commenced business Division and Clergy Streets, Kingston, Ontario.

The annual meeting of the Canada Bread Company, Toronto, was held last week. The Board of Directors was re-elected without change. The president and General Manager Mark Bredin was in the chair. The business transacted was largely of a routine nature.

Norman Woods has taken over the grocery business of E. Ross, at Orillia, Ont.

V. S. Mathers, has opened a new grocery store in Tilbury, Ont.

O. W. Richard, 119 Main Street, Galt Ont., has taken over the business of G. Detwiler, at the aforementioned address.

Thos. N. Dwan, Toronto, has been appointed sales manager of Bruce's Limited, chocolate manufacturers, Toronto.

NOW MANAGER OF THE SALADA TEA CO. AT MONTREAL

Harold H. Cluse, who has been in charge of advertising and general sales promotion at the Toronto office of the Salada Tea Co., of Canada, has been appointed Montreal manager of the company. Mr. Cluse joined the company eight years ago.

J. S. Black is now in charge of advertising at the Toronto office.

Will Patronize The Pure Food Show Exhibitors

Ottawa, Ont., September 27—Wholesalers who take time and trouble and go to considerable expense to make the Ottawa Pure Food Show the success it is, are to be patronized and advertised by the retail grocers of the city.

It was proposed at the meeting of the association held on September 22nd, that handsome cards bearing the names of the exhibitors should be prominently displayed in the stores of members of the association.

Early as it may appear, plans were discussed for the Pure Food Show of 1922 and quite a number of suggestions will be thought out from the ideas mentioned.

The association spirit is growing. This is shown by the desire of the grocers to be present at Rockland on October 5th, when an evening's entertainment is being arranged. Members are also asked to be on hand to give the new association just being started at Kinburn, Ont., evidence of a spirit of brotherhood.

Must Have License To Solicit Orders From Door To Door

" I understand there is a firm operating in Ontario who do not solicit orders from dealers, but send out men through every city, town and village, going from house to house soliciting orders for brooms and brushes," writes a subscriber to Canadian Grocer. I believe in most towns there is a bylaw providing that a peddler's license must be secured by people soliciting business from house to house, but I question whether this license is being taken out by the representatives of this concern. I think that it would at least be well to have this matter called to the attention of dealers throughout the country in order that they might be on the lookout for these canvassers and at least see that they are being made to take out a license.

S. H. C.

Editor's Note—There is an Act in force throughout the Province of Ontario, called the Transient Traders' Act. The Act provides that a person or agent who goes from place to place or to other men's houses to take orders for any article whatsoever which is to be delivered afterwards, shall come under the category of a transient trader and shall be assessed as such by the Municipality. This Act is a provincial measure and everyone peddling or soliciting orders from door to door, must take out a Transient Traders' license, the cost of which is decided by the municipality in which he is operating.

CANADIANS STILL ON A CANDY JAG

(Continued from page 25)

brittle too but the bulk of my sales are the heavy rich bon-bons filled with creams, jellies, ginger, nougat, and marshmallow. Burnt almonds in chocolate, when I can get them, are always popular. How about the teeth and complexions? Well now I don't seem to hear of any trouble that way. A good many dentists now tell us that the old bogey of sugar destroying one's teeth is all bunk and as for complexions—how is a mere man to judge, especially when the dear femmes insist on coating their faces with rouge and powder!

Among Six Best Sellers

"The male candy consumers look all right. Nature tells the average person when it's time to quit—you get a filled-up, satisfied feeling—and if you go beyond that I daresay liver trouble might ensue. But it seems to me that that's borrowing trouble. The human system requires a goodly amount of sugar and starches and I think we Canadians at any rate will always find candy, and confectionery generally, among our six best sellers, no matter how high the price."

New Goods

A new hand cleanser "Silko" is being put on the market by the Silko Products Company of Hamilton, Ont.

Silko is made of tiny granules which it is claimed, quickly and easily cleanse the hands of oil, grease, and dirt, leaving them soft and "silky." The manufacturers state it does not deteriorate if left exposed. It is put up in a container and retails at 10c a package.

NEWS FROM WESTERN CANADA

Norwood A. Leach, general manager of the Western Salt Company, Limited, Courtright, Ontario, is on a business trip to the West and while in Winnipeg spent a few days with the Western representative, Teese and Persse, Ltd.

G. M. Duck, manager of the Canadian Salt Company, Limited, Windsor, Ont., was a visitor to Winnipeg last week and called on their Western representatives, H. P. Pennock and Co., Ltd.

J. A. Banfield, Dominion president of the Retail Merchants' Association, has returned to Winnipeg, after a business trip to the Coast. He stated on his return that business conditions in the West have improved to a very great extent.

Thomas B. Greening of Toronto, of the Pure Gold Manufacturing Company, also president of the Thomas B. Greening and Company, is on a business trip to the West in the interests of the Winnipeg office. Mr. Greening is one of the pioneer visitors to the West in the early days and relates some interesting and amusing stories.

Congratulations are being extended to Geoffrey Ernest MacDonald of Teese & Persse Ltd., and only son of Mr. Justice Macdonald, upon his marriage to Miss Rhoda Kathleen, daughter of John B. Persse, president of Teese & Persse, wholesale grocery brokers of Winnipeg. The ceremony was solemnized Thursday, September 22nd, in Holy Trinity church Winnipeg, by His Grace Archbishop Matheson assisted by Rev. J. W. Southam. Later the bridal party and guests retired to the family residence where a reception was held, after which Mr. and Mrs. MacDonald left by way of the Great Northern Flier for Minneapolis and Chicago where they will enjoy their honeymoon.

Duncan Merchants Develop Strong Community Spirit

Duncan B. C., Sept. 26—The retail merchants of Duncan have an annual feature that has created goodwill among the residents of the town and the surrounding Consolidated School District. Each mid-summer, when the children from the district are sitting for their examinations at the Consolidated School, which is situated in Duncan, the Retail Merchants' Association, which comprises almost all the retail merchants in this prosperous little town, serves a splendid hot dinner free to all the candidates, each day of the "exams". A tastily prepared menu card is provided, on the front and back of which appear respectively, the picture of the Consolidated School out of which the children are trying to graduate, and the High School into which they hope to pass. On the inside, opposite the menu appear the names of the officers and members of the Duncan branch, R. M. A. of Canada, and also this wish "That you pass a creditable examination and become a successful student in the Duncan High School."

It is unnecessary to state that the parents and the pupils both appreciate the thoughtfulness and generosity of their merchants, and this, among other things must be responsible for the strong community spirit evidenced in this town. Mr. Dwyer, past president of the Retail Merchants' Association branch at Duncan, is also chairman of the Duncan Consolidated School Board and the merchants all take a great pride and interest in the school, proving here as elsewhere that the merchants are the backbone of any community.

New Postage Rates in Effect On October 1

Ottawa, September 27—On October 1st, the rate of postage on letters to Great Britain and all other places within the Empire will be 4c for the first ounce, and 3c for each additional ounce, an increase of 1c an ounce in each case. The new rate on post cards to countries other than Canada, Great Britain, and all other places within the Empire, United States, and Mexico, will be 6c each, the present rate being 2c each. The new rate on printed matter other than Canada, United States and Mexico will be 2c for 2 ounces, the present rate being 1c for 2 ounces.

On and after the 1st of October, 1921, parcels posted in Canada, for delivery within Canada, which conform to Parcel Post regulations, may be accepted for insurance up to $100 against loss, rifling or damage while in the custody of the Canadian Postal Service.

The scale of insurance fees will be as follows:

3 cents for insurance not exceeding $5.

6c for insurance exceeding $5 and not exceeding $25.

12 cents for insurance exceeding $25 and not exceeding $50.

30 cents for insurance exceeding $50 and not exceeding $100.

The insurance fee is to be paid by means of postage stamps affixed to the parcel by the sender.

Parcels for insurance should not be dropped into a box or receiver but should be handed in at the Post Office or to a carrier. A receipt will be given the sender, which must be produced in case of a claim being made.

Registration of Parcel Post will be discontinued on October 1st, the system of insurance taking its place.

Former Manager of Loblaw Stores Home from England

Fred E. Robson, formerly manager of the Loblaw Stores, Toronto,—now Dominion Stores Ltd.,—who has been in the old country on a business and pleasure trip is home. Mr. Robson spent about a year in England. He states that conditions there are gradually becoming more stabilized, particularly since the big coal strike was settled. While there he associated himself in a business way with a number of interests and he will likely return again in the near future.

When leaving Canada last year he took his motor car with him and during the twelve months absence saw England by motor, traveling some 8000 miles. One of his experiences included a hold-up of his party by police officials who were interested in preventing Sinn Fein raids in this particular district. He was naturally able to satisfy them in this connection.

Returning to England from France on one occasion he decided to travel via aeroplane. Engine trouble over Boulogne necessitated a premature landing. Again as the ship neared the English coast, overheating of the engine required expert manipulation on the part of the chauffeur to reach land in safety.

Mr. Robson does not think retail prices in Old Country grocery stores have come down to replacement values to same extent as here, this being due to the independent character of the British merchant or a legacy of the war. Shortage of building during the war has tended to prevent new retailers getting into business. In his opinion too, the co-operative stores are not doing any more than holding their own, but that chain stores are developing and "Cash and Carry" are starting.

GROCER IS PRESIDENT OF THE PRINCE RUPERT EXHIBITION

Mr. Munro, manager of Munro Bros., grocers, Prince Rupert, is president of the Prince Rupert Exhibition Association. At the fair held in that Northern City on September 13, 14, 15 he was instrumental in having the aviators, Prest and Bach, who were in the city en route via the air, to Siberia, give a flying exhibition at the fair. It is interesting to note, that up to this time many residents had never seen a "plane" except in the "pictures" and the sight was much appreciated.

W. G. Patrick, of W. G. Patrick & Co., Toronto, returned on Tuesday from a three weeks vacation trip to Atlantic City.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centers.

QUEBEC MARKETS

MONTREAL, Sept. 28.—The feature of the grocery market is the decline of twenty-five cents a hundred on sugar, an adjustment following the trend of the raw market. Another feature is the announcement of new prices on canned goods which in general show an advance in canned vegetables and fruits and some lower prices on jams. The vegetable market shows little change apart from a higher price on tomatoes. The supply of vegetables is good with lower prices for cabbage, celery and potatoes. Apples are easier in price and are expected to go lower. Lemons are on the upward trend again and a shortage appears to be ahead, for a short time at least. Oranges are strong in price. Canadian peaches, pears and plums are almost finished. Spices are steady with a good demand. Rice shows another advance and teas are also stronger with improved buying. The coffee market is in a like position. There is no change in molasses or corn syrups. Another advance is announced in cotton twine.

COFFEE SHOWS MORE STRENGTH

Montreal.

COFFEE—The coffee market shows more strength and, like tea, an improved demand accompanies the strength. While there is no change in price the trend is towards an advance. Primary markets show a higher price.

NEW PRICES ON CANNED GOODS

Montreal.

CANNED GOODS—More prices are announced on the new pack of both vegetables and fruits. These in most cases show an advance, which in some instances is hard to account for. Gallon tomatoes show quite an advance to a price of $6.25 and tomato catchup is also up 10c. Some brands of sliced beets, cabbage, sliced carrots and baby carrots all show an advance, although in some cases only slight. Turnips are up 50c. doz. Fruits also show an advance. Gallon black currants are up from $16.00 to $18.50 and apricots in 4 lb. tins are advanced to 89c. Gazelle cherries are up 10c., and Niagara pineapple in 20 oz. tins are up to $4.20 per doz. Lombard plums are also higher but Keiffer pears, light syrup, strawberry, raspberry and black currant jams in 16 oz. are lower price.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips		4 25
Asparagus, imported (2½s)		6 00
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 40	1 45
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.		1 50
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 35
Do., 2½s	1 75	1 80
Do., gallons		6 25
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, standard	1 80	1 90
Do., early June		2 00
Do., extra fine, 2s		3 00
Do. Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS

Apricots, 2½-lb. tins		4 50
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.		5 25
Currants black, 2s, doz.	4 00	4 05
Do., gals. doz.		18 50
Cherries, red, pitted, heavy syrup, doz., 1-lb.		3 20
Do., 2½-lb.		5 00
Do., 2-lb.		4 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
California Peaches—		
1s		2 90
2s		3 40
2½s		4 60
Peaches, heavy syrup—		
2-lb.		3 90
1-lb.		2 97½
Pears, 1s, Keiffer		2 45
Do., 2-lb.		4 00
Greengage Plums, heavy syrup	2 65	2 75
Lombard plums, heavy syrup, 2-lb.		2 40
JAMS—		
Strawberry, 16-oz.		3 75
Raspberry, 16-oz.		3 75
Black currant, 16-oz.		3 20
Orange marmalade		4 65

CEREAL PRICES STEADY

Montreal.

CEREALS—There is no change in the cereal market. Prices are steady with a good demand and indications of a firm market ahead.

Oatmeal, gran. fine standard	4 00
Rolled Oats, 90 lbs.	3 60
Pearl Hominy	3 25
Cornmeal, Gold Dust Brand	3 25
Graham Flour, 98 lbs.	7.65
New Buckwheat Flour	6 75
Pot Barley	5 25
Pearl Barley	5 25
Beans, Ont.	3.50
Do., Can.	3 30
Lima Beans	0 10
White Beans	0 07
Green peas, dried	0 03 — 0 05¾
Flaxseed	0 06
Ground Oil Cake, per bag	3 00
Split peas, per bag	0 65

MORE ATTENTION TO RAISINS

Montreal.

DRIED FRUIT—In the dried fruit market raisins are commanding more attention and the question of the new price is uppermost. The indications are that the market in general will be higher, particularly on Thompsons. It is almost assured that the initial price quoted on the 1921 crop will be higher than present quotations. There is no change in other lines and the whole market shows activity.

Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		
Peaches (fancy)		0 28
Do., choice, lb.		0 25
Pears (choice)		0 22
Do. fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)—		
Valencias	0 20	0 21
Muscatels, 2 Crown		0 22½
Do., 3 Crown	0 20	0 21
Do., 4 Crown		0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy Seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 oz.		0 27½
California Seedless, in bulk	0 18½	0 19
Cluster, 20 1 lb. pack.		6 75
Currants loose	0 12	0 15
Dates, Excelsior (36 10s), pkg.		5 50
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do. 2¼'s, lb.		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), 22-lb. boxes, each		0 11
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 25
30-40s		0 19
40-50s		0 17
50-60s		0 13½
60-70s		0 12
70-80s		0 10½
80-90s		0 09½
90-100s		0 09

WALNUTS AND ALMONDS STRONG

Montreal.

NUTS—The nut market stands firm with a good demand, particularly for walnuts and almonds. Of these the stocks are low and no shipments are expected until November. Filberts have been slightly strengthened and some wholesalers have advanced their prices, but only to the extent which will bring their prices more in line with the general trend of the market. The nut market is active and firm throughout.

Chestnuts (Italian)		0 18
Do., shelled		0 54
Almonds, Tarragona, per lb.	0 22	0 24
Valencia shelled almonds		0 44
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 33	0 36
Filberts (Sicily), per lb.		0 16
Brazil nuts (new)		0 18

Do., Barcelona		0 15½
Peanuts, Jumbo		0 19
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java, No. 1		0 11½
Do., salted red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy wholes, per lb.		0 38
Fancy splits, per lb.		0 35
Pecans, shelled	1 00	1 50
Walnuts Grenoble, in shell		0 29
Walnuts, Marbot	0 26	0 28
Do. new Naples		0 26
Do., shelled, Manchurian		0 75
Do., Chilean, bags, per lb.		0 40
Do., Spanish, shelled		0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

HIGHER PRICES FOR RICE

Montreal.

RICE—The rice market is in an exceedingly strong position. Further advances are announced this week and as stocks have been low there is a big demand. Carolina fancy is now up to 9c. and Honduras is up a quarter cent to 6c. Teas and Siam rice are also advanced.

Carolina, extra fancy	0 09
Do., fancy)	0 06
Honduras, fancy	0 06
Rangoon CC, per cwt.	5 75
Do., B., per cwt.	5 75
Texas rice	0 05½
Siam	0 06
Tapioca, per lb. (seed)	0 08
Do., (pearl)	0 08
Do., (flake)	0 08
Honduras	0 07
Siam	0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

LITTLE CHANGE IN PACKAGE GOODS

Montreal.

PACKAGE GOODS—There is practically no change in package goods, apart from a few minor changes. Berger's Rice Starch is now quoted at 15c. per lb. for the 1 lb. packages and 15½c. for the 4 lb. packages which are packed 56 to the case. Package rices are advanced in price. The market generally is steady with improved buying.

Breakfast food, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78*
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case	3 40	3 75
Cornmeal, yellow, 24s		2 85
Do., 36s		4 16
Oat Flakes 20s		4 80
Do., 18s		2 00
Do., aluminum. pkg.		6 10
Oatmeal, fine cut, 20 pkgs.		6 75
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		3 25
Hominy, pearl or gran., 2 doz.		3 00
Health Bran (20 pkgs.), case		3 50
Pancake flour, case		3 60
Do., self-raising, doz.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s, case		6 50
Self-rising flour (3-lb. pkg.), doz.		2 65
Do., (6-lb. pkg.), doz.		5 20
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 09½
Corn starch, 1 lb. pkge.		0 08
Potato flour		0 12½
Starch (laundry)		
Flour, tapioca	0 15	0 16
Shredded Krumbles, 36s		4 35
Shredded Wheat		4 95
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¾
Celluloid starch, 45 pkgs., case		4 00
Package cornmeal		3 00
Malt Breakfast Food (36 pkgs.)		9 50
Quaker Two-Minute Oat Food		1 80
Macaroni		2 25
Quaker Quakies		3 40

MORE STRENGTH FOR TEAS

Montreal.

TEAS—The tea market shows further strength with a decided improvement in buying. Orange Pekoes are advanced two cents and the whole market is on a firm basis.

Ceylon and Indians—		
Pekoes	0 23	0 27
Broken Pekoes	0 32	0 42
Broken orange Pekoes	0 51	0 57
Javas—		
Broken Orange Pekoes	0 49	0 58
Broken Pekoes	0 35	0 43
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
JAPAN TEAS (new crop)		0 77

Above retail prices range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 35	0 40
Orange Pekoes	0 37	0 45
Broken Orange Pekoes	0 37	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

MOLASSES TRADE STEADY

Montreal.

MOLASSES—There is no change in either molasses or corn syrups. The prices are firm with a good demand which shows improvement with the opening of the fall trade.

Barbadoes Molasses—	Price for Island of	Montreal
Puncheons		0 73
Barrels		0 76
alf barrels		0 78
Puncheons, outside city		0 71
Fancy Molasses (in tins)—		
16-oz. tins, 2 doz. case, per doz.		2 40
Barrels, about 700 lbs.		0 05½
Half barrels, about 350 lbs.		0 05¾
Quarter barrels, about 175 lbs.		0 06¼
2 gals., 25-lb. pails, each		2 00
3 gals., 38½-lb. pails, each		2 85
5 gal. 5-lb. pails, each		4 50
5-lb. tins, per case		4 70
10-lb. tins, per case		4 40
5-lb. tins, 1 doz. in case, case		5 30
10-lb. tins, ½ doz. in case, case		5 00

GOOD SPICE MARKET

Montreal.

SPICES—The spice market is enjoying a good trade with a steady market and a good movement is the result of the season for canning and pickling. There is no change in prices.

Allspice	0 18	0 20
Cassia, pure	0 27	0 30
Cocoanut, 20 lb. pails, per lb.		0 46
Do., sweetened, lb.		0 36
Chicory (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 35
Pure, ground		0 35
Cream of tartar (French pure)	0 65	0 70
Do. American high test	0 75	0 80
Whole cloves		0 45
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 40
Do. 80, lb.		0 38
Do., 100, lb.		0 35
Do., ground, 1-lb. tins		0 45
Pepper, black		0 25
Do., white		0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do. package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

HIGHER PRICES FOR TOMATOES

Montreal.

VEGETABLES—The frosts of the past week have depleted the supply of tomatoes on the market and prices have advanced. The smaller sizes are selling at 60c. per box and the better grades run as high as $1.50 per box. Cauliflower is plentiful at $1.00 per doz and some lettuce is still offered. Celery is in abundance and prices have an easy trend. There is no change in the potato market and prices continue with a little weakness. Turnips, carrots and pumpkins are now listed at varying prices.

New cabbage, local, doz.	0 60	0 75
Corn, per doz.	0 20	0 30
Carrots, new, per bunch		0 35
Celery, per doz. bunches		0 75
Montreal cucumbers, per doz.		0 50
Horseradish lb.		0 60
Leeks, doz.		4 00
Mint		0 60
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green ,doz.		0 50
New potatoes, Mont. (90-lb. bag)	140 1 65	2 00
Potatoes, 80 lb.		2 50
Do., sweet, hamper		5 50
Spanish onions, per case		5 00
Turnips, per bag	0 75	1 00
Tomatoes, Mont., per box	0 50	1 00
Red onions, per cwt.	2 00	2 75
Texas Onions, per crate		3 50
Yellow onions, per cwt.		2 50

SUGAR PRICES LOWER

Montreal.

SUGAR—Sugar has been reduced early this week to a basis of $8.50 per hundred. All the refiners have accepted this new basis which is simply an adjustment of prices on refined to conform with a lower market for raw sugar.

Granulated sugar, per cwt.	8 50
Do., barrels	8 55
Granulated, gunnies, 20-5	8 90
Do., cases, 20-5 lb. cartons	9 10
Do., gunnies, 10-10	9 00
Do., cases, 50-2-lb. cartons	9 25
Yellow, light, per cwt.	8 10

HIGHER PRICES FOR LEMONS

Montreal.

FRUIT—Apples have an easier trend with reports of a better production than was expected. Fameuse apples are offered at from $6.00 to $7.00 per barrel and wealthies are also easier on account of more competition on the local market. Some dealers are asking $9.00 for No. 1, but easier prices are expected since the apples are just beginning to move in this Province. Canadian peaches and pears are finished but good supplies of grapes are on the market. Another crisis in lemons seems to be facing this city with practically none on hand and none in transit. The price is now up to $7.00 a case. Keiffer pears are offered at $2.75 per hamper.

APPLES—

Wealthy, per barrel	1 50	7 00
Hampers, per bushel		2 00
Fameuse	6 00	9 00
Calverts	4 00	00
Boxes, 175s, 216s		4 50
Bananas (as to grade), bunch	7 00	8 00
Cantaloupes, 36-54s		7 00
Lemons, 300-360s	50	7 00
Cal. Naval oranges, 12-15s		7 75
Do., 176-200-216-250s		7 75
Do., Blood Oranges, half boxes		3 75
Tangerines		4 25
California plums	3 75	4 00
Malaga grapes, per crate		4 00
Tokay grapes, per crate		4 00
Montreal melons, per crate		1 00
Blue and green grapes, per bas.	0 40	0 50
Keiffer Pears, bush. hampers		3 25

HONEY PRICES LOW

Montreal.

HONEY—There is no change in the quotations on honey. The market is steady with a good supply and prices are lower than they were one year ago.

ANOTHER ADVANCE IN TWINE

Montreal.

TWINE—Another advance, following one of last week, is announced on cotton twine. The price for four ply-balls is now 42c. and three ply 39c. In cones four ply is 40c, and three ply 38c. The advance is an adjustment after the higher prices forced as a result of the higher values of cotton.

TORONTO MARKETS

TORONTO, Sept. 28.—The principal topic for discussion among the trade continues to be about the raisin situation. The short crop is causing some anxiety as it is feared that the shipments will be so small that not enough will be received to go around. New crop currants are offered at prices that are several cents per pound below the present prices on spot. New Ontaio beans are scarce. New prices are out on canned vegetables and fruits. Uncertainty prevails in the honey market. Teas continue with a strong tone, with a likelihood for further advances. Refined sugar is lower, with the raw market still in a weak condition. Nuts are still strong with little prospects for lower prices this year. Potatoes are easier under lower prices.

NEW BEANS SCARCE

Toronto.

BEANS—There appears to be a scarcity at the moment of new Ontario beans. Nothing definite as yet has been announced in regard to this year's crop but little supplies have been offered. Some dealers are of the opinion that the price will be lower than present quotations which range from $3.90 to $4.20 on Ontario hand picked.

Ontario hand picked, per bus.	3 90	4 20
Cal. Limas, per lb.	0 09	0 09½

OPENING PRICES ON CANNED GOODS

Toronto.

CANNED GOODS —The complete opening prices on canned vegetables and fruits are announced. These prices generally show reductions as compared with last year's opening prices but on canned vegetables the prices are somewhat higher than those quoted by wholesalers a few weeks ago for the balance of last season's pack. It will be remembered that prices on last year's pack dropped considerably below the opening price of last year. In view of the short pack this year and the fact that the carry over is very small, a repetition of the conditions that existed in the market during the early part of this year can hardly be expected. At the moment the market is firm with packers prices on peas 5c to 7½c per doz. higher than the opening prices. Skipper sardines are quoted at $15.00 per case. Wallace Kippered Herrings and Herrings in Tomatoe sauce are reduced to $6.75 per case. Clarks pork and beans are reduced as follows; Individual 90c per doz., 1s., $1.20 per doz., 1½s., $1.60 per doz., 2s., $1.70 per doz. and 3s., $2.45 per doz.

Sockeye 1s, doz.	5 35	5 60
Do., ½s, doz.		3 00
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 90
Pinks, 1s doz.		1 45
Lobsters, ½-lb., doz.	3 90	3 75
Do., ¼-lb. tins	1 95	2 40
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	
Canned Vegetables —		
Tomatoes, 2½s, doz.		1 75
Peas, standard, doz.		1 75
Do., Early June	2 00	2 15
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 10
Asparagus tips, doz.		5 50
Do., butts, doz.		6 60
Canadian corn		1 40
Pumpkins, 2½s, doz.	1 45	1 50
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
Apples, gal., doz.		5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.		3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do. Green Gage	3 25	3 40
Cherries, pitted H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Strawberry, 4s, each	0 90	0 95
Do., 16-oz., per doz.	3 75	4 60
Raspberry, 4s, each	0 90	0 94
Do., 16-oz., doz.	3 75	4 60

MARROWFAT PEAS IN SHORT SUPPLY

Toronto.

CEREALS—There is a pronounced scarcity of marrowfat green peas, with a strong tendency for higher levels. Wholesalers who have any to offer are firmly maintaining a price of 9c per lb. as compared with 7c a month or two ago. Quotations on other cereals remain unchanged.

Barley, pearl, 98s	5 40
Buckwheat flour, 98s	6 00
Barley, pot, 98s	4 40
Barley Flour, 98s	6 25
Cornmeal, golden, 98s	2 75
Oatmeal, 98s	4 50
Corn flour, 98s	3 75
Rye flour	9 85 6 00
Rolled oats, 90s	3 50
Rolled wheat, 100 lb. bbls.	7 00
Cracked wheat, bag	5 00
Breakfast food, No. 1	6 00
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 50
Flaxseed, 98s	7 00
Peas, split, 98s	0 07
Marrowfat green peas	0 09
Graham flour, 98s	4 75
Whole wheat flour	4 95
Wheat kernels, 8s	6 25
Farina, 98s	6 35
4½ lb. orange, 3 lb. citron caps, per lb.	0 35
Drained Peel, mixed, cut ready for use, in No. 1's cartons, 3 3 dozen per case, per dozen.	4 50
Currants—	
Greek, Filiatras, cases	0 17
Do., Amalias	0 17
Do., Patras	0 17
Do., Vostizza	0 23½
Excelsior, pkgs. 3 doz. in case	5 50
Dromedary 3 doz. to case	7 50
Fard, per box ap. 12 lbs.	3 25
Hallowee dates, per lb.	0 11
Figs—	
Smyrna layers, 4 Crn., lb.	0 30 0 32
Do., layers, 6 crn., lb.	0 36 0 38
Natural pulled, in bags	0 10½
Prunes—	
30-40s, 25s	0 19
40-50s, 25s	0 16½
50-60s, 25s	0 14
60-70s, 25s	0 13
70-80s, 25s	0 11¾
80-90s, 25s	0 10¾
Raisins"	
California, bleached, lb.	0 27½
Seedless, 15-oz. packets	0 27 0 29
Seeded, 15-oz. packets	0 23
Crn., muscatels, No. 1, 25s	0 19½
Turkish Sultanas pkgs.	0 27
Thompsons, seedless	0 28½
Valencia	0 23
Evaporated apples	0 14 0 15

TEAS HOLD STRONG POSITION

Toronto.

TEAS—Short crops and higher prices have resulted in a more active demand and importers report that during the past couple of weeks retailers have been taking more interest in the tea market and instead of buying on the hand to mouth basis they are more inclined to place heavier orders. This has been somewhat strengthened by the advances registered last week. The fact that spot supplies during the past several months have been below normal, will have a tendency to somewhat further advance quotations to the retail trade as importers claim present prices are still out of line with primary markets. A recent advice from the London market says: "The outstanding feature of the London market, which maintains its position as a controlling factor in the world's tea trade is the continuing firmness in common leaf grades at higher level of values. The quality of the new crop assortments offered at recent auctions has been found very attractive in contrast to the character of the tea that was brought forward in former years. As compared with about two months ago the appreciation in the value of common Indian tea amounts to fully 2d. per pound. The tendency of Ceylon's in London has been strengthened by an improved export demand.

The British Board of Trade give the stock at all places in the United Kingdom on September 1, as 196,958,107 pounds as compared with 214,843,000 pounds a year ago.

Pekoe Souchongs	0 28	0 35
Pekoes	0 30	0 58
Broken Pekoes	0 35	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans		0 58
Do., seconds		0 50
Hyson thirds	0 30	0 35
Do., pints	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade

SPICE PRICES STEADY

Toronto.

SPICES—There are no new developments in the spice market. Quotations are steady to firm and unchanged.

Allspice	0 15	0 18
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 45
Mustard, pure	0 35	0 40
Pastry		0 28
Pickling spices		0 18
Mace		0 75
Peppers, black	0 20	0 23
Do., white	0 30	0 35
Paprika, lb.	0 60	0 70

Chillies, lb.		0 50
Nutmegs, selects, whole, 100s	0 22	0 26
Do., 80s		0 35
Do., ground		0 28
Mustard seed, whole		0 20
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Turmeric		0 80
Curry powder		0 35
Cream of Tartar—		
French, pure		0 40
4-oz. packages, doz.		2 00
The above quotations are for the best quality.		
8-oz. packages, doz.		3 50

cheaper grades can be purchased for less.

SYRUPS MORE ACTIVE

Toronto.

SYRUPS—There is considerable improvement noticed in the demand for syrups but there is practically no change in the market conditions as compared with a week ago.

Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 60
Cases, 5-lb. tins, white, 1 doz. in case	5 30
Cases, 10-lb. tins, white, ½ doz. In case	5 00
Cases, 2-lb. tins, yellow 2 doz. in case	4 00
Cases, 5-lb. tins, yellow, 1 doz. in case	4 70
Cases, 10-lb. tins, yellow, ½ doz	4 00
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 20
No. 3 tins, 2-doz. case	5 50
No. 5 tins, 1-doz. case	4 60
No. 10 tins, ½-doz. case	4 25
Pails—No. 1	1 10
Pails No. 2	1 75
Pails No. 5	3 55
Molasses, table grade—	
No. 2 tins, 2-doz. case	7 75
No. 3 tins, 2-doz. case	10 75
No. 5 tins, 1-doz. case	8 95
No. 10 tins, 1-doz. case	8 60
Pails—No. 1	2 10
Pails No. 2	3 75
Pails No. 5	8 55

SUGAR DECLINES 25 CENTS

Toronto.

SUGAR—A decline of 25 cents per cwt. is announced by all refiners, bringing the Montreal basis to $8.50 and Toronto to $8.84. The raw market has been in a weak condition for sometime past. Buyers of raw sugar have been playing a waiting game, anticipating that the Sugar Finance Committee would name a lower price on Cubans, this however, they state they have no intention of doing and firmly maintain their price of 3.25c. c. & f. In spite of this some sugar authorities claim that raws must reach a lower price before any great movement can be expected. The heavy carryover of Cuban sugar and the fact that there is a matter of some 90,000 tons of beet sugar still left of last year's crop in the United States and also the fact that the beet crop will soon be ready to harvest are factors that cannot be ignored. These conditions all tend to create a weak market which naturally is reflected in an uncertain tone to refined sugars.

St. Lawrence, extra granulated, cwt.	8 84
Atlantic, extra granulated	8 84
Acadia Sugar Refinery, ex. granulated	8 84
Dom. Sugar Refinery, ex. granulated	8 84
Canada Refinery granulated	8 84

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c gunnies, 10 10s, 50s; cartons, 20-5s, 60c; cartons

PANCAKE FLOUR LOWER

Toronto.

PACKAGE GOODS—With the advent of cooler weather, there is a better demand for pancake flour. Quotations, however, are somewhat lower than last seaon. White Swan selfrising and buckwheat are reduced to $2.70 per case of 24 packages. Aunt Jemima is now put up in cartons of 18 packages with the price of $3.85 per carton. Quotations on other package cereals and starches are steady and unchanged.

PACKAGE GOODS

Rolled Oats, 20ss, round, case	5 00
Do., 18s, case	2 00
Do., 20s, square case	5 00
Do., Aluminum Prem., 20s	6 10
Corn Flakes 36s, case	3 75
Porridge Wheat, 36s, reg., case.	6 00
Do., 20s, family, case	6 80
Cooker package peas, 36s, case.	2 85
Cornstarch, No. 1, lb. carton	0 09½
Do., No. 2, lb., cartons	0 08
Laundry starch	0 07½
Do., in 1-lb. cartons	0 8¼
Do., in 6-lb. wood boxes	0 11¼
Do., in 6-lb. tin canisters	0 12
Celluloid starch, case	4 00
Potato flour, 1-lb.	0 14½
Fine oatmeal, 20s	5 75
Cornmeal 24s	2 85
Farina, 24s	3 25
Barley, 24s	2 75
Wheat flakes, 24s	5 00
Wheat kernels 24s	4 50
Self-rising pancake flour 24s	2 70
Buckwheat flour, 24s	2 70
Self-rising pancake flour, 18s	3 85
Health bran, case	3 50
F. S. Hominy gran. case	3 00
Do., pearl, case	3 00
Scotch pearl barley case	2 70
Puffed rice pancake flour, 24s	2 85

NO PROSPECTS FOR LOWER NUTS

Toronto.

NUTS—As the season advances the shortage on nuts is becoming more acute. Bordeaux shelled walnuts are practically off this market. Manchurians are procurable, but they too, are higher in a stronger market. Almonds have also a much stronger tone. Brazil nuts in the shell have been an exceptional demand during the summer months with the result that spot stocks are becoming low and although spot prices are unchanged, primary markets have advanced about 3c. per lb.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Grenobles, lb.	0 23	0 24
Walnuts, Bordeaux, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, lb.		0 30
Do., sweetened, lb	0 28	0 32
Do., shred		0 25
Peanuts, Spanish, lb.		0 11
Brazil nuts, large, lb.	0 17	0 20
Mixed nuts, bags 50 lbs.		0 32
Shelled —		
Almonds, lb.	0 47	0 52
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.		0 80
Do., Manchurian	0 70	0 75
Do., broken	0 55	0 60
Peanuts, Spanish, lb.		0 11
Pecans, lb.		1 40
Brazils		0 72

RICES CONTINUE STRONG

Toronto.

RICES—There is no change in the rice situation as compared with a week ago. The primary markets continue with a strong line. Spot conditions are also strong with indications for higher levels when new shipments arrive that have been purchased at the higher price basis.

Honduras, broken, per rlb.	0 07½	0 08
Blue Rose, lb.	0 07½	0 08
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 07	0 07½
Tapioca, per lb.	0 07	0 07½

SOME PRICE CHANGES

Toronto.

MISCELLANEOUS—Hipolite in pint fibre pails is reduced to $2.40 per doz. Dandy toilet paper is down to $3.85 per case. Sal soda in 100 lb. bags is reduced to $2.75 per doz. Premier salad dressing large size is reduced to $7.25 per doz. La Franc soap is quoted at cases of 20—No. 2 bars is reduced to $4.30 and cases of 100 tablets to $3.15. Lytles Sterling wines are advanced to $5.25 per doz. There is a special deal on Two-in-one shoe polish, good until November 15, which gives two dozen tins free with one gross and one dozen free with seven dozen. New prices are announced on McLarens Imperial cheese in white opal jars as follows Miniature $1.25 per doz. Individual $1.75 per doz. Medium $6.00 per doz. Small $3.25 per doz. and large $12 per doz. Pure Gold icings are reduced to $1.45 per doz. and Puddings to $1.25 per doz. Shell brand castile soap, cases of 100 tablets is reduced to $6.75 per case. Crisco 1s and 3s are advanced to 22½c per lb. and 6s and 9s to 22½c.

NEW MINCE MEAT OFFERED

Toronto.

MINCE MEAT—New mince meat is now on the market. Quotations on 60 lb. tubs range from 15c to 18c. per lb. with pails one half cent higher.

POTATO PRICES EASIER

Toronto.

VEGETABLES—Under heavy shipments of potatoes from Quebec and New Brunswick, the market eased off during the week with prices declining to $1.75 to $2.15 per bag. Ontario potatoes are arriving more freely but dealers still continue to complain about the poor grading. Cauliflowers are coming in better quality with prices ranging from $2.00 to $3.00 per doz. There is practically no change in other quotations.

Cabbage, per doz.	1 00	1 50
Potatoes, local, per bag	1 75	2 15
Head lettuce, crate	1 50	2 00
Tomatoes, 11s	0 40	0 50
New beets, per dozen	0 30	0 40
New carrots, per doz.	0 30	0 40
Cucumbers, 11s	0 30	0 40
Corn, per doz.		0 12½
Onions, Spanish, crate		5 50
Do., sack, 100 lbs.		4 00
Do., pickling, 11s	1 75	2 25
Celery, per doz.	0 75	0 85
Egg plant, 1-qt. bkt.	0 50	0 75
Sweet potatoes, hamper		3 00
Peppers, hot green, bkt.		0 50
Do., hot, red, bkt.		0 85
Do., sweet green, bkt.		0 75
Cauliflowers, doz.	2 00	3 00

STRONGE ORANGE MARKET

Toronto.

FRUIT—Oranges are in a strong position with prices advanced 25c to 50c per case. Lemons are also firmer at $6.00 to $7.00 per case. Canadian grapes are steady selling at 45c to 50c per basket. California tokay grapes are selling at $4.00 per crate. B C. boxed apples are in good demand at $3.25 to $3.75. Ontario apples in barrels are quoted at $5.00 to $7.00.

Oranges, Valencies, 100s		6 50
Do., 126s	6 50	7 00
Do., 150 and smaller	5 00	7 50
Peaches, Cal., in boxes	2 50	2 75
Lemons, Berdillis		6 50
Watermelons, each	0 75	1 25
Cantaloupes, 16 qt. bkt.		1 00
Pears, Cal., Bartlett, box	5 50	6 00
Do., Canadian, 11s	0 75	1 00
Bananas, per lb.		0 08
Apples, per barrel	5 00	7 00
Grapes, Cal. Malagas, crate		3 50
Do., Cal., Tokay, crate		4 50
Do., Canadian, 6s	0 45	0 50
Grape fruit, case		8 75
Lemons, Mesina	6 00	7 00
Apples, B. C. boxed	3 25	3 75

FISH DEMAND IMPROVES

Toronto.

FISH—The fish market is feeling the benefit of the cooler weather, in that the demand has greatly improved. On Saturday some of the houses were completely sold out, but on Monday further supplies arrived, so that as we go to press all lines are again well represented. There is no change in market conditions, prices holding fairly steady.

FRESH SEA AND SALT FISH		
Cod steak, lb.	0 09	0 10
Do., market, lb.		0 09
Halibut, chicken	0 16	0 17
Do., medium	0 22	0 23
Whitefish, Government		0 11½
Do., Georgian Bay	0 17	0 18
Fresh Herring	0 08	0 09
Flounders, lb.	0 09	0 10
Fresh trout, lb.	0 14	0 15
Hadock	0 09	0 10
Spring Salmon	0 24	0 25
Fall salmon	0 12	0 13
Rainbow salmon	0 12	0 13
Cohoe salmon	0 19	0 20
Mackeral	0 11	0 12
Yellow pickerel, lb.		0 17
FROZEN FISH		
Halibut, medium	0 22	0 23
Do., Qualla	0 13	0 14
Flounders	0 09	0 10
Pike round	0 06	0 07
Do., headless and dressed		0 08
Salmon, Cohoe		
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11
SMOKED FISH		
Hadies, lb.	0 10	0 12
Fillets, lb.		0 17
Kippers, box	2 25	2 75
Bloaters		2 00
PICKLED FISH		

FOWL SLIGHTLY FIRMER

Toronto.

POULTRY—On account of the Jewish Holidays, there is an active demand for live fat fowl and in consequence prices have slightly firmed. This however, is considered temporarily and when the holidays are over the market is likely to decline. This firmness only appears to be on fat hens, spring chickens and other lines continuing easy at unchanged quotations.

Turkeys	0 40	0 45
Chickens, spring	0 25	0 30
Roosters	0 14	0 18
Fowl, over 5 lbs.	0 24	0 28
Fowl, 4 to 5 lbs.	0 20	0 22
Fowl, under 4 lbs.	0 16	0 18
Guinea hens, pair	1 25	1 50
Prices quoted to retail trade:	Dressed:	
Turkeys	0 40	0 50
Ducklings	18 to 20	25 to 30
Hens, heavy		0 30
Do., light	0 25	0 28

TREND OF HONEY UNCERTAIN

Toronto.

HONEY—There appears to be an air of uncertainty prevailing the honey market. Th demand this fall has been more satisfactory than last year, but nevertheless, even at lower prices than last year, dealers are not making a great deal of effort to augment their stocks outside of what they need for immediate requirements. Some wholesale houses have withdrawn from the market insofar as buying goes, claiming that they prefer to keep their stock at low ebb. They also point out that the crop was a big one and the tendency of the market is inclined to be lower rather than higher.

HONEY, Extracted—		
5-pound tins, per lb.		0 16
10-lb. tins, per lb.		0 15
60-lb. tins, per lb.		0 14½
Comb, per doz.	3 75	4 50

NEW CROP CURRANTS LOWER

Toronto.

DRIED FRUITS—The feature in dried fruit market continues to be centered around raisins. Many wholesalers are showing signs of anxiety in regards to the possible delivery. Bookings by retailers have been fairly heavy and on account of the short crop, wholesale houses state they are going to find it difficult to make their allotments go around. The big shortage appears to be on Thompsons seedless in packages. To give some idea of the shortage one house remarked that last year they ordered and received 3,000 cases, they ordered the same number this year but were recently advised that they would only receive 80 cases. In the meantime some wholesalers have withdrawn from the market but there are others who are quoting to arrive, Thompsons seedless in bulk 22½c, in 15 oz. packages at 23½c and 19½c for 11 oz. packages. The market is in a firm position with prices at the coast advanced 3c over the opening. The currant market at primary points is easier and lower. New currants are offered to arrive about the middle of November. Filiatras are quoted at 12¾c and Patras at 14½c per lb. Spot quotations on currants are unchanged.

Candied Peels—		
Citron caps, 12-lb. boxes, lb.		0 46
Lemon caps, 12 lb. boxes, lb.		0 29
Orange caps, 12 lb. boxes, lb.		0 31
Mixed containing 4½ lb. lemon,		

WINNIPEG MARKETS

WINNIPEG, Sept. 21.—Due to unfavorable weather conditions the crop has been at a standstill, which has been reflected in the light buying of groceries during the week under review. With an improvement in the weather, business should show signs of improvement, as buying for future is more in evidence, as it is now felt that in many markets for general grocery commodities prices have reached bottom. The tea and coffee markets continue to occupy a strong position, and indications point to higher prices very shortly. Opening prices have been named on canned tomatoes, corn and beans by Eastern canners and are below last season's prices. The raisin crop is reported to be very short. Prunes, apricots and peaches have shown a firmer tone. There is no improvement in the nut situation. Shelled walnuts are firmly held and very difficult to obtain. The flour market has shown a decline. Large quantities of B.C. apples are arriving on the market and are meeting with a good demand. There is no change in the vegetable situation.

NEW PRICES ON CANNED GOODS.

Winnipeg.

CANNED GOODS—Opening prices have been named on canned tomatoes, corn and string beans and are below last season's prices. Western prices on apricots, peaches and string beans have also been named by packers. Eastern prices on tomatoes are 20 cents per dozen, corn 30 cents per dozen, and beans 15 cents per dozen below last year's opening prices. Prices on Western beans are the same as Eastern. There is a good demand for all kinds of canned vegetables as new goods are coming in on a bare market. B. C. packers this year are putting up sliced peaches in cans and from samples which have arrived the quality shown is of the choicest, and it is expected that they will be popular sellers. It is reported that sockeye salmon is very scarce and with other lines such as pinks and cohoes being offered at reasonable figures these lines should be able to take the place of sockeye.

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, per case	7 00	8 00
Do., imp., ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.		2 45
Do., ½s, 4 doz. case, doz.		4 20
Oysters, 1s, 4 oz., 4 doz. case, cs.		9 40
Pilchards, 1s, tall, 4 doz. case, cs.		7 10
Do., ½s, flat, 8 doz. cs., case		9 00
Salmon—		
Sockeye, 1s, tall case		20 75
Do., ½s, flat, 8 doz. in case		21 75
R. Spring, 1s, tall, 4 doz. case		16 75
Do., ½s, flat, 8 doz. case		18 25
Cohoe, 1s, tall, 4 doz. case		14 65
Do., ½s flat, 8 doz. case		16 50
Pink, 1s, tall, 4 doz. case		6 50
Do., ½s flat, 8 doz. case		8 25
CANNED FRUIT (Canadian)		
Apples, 6 tins in case, per case		3 25
Cherries, 1s, 4 doz. case	7 00	8 00
Peaches, 2s, 2 doz. case	6 50	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	6 50	7 00
Do., Lombard, light syrup, 2s, 2 doz. case	4 75	5 25
Raspberries, 2s, 2 doz. case	8 50	9 00
Strawberries, 2s, 2 doz. case	8 00	8 50
CANNED FRUIT (American)		
Do., heavy syrup, 2s, 2 doz. case	6 00	6 50
Apricots, 1s, 4 doz. case		11 00
Peaches, 2½s, 2 doz. case		12 00
Do., sliced, 1s, 4 doz. case		12 40
Do., halved, 1s, 4 doz. case		12 40
Do., 2s, 2 doz. case		8 25
Pears, 1s, 4 doz. case		12 00
Pineapples, sliced, 2s, 2 doz. case		7 60
CANNED VEGETABLES		
Asparagus Tips, 1s, tins, 2 doz. case, per doz.		5 00
Beans, Golden Wax, 1s, doz.	4 75	5 00
Beans, Refugee, 2s, 2 doz. case	4 75	5 00
Corn, 2s, 2 doz. case	3 25	4 00

Peas, 2s, 2 doz. case	3 90	4 10
Sweet Potatoes, 2½, 2 doz. case		7 00
Pumpkins, 2½s, 2 doz. case	3 00	3 75
Sauer Kraut, 2½ss, 2 doz. case		4 10
Spaghetti, 2 doz. case		2 15
Tomatoes, 2½s, 2 doz. case	3 95	4 15
Spinach, 2½s, 2 doz. case		6 55

SHORT RAISIN CROP.

Winnipeg.

DRIED FRUIT—The official crop estimate of the California Associated Raisin Company places this year's raisin production for the entire state, both inside and outside the association, at 127,805 tons. According to this estimate the crop this year will be approximately 48,000 tons short of last season, when the total production was approximately 175,000 tons. This figure represents what may be considered the maximum production, and the actual crop may fall short of the estimate by 10 per cent. Last year the official estimate of the company came within 5,000 tons of the actual production as recorded when the crop had been gathered. The quality of the crop this year is very fine. At the present time the market is bare of seedless raisins. Prunes, apricots and peaches have shown new strength during the past week and apricots have shown a slight advance locally.

COFFEE MARKET FIRM.

Winnipeg.

COFFEE—Latest reports from the primary market state that Santos and Brazils have advanced 2 cents per lb., and that all lines are higher. Some local firms have advanced the price of Rio one cent per lb. The trade locally is brisk and buyers are looking for a further advance.

COFFEE—

Rio, lb.	0 19½	0 20½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	28	0 30
Santos, lb.	0 26	0 29

CEREALS UNCHANGED.

Winnipeg.

CEREALS—There is a slightly easier feeling to the rolled oat market. Beans are ruling firm temporarily until the new crop arrives on the market, when lower prices will be expected. The demand for heavier cereals is showing an improvement with the approach of colder weather. Package cereals remain unchanged.

PACKAGE CEREALS

Rolled oats 20s, rd. cartons	4 75	5 00
Do., 36s, case, square, bkts.		3 50
Do., 18s, case		2 10
Corn Flakes 36s, case	3 50	3 80
Cornmeal, 2 doz. case, case		3 40
Puffed Wheat, 3 doz. cs., case		4 45
Puffed Rice, 3 doz. cs., case		5 75
Grape Nuts 2 doz. cs. case		3 80
Package peas, 3 doz. cs., case		3 00
Cream of Wheat, 3 doz. cs., case		9 15

BULK CEREALS

Rolled Oats, 80s, per bag		2 80
Do., 40s, per bag		1 48
Do., 20s, per bag		0 77
Do., 10-8s, per bale		3 60
Do., 15-8s, per bale		4 10
Oatmeal, 98s, gran. or stand., bag		3 50
Wheat granules, 98s, bag		6 50
Do., 16-6s, per bale		7 05
Peas, whole, green, 100-lb. bag, per bushel		4 50
Do. split, yellow, 98s, bag		7 95
Do., split, yellow 49s, bag		4 00
Cornmeal, 98s, per sack		3 25
Do., 49s, per sack		1 65
Do., 24s, per bag		0 85
Do., 10s, per bale		3 65
Buckwheat grits, whole, 98lb. bags, per bag		8 75
Beans, 100 lb. bags, bushel	4 20	4 50
Lime beans, 100-lb. bag, lb.		0 09½
Barley, pot, 98s		3 85
Do., 49s		1 92
Do., 24s		1 00
Barley, pearl, 98s, per bag		4 95
Do., pearl, 49s, per bag		2 52
Do., pearl 24s		1 28

NO CHANGE IN SUGAR.

Winnipeg.

SUGAR—The New York market is slightly easier on both raws and refined. However the local market is unchanged and is quoted at $10 per cwt. under a good demand.

SPICE MARKET FIRM.

Winnipeg.

SPICE—The consuming demand is fair with no marked activity in any line. No price changes of consequence are noted, the general tone of the market being firm with pronounced scarcity in such commodities as red peppers and pimento, and limited spot supplies of all other goods. The outlook for the future is uncertain, though said to be more favorable for advances than recessions from present levels.

Allspice, Jamaica, best qual., lb.	0 20
Casia, Batavia, per lb.	0 36
Do., China, per lb.	0 33
Chillies, per lb.	0 55
Do., No. 1, per lb.	0 53
Cinamon, Ceylon, per lb.	0 80
Do., No. 0, carton, doz.	0 90
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 45
Ginger, washed, Jamaica, No. 1	0 60
Do., Jamaica, No. 2	0 40
Do., Japan or Africa, lb.	0 25
Mace, extra bright Penang, lb.	0 75
Nutmegs, extra large brown, 70 to lb., per lb.	0 55
Do., large brown 85 to lb. per lb.	0 50
Do., medium, 110 to lb.	0 45
Do., carton of six, per doz.	0 45
Pepper, blk., Singapore, ex., lb.	0 70
Do., white, per lb.	0 30
Pickling, ¼-lb., pkg., per doz.	0 42
Do., bulk, No. 1, per lb.	1 05
GROUND SPICE	0 23
Allspice, bulk, per lb.	0 20
Do., No. 2, per lb.	0 18
Do., 2 oz. cartons	0 80
Do., 4 oz. cartons	1 20
Cassia, No. 1 bulk, per lb.	0 30
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	1 00
Do., No. 1, 4 oz. cartons	1 40
Cinnamon, bulk, per lb.	0 40
Do., 2 oz. cartons	1 15
Do., 4 oz. cartons	1 65
Cloves, bulk, per lb.	0 50
Do., 2 oz., cartons	1 25
Do., 4 oz. cartons	2 20

SYRUPS STEADY.

Winnipeg.

SYRUPS—A steady movement in moderate quantities needed for current consumption keeps prices on a steady basis for both corn and cane syrup. The molasses market has a firmer tone although orders continue to reflect the needs of the present only.

STARCH PRICES STEADY.

Winnipeg.

STARCH—There is a good demand for all lines of starch and quotations remain unchanged.

STARCH—

Cornstarch, No. 1 quality, per lb.	0 10⅝
Cornstarch 1-lb. pkgs., lb.	0 09½
Gloss, 1-lb. pkgs., per lb.	0 10⅞
Celluloid, 1-lb. pkg., per case	4 35

STRONG NUT MARKET.

Winnipeg.

NUTS—The shelled nut situation is very uncertain. Quotations on the new cracker Bordeaux walnuts are difficult to obtain. Offerings from France are limited with the result that prices are ruling very high. Shelled almonds are advancing in sympathy with walnuts, and with spot stocks being rapidly cleaned up it is thought higher prices will prevail with the approach of Christmas. No. 1 shelled Spanish peanuts are firm and indications point that this condition will be maintained until the end of the year at least. Shelled pecans and brazils are scarce and the market is advancing.

FLOUR PRICES REDUCED.

Winnipeg.

FLOUR—Flour has taken a drop of $1 per barrel making the price basis for 98 pound sacks delivered $4.82½ per sack. Merchants are still buying for immediate requirements only.

FLOUR—

98-lb. sacks	4 82½
Two 49-lb. sacks	4 90
Four 24-lb. sacks	5 00

JAM SALES IMPROVE.

Winnipeg.

JAMS—There is no change in the jam situation and while sales for immediate delivery are showing a slight improvement buying for futures have been delayed.

RICE MARKET STRONG.

Winnipeg.

RICE—The rice market is ruling very strong and present prices are likely to be maintained until the new crop arrives.

RICE—

No. 1 Japan, 100-lb. sacks, lb.		0 08
Do., 50-lb. sacks, lb.		0 08½
Siam, 100-lb. bags		0 06¼
Do., 50-lb. bags		0 06½
Sago, sack lots, 13 to 15 lbs., lbs., per lb.		0 09
Do., in less quantities, lb.		0 09¼
Tapioca, pearl, per lb.	0 08	0 08½

FIRM TEA MARKET.

Winnipeg.

TEA—Ceylon and Indian teas continue to rule firm and with the firmer market a better demand is noted. Local quotations remain unchanged.

APPLES SELL FREELY.

Winnipeg.

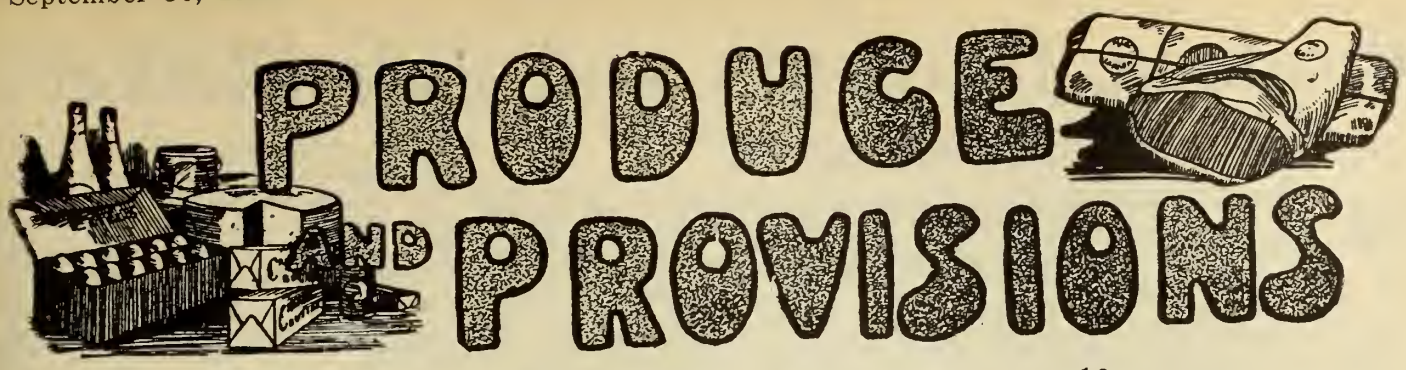
FRUITS—Large quantities of apples are arriving from B.C. and Mackintosh reds and Wealthy's are selling freely at $3 to $3.50 per box. Italian prunes are in good demand and are selling at $1.25 per case. Lemons are higher in price and are quoted at $10 per case. There is a big supply of Ontario grapes on the market and are quoted at 65 cents per basket with today's at $5 per case.

Oranges, per case	6 50	7 50
Lemons, per case		10 00
Peaches, per case		2 25
Pears, per case		3 75
Apples, per box	3 00	3 50
Bananas, per lb.		0 10
Grapefruit, per case		8 00

VEGETABLES HOLD STEADY.

Winnipeg.

VEGETABLES—There is practically no change in quotations on vegetables this week. Manitoba tomatoes are arriving freely and are in good demand at 2½ to 3 cents per lb.



Sells at a Profit With a Slicer

A. M. McPhail, Uxbridge, Ont., says He Never Made a Dollar On Bacon or Ham Until He Installed a Slicer—Entirely Eliminates Waste—Buys and Sells Butter and Eggs on Large Scale

"WE never made a dollar on bacon or cooked ham, until we put in that slicer," remarked A. M. McPhail, Uxbridge, Ont., to a representative of Canadian Grocer recently. Mr. McPhail was discussing the sale of smoked meats and cooked meats, and expressed the opinion that the only way to successfully handle these meats is to install a meat slicer. Mr. McPhail only bought his slicing machine two years ago, but he is not sorry that he purchased it and he believes that it is more than paying for itself. "Before we got that slicer," he added, the ends of bacon and hams were all waste. I used to have to give them away or throw them away. Now a side of bacon or ham can be sliced right down to the end and I am selling the entire piece of bacon or the ham as the case may be at the one price.

Can Give Better Service

"A grocer has to be careful in the handling of these meats, if he purposes making this end of his business profitable. Slicing them up with a knife I found there was so much waste that it was impossible to sell them at a profit. Then again the service that one is able to give his customers through having a slicer, brings business to the store. People like to have their bacon and ham cut a certain thickness, and this is not always possible with a knife, unless the person handling it is fairly expert.

"People do not ask us for any particular bacon," Mr. McPhail stated, when asked by Canadian Grocer if he found that his customers orderd their bacon by asking for a special brand. "Our customers know that we carry good bacon. We have been selling it now for a number of years, and find that it gives satisfaction. Our trade appears to want our bacon, that is, the particular bacon we are carrying, and very rarely do they ask for any other brand."

A. M. McPhail has a combined grocery business and shoe trade. On one side of the store is arranged the boot and shoe stock, while on the opposite side are the groceries and meats. Mr. McPhail at one time was a partner in the drygoods business adjoining his store, but disposed of his interest in the same. However the archway by which entrance was gained to either side, without going to the street entrances, is still open, and customers are still free to pass as before from one to the other. "This convenience helps both businesses," Mr. McPhail remarked. "People can do all their shopping in the one building, and particularly is this an advantage to them in the cold and wet weather."

$31,000 in Butter and Eggs

Mr. McPhail does a large farm trade, and also does a produce business buying butter and eggs for shipment to the cities. Last year Mr. McPhail's turnover in butter and eggs was slightly over $31,000. His turnover in groceries was about $42,000, which he considers very gratifying in a place of only 1,600 people.

Mr. McPhail uses window displays, as a means of increasing sales, and has had convincing evidence that good displays either in the windows or on the counter, stimulate buying. Just recently he was showing in his window a certain brand of canned beans. He had had a considerable quantity in stock, and was anxious to get them moving. He put a nicely arranged display of them in the window, and it was not long before they commenced to sell. In fact he disposed of five cases of them in a little over a week. At the time of the visit of Canadian Grocer, he was still selling them, and has them in the window. He intends to clean out the entire stock of them.

A NEW MARGARINE IS COMING ON THE CANADIAN MARKET

A new company has been formed to merchandise a nut margarine on the Canadian market. This is the Nucoa Company. Headquarters of the firm are in New York, and their plans include the appointment of Canadian agents to look after the business in Canada. A representative of the firm is now in Canada for the purpose of selecting agents. It is expected that this new margarine will be marketed about the first of November.

CANADA'S FOOD STOCKS IN COLD STORAGE

Ottawa, September 27—There were 11,187,412 dozen eggs in Canadian cold storage on September 1st, according to the Dominion Bureau of statistics. Cheese in cold storage or in process of making amounted to 20,694,293 lbs.; and butter to 21,453,988 lbs. The amount of pork in storage amounted to 20,703,150 lbs.; lard 1,942,619 lbs.; beef, 10,588,047 lbs., and mutton, 1432,180 lbs. Total fish in storage or process of cure amounted to 19,942,180 lbs. Poultry of all kinds in storage amounted to $548,544 lbs.

LORD LEVERHULME AGAIN DIFFERS WITH ARTIST

London, September 27.—Lord Leverhulme, who recently had a difference of opinion with Augustus John over a portrait which the latter painted of him, is now in disagreement with another famous painter, Sir William Orpen.

Sir William was commissioned to paint a presentation portrait of Lord Leverhulme, to be hung in Bolton Town Hall. The subject at first desired a full-length picture showing him standing in his Mayoral robes. The painter suggested that a finer effect would be obtained if he depicted Lord Leverhulme sitting, and this idea was carried out.

Then difficulty arose as to the price. Lord Leverhulme had arranged for a full-length portrait at 3,000 guineas. He maintains that, since he was painted sitting, it is only equivalent to a half-length portrait, and therefore the price should be 1,500 guineas.

Sir William, in an interview in Paris, after declaring that he entertained the highest feelings of respect and admiration for Leverhulme, said that it was the principle to which he objected, and not the monetary aspect of the case. He felt that art was not exactly a merchantable commodity, to be sold for so much per foot, as if one were painting a wall.

Lord Leverhulme has suggested that the matter be referred to the arbitration of Sir David Murray, who is a mutual friend.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Sept. 28.—The produce market shows an easier trend in many lines. Butter and cheese continue in their weaker state as a result of the lack of demand from exporters. The cheese prices are reduced and butter prices are also lower. Eggs, however, have started on an upward trend, with a falling off in production. New laid eggs show an advance. Hogs are again lower this week but smoked and cooked meats remain unchanged. Poultry prices are easier with heavier offerings. It is expected that prices will be easier this fall and winter and dealers express the hope that they will remain down so that the demand will be maintained. Honey prices are easy with a big production. Lard is unchanged but has an easy tone. Lower prices for lake fish are the feature of the fish market.

LOWER PRICES ON BUTTER

Montreal.

BUTTER—Another drop has come in the butter market with prices quoted at the auction sales ¼ cent lower than those quoted a week ago. This weakness is due to the inactivity of the export market together with a good production of butter. The local trade is fair and buying is limited to requirements for immediate demand.

BUTTER—

Finest creamery prints	0 39
Creamery solids	0 38

LOWER PRICES ON CHEESE

Montreal.

CHEESE—A weak feeling prevails in the cheese market, which is attributed to the continued liberal offering and indifferent demand from exporters resulting from discouraging advices from the leading British centers. In some cases cheese has been withheld from the market on account of the declining prices. The general tone of the cheese market, however, is easier and the wholesale price as yet is unchanged.

Large, per lb.	0 21
Twins, per lb.	0 20
Triplets, per lb.	0 22
Fancy old cheese, per lb.	0 30 0 33
Stilton, per lb.	0 35
Quebec	0 20 0 21

FRESH EGGS HIGHER

Montreal.

EGGS—New laid eggs show an advance of 2 cents this week on account of smaller offerings. It is evident that the production is falling off throughout the country and smaller season with a stronger market is the result. There is no change in the condition of the market for the lower grade and storage supplies are beginning to move more freely.

Extras	0 52
Fresh selects	0 45 0 46
Do., No. 1	0 38

COOKED MEATS QUIET

Montreal.

COOKED MEATS—There is no change in the market for cooked meats. The prices are steady with a fair trade passing.

Jellied pork tongues	0 35
Jellied pressed beef, lb.	0 37
Hams, cooked	0 55 0 60
Pork pies (doz.)	
Sausage, pure pork	0 20
Mince meat, lb.	0 15½
Ox tongue, tins	0 65
Head cheese, 6-lb. tins, per lb.	0 10

LAKE FISH LOWER

Montreal.

FISH—The only change in the fish market is a drop of one cent in the quotation on lake fish. The market is otherwise steady with improvement in the demand.

Market Cod	0 06
Steak Cod	0 09
Gaspe Salmon	0 26
Dressed B. C. Salmon	0 25
White fish	0 18
Haddock	0 08
Halibut	0 22
Trout, lake	0 17
Brook trout	0 45

FROZEN FISH

Halibut, large and chicken	0 20	0 23
Haddock		0 06
Mackerel	0 15	0 16
Do., Western, medium	0 21	0 22
Steak Cod	0 08	0 08½
Market Cod	0 05½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B. C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd		0 11
Doree	0 12	0 17
Smelts	0 15	0 20

SMOKED MEATS STEADY

Montreal.

SMOKED MEATS—The trade in most lines of smoked meat throughout the week has been fairly good, there being a steady demand for supplies for domestic accounts and the movement on the whole has been fully up to the average for this season of the year. 8 to 10 lb. hams are selling at 37c per lb. and heavier weights are selling at from 35c to 36c per lb.

BACON—

Breakfast, best	0 34	0 40
Smoked breakfast	0 36	0 42
Cottage rolls		0 32
Picnic hams		0 22
Wiltshire	0 32	0 35

MEDIUM SMOKED HAMS—

Weight, 8-14, long cut	0 35
Do., 14-20	0 35
Do., 20-25	0 31
Do., 25-35	0 27
Over 35 lbs.	0 24

HOG MARKET WEAK

Montreal.

FRESH MEAT—A weaker feeling prevails in the live hog situation and prices are generally lower. The opening of the week was stronger and early sales made an advance of some 10 to 25c per 100 lbs., but owing to the large offerings a weaker feeling developed and prices steadily declined closing 65c to 75c per 100 lower than that quoted last week. Select stock is now quoted at from $10.00 to $10.25 per 100 lbs. weighed off cars. Heavies are selling from $6.00 to $9.00 per 100. There is no change in the quotations on fresh cuts of pork.

FRESH MEATS—

Hogs, live (selected off cars)	10 00	10 25
Abattoir killed, 65-90 lbs.	0 17	0 18
Fresh Pork—		
Legs of pork (foot on)	0 24	0 26
Loins (trimmed)	0 28	0 31
Trimmed shoulders		0 19
Untrimmed		0 17
Pork sausage (pure)		0 20

Fresh Beef—

	(Cows)		(Steers)	
Hind quarters	0 12	0 18	0 12	0 20
Front quarters	0 05	0 09	0 06	0 10
Loins	0 25	0 28	0 28	0 30
Chucks	0 08	0 09	0 08	0 10

BARRELLED MEATS UNCHANGED

Montreal.

BARRELLED MEATS—There is no change in the quotations on barrelled meats. The market is steady with a fair trade passing.

Heavy mess pork (bbl)	30 00
Plate beef	22 00
Canadian Short cut (bbl) 30-40	39 00

EASIER PRICE ON POULTRY

Montreal.

POULTRY—Easier prices are noted for poultry. As a result of the cooler weather, larger supplies are offered and in turn with the lower prices a bigger demand from the consumer is expected. The reductions are general and it will be noted that the differential on turkeys is eliminated and all are listed at from 42—45c per lb. Since the spring turkeys are now taking size and the old ones have been held too long and the value is dropping. Dealers state this year they expect lower prices to rule for turkeys and expect a better demand as a result.

LARD PRICES UNCHANGED

Montreal.

LARD—There is no change in the quotations on lard. The market is fairly steady although the lower market for hogs has somewhat of a weakening tendency for the future of lard. Just what the trend of the lard market will be is not certain until the demand is felt and the hog market takes its course. Of late there has been fairly heavy buying of lard.

LARD—

Tierces, 60 lbs.	0 17½	0 18½
Pails, 20 lbs.	0 19½	0 20½
Tubs, 20 lbs.	0 19	0 20
Bricks	0 22	0 23

QUEBEC'S MAPLE SUGAR CROP GROWS THREEFOLD

Montreal, Sept. 26.—Maple sugar production in Quebec has increased threefold in the past three years, and now amounts to 30,000,000 pounds annually, valued at $7,000,000, according to statistics just compiled by the Department of Colonization and Development of the Canadian Pacific Railway.

ONTARIO MARKETS

TORONTO, Sept. 28.—The butter market is easier under lower quotations. Cheese is likewise easy. Eggs continue fairly firm under fair receipts, but there appears to be a shortage of the quality that will grade selects. Lard is reduced one half cent. Shortening is unchanged but the condition of the market is an easy one. Cooked hams are again reduced. Smoked hams and bacon show reductions while dry salt meats are unchanged. Barrel meats are lower. Live hogs held fairly steady during the week, but there are easier tendencies for this week, with packers endeavoring to bring prices to a lower basis. In dressed meats, the only change is on pork which shows reductions both on the whole carcase and on cuts. Fowl is somewhat firmer while other poultry continues easy at unchanged quotations.

BUTTER PRICES LOWER

Toronto.

BUTTER—The market is easier with quotations down two cents per pound. In some quarters the opinion is expressed that the market is likely to continue easy and it is predicted that even lower prices can be expected in view of the increase in stocks as compared with last year.

Creamery prints	0 39	0 40

CHEESE MARKETS EASY

Toronto.

CHEESE—The market continues easy with quotations unchanged as compared with a week ago.

Large, new	0 22
Do., June	0 28
Stilton, new	0 25

EGGS HOLD FIRM

Toronto.

EGGS—There is little change in market conditions as compared with last week. Supplies are fair but there appears to be a lessening up in the receipts of selects. Selects are quoted at 50c to 51c and No. 1s at 44c per doz.

Selects	0 50	0 51
No. 1		0 44
Selects in cartons	0 53	0 54

LARD DOWN HALF CENT

Toronto.

LARD—Quotations are down one half cent per pound. This is following the weakness that has been manifest in this market for sometime. One pound prints are quoted at 20½c and on the tierce basis at 18c per lb.

LARD—	
1-lb. prints	0 20½
Tierces, 400 lbs.	0 18

Tubs are ½c higher than tierces and pails one cent higher than tierces.

NO CHANGE IN SHORTENING

Toronto.

SHORTENING—the market continues easy with no change in quotations.

SHORTENING—		
1-lb. prints	0 16½	0 17
Tierces, 400 lbs.		0 14½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

COOKED HAMS DROP FOUR CENTS

Toronto.

COOKED MEATS—Another reduction of four cents per pound is announced on cooked hams this week bringing the price on ordinary round trimmed to 48c from 52c. ano squared pressed to 52c. from 56c. per lb. There is little demand for cooked meats at the present time which combined with the lower prices on pork is claimed to be the cause for the decline.

COOKED MEATS—		
Boiled hams, lb.	0 48	0 52
Do., square pressed	0 52	0 56
Boiled shoulders, lb.		0 38
Head cheese, 6s, lb.		0 12
Choice jellied ox tongue, lb.		0 65
Jellied pork tongue		0 40
Bologna	0 16	0 18
Macaroni and cheese loaf, lb.		0 23

Above prices subject to daily fluctuations of the market.

SMOKED MEATS LOWER

Toronto.

PROVISIONS—Smoked hams are reduced to 33c per lb. on the smaller and medium sizes, making a reduction of 3c per lb. The larger sizes are also down proportionally. Smoked bacon is reduced one cent. Dry salt meats are unchanged while barrel meats are down $1.00 per barrel.

Hams—		
Small, 6 to 12 lbs.		0 33
Medium, 12 to 20 lbs.		0 33
Large, 20 to 35 lbs., ea. lb.	0 22	0 29
Heavy, 35 lbs. and upwards		0 20
Backs—		
Boneless, per lb.	0 46	0 47
Rolled, per lb.		0 51
Peameal	0 40	0 43
Bacon—		
Breakfast, ordinary, per lb.	0 30	0 36
Do., special trim		0 41
Cotage rolls		0 30
Roll, per lb.		0 23½
Wiltshire (smoked boneless) lb.		0 29½
Do., three-quarter cut		0 33½
Do., middle		0 35½
Dry Salt Meats—		
Long clear bacon, av. 50—		
70 lbs.		0 21½
Do., av. 80-90 lbs.		0 19½
Clear bellies, 15-30 lbs.	0 20½	0 21½
Fat backs 10-12 lbs.	0 14	0 16

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	30 00
Short cut backs, 200 lbs.	38 50
Picked rolls, bbl., 200 lbs.—	
Lightweight	42 00
Heavy	37 00

Above prices subject to daily fluctuations of the market.

HOG MARKET UNSETTLED

Toronto.

FRESH MEATS—The hog market continues with the same unsettled condition that has characterized the markets for some time. Packers do not appear to have much interest in the market outside of their requirements for local trade claiming that prices are still too high. During the week under review the market was held somewhat steady to firm at the same price basis as last week, owing to the fact that receipts were small and the buying from outside. There are indications, however, for lower prices toward the latter part of this week. The cattle market was somewhat strengthened up until Saturday. but on Monday of this week under exceptionally heavy shipments the market fell off 50c to 75c. In dressed meats, the only change is a slight reduction on fresh pork cuts, other lines remain unchanged.

Hogs—		
Dressed, light per cwt.	14 00	16 00
Do., heavy, per cwt.	10 00	12 00
Live, off cars, per cwt.		10 25
Live, fed and watered, cwt.		10 00
Live, f.o.b. per cwt.		9 25
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 25
Fresh hams, lb.		0 27
Tenderloins, lb.		0 52
Picnics, lb.		0 14
Montreal shoulders, lb.		0 16
Boston butts, lb.		0 20
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 17
Front quarters, lb.	0 05	0 08
Ribs, lb.	0 16	0 22
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 20	0 23
Hips, lb.	0 10	0 12

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 14
Spring lamb, lb.	0 16	0 18
Yearling lamb, lb.	0 08	0 10
Sheep, whole, lb.	0 05	0 07

Above prices subject to daily fluctuations of the market.

WINNIPEG MARKETS

WINNIPEG, Sept. 21.—There are not many changes in the produce and provision market. Butter continues steady while cheese has shown a decline. Eggs are fairly steady. There is an easier trend in the hog market as heavier supplies are being offered. The demand for ham and bacon continues good and a slight reduction has been made on the heavier cuts. Cooked meats of all descriptions are in fair demand with unchanged quotations. Fresh poultry has started to arrive and is meeting with a good demand. There is no change in the fish market.

BUTTER UNCHANGED.

Winnipeg.

BUTTER—There is no change in the market as compared with last week. Best grade creamery butter is quoted at 38 to 40 cents per lb.

BUTTER—		
Creamery, best table grade	0 38	0 40
Dairy, best table grade		
Margarine	0 21	0 25

CHEESE MARKET EASY.

Winnipeg.

CHEESE—The cheese market continues with an easy trend, with prices further reduced. Ontario large are quoted at 22 cents, twins at 22½ cents, and triplets at 23 cents per lb.

CHEESE—	
Stilton cheese, large, lb.	0 26
Ont., large, lb	0 22
Ont., twins, lb.	0 22½
Ont., triplets, lb.	0 23

NO CHANGE IN EGGS.

Winnipeg.

EGGS—There is no change in the egg market. New laid in cartons are quoted at 48 cents per dozen with No. 1 candled selling at 37 cents.

COOKED MEATS STEADY.

Winnipeg.

COOKED MEATS—The market for cooked meats is steady with a fairly good business for this season of the year. No change in this line is looked for at present.

Best quality, skinned, 8-14 lbs.	0 58
Do., 13-16 lbs.	0 52
Roast shoulders, lb.	0 38
Pork Tongues, lb.	0 40
Head cheese, 6-lb. tins, lb.	0 40
Jelied Ox Tongues, lb.	0 58
Luncheon cooked meats, lb.	0 18

SMOKED MEATS LOWER.

Winnipeg.

PROVISIONS—The market for smoked meats continues active, with slightly easier prices on some lines of hams and bacon. Some brands of the larger hams are quoted as low as 32 cents per lb., but the best quality is quoted at 46 cents per lb. Best quality back bacon is quoted at 53 cents while belly bacon is quoted at 36 cents.

Hams—	
8 to 16 lbs., per lb.	0 46
16 to 20 lbs., per lb.	0 46
Boneless, 8-16 lbs., per lb.	0 52
Skinned, 14-18 lbs., per lb.	0 46
Bellies, 6 to 10 lbs., per lb.	0 36

POULTRY IN GOOD SUPPLY.

Winnipeg.

POULTRY—There is a good demand for No. 1 milk fed broilers, and are quoted at 40 cents per lb. Fresh fowl has started to arrive in good quantities and are being offered at 25 cents per lb.

POULTRY—	
D. P. chickens, 3½ lbs. and under	0 36
Do., 3½ lbs. and over	0 38
D. P. fowl, 3½ lbs. and under	0 25
Do., 3 lbs. and over	0 27
No. 1 Broilers	0 40

NO CHANGE IN LARD.

Winnipeg.

LARD—There is no change in the lard market, and quotations remain unchanged.

Pure lards, No. 1 quality, per lb. (in tierces 400 lbs.)	0 18½
Do., wooden pails, 20 lb. pails	4 10
pails), per pail	3 50
Shortening, tierces of 400 lbs.	0 15½

FISH PRICES STEADY.

Winnipeg.

FISH—There is no change in the prices quoted on fish. The demand is showing an improvement and good supplies are arriving.

Black cod, lb.	
Brills, lb.	0 09
Herrings, Lake Superior, 100 lbs., sacks, new stock	3 50
Halibut, chicken, cases 300 lbs	0 15½
Do., broken cases	0 16½
Salmon—	
Cohoe full boxes, 300 lbs.	0 19
Do., in broken cases	0 20
Soles	0 09
Whitfish	0 13½
Do., broken cases	0 14½
SMOKED FISH	
Bloaters, Eastern National, case	3 50
Do., Western, 20-lb. boxes, box	2 10
Haddies, 30-lb. cases, lb.	0 14
Do., in 15-lb. cases, lb.	0 14
Kippers, East., Nat., 20 count, per count	3 75
Fillets, 15-lb. boxes, lb.	0 20
SALT FISH	
Steak Cod, 2s, Seelys, lb.	
Holland Herring, milkers, 9-lb. pails, per pail	1 35
per barrel	7 00
Do., mixed, 9 lb. pails, per pail	1 25
Labrador herrings, 100-lb. bbls.	

HOG PRICES LOWER.

Winnipeg.

FRESH MEATS—The hog market has shown a decided weakness and selects are quoted at $11.75 per cwt. Veal calves are plentiful but with a somewhat limited demand prices are ruling lower. Medium to good kind are quoted at $4.00 to $6.00. There is a fairly good demand for both steers and heifers and good quality are quoted from $8 to $3.50. The sheep and lamb market is showing weakness and good lambs are offered from $6 to $8. Good mutton sheep are ranging around $5.

Selected, live, cwt.	11 50	11 75
Heavier	6 00	9 00
Light	11 50	11 50
Sows	5 00	5 25
Fresh Pork—		
Legs of pork, up to 35 lbs., lb.	0 24	0 32
Spare ribs		0 18
Loins of pork, lb.	0 34	0 37
Fresh hams, lb.	0 28	0 34
Shoulders	0 22	0 26
Fresh beef—from steers and heifers—		
Hind quarters, lb.	0 11	0 19
Front quarters, lb.	0 06½	0 08½
Whole carcass, good grade, lb.	0 08½	0 13
Mutton—		
Choice, lb.		0 22
Choice long hinds (leg and loin)		0 35
loin)		0 35
Choice Stews		0 07½
Lambs—		
Choice, 30-45 lbs.		0 22
Veal'		
Good veal, 40 to 80 lbs., hind quarters		0 27

Weekly Market Reports by Wire

Statements from Buying Centres, East and West

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax, N.S., Sept. 27. Butter, cheese and egg merchants report prices very unsteady. Cheese is quoted at 23c., creamery butter at 48c., dairy butter at 36c., and eggs are selling at 43c. The season for pears, peaches and plums is over. Annapolis Valley apples are plentiful and the quality is good. Smoked hams and bacon are lower. Breakfast bacon is quoted at 33c. per lb., while hams are bringing 31c. to 35c. per lb., according to the size.

Flour, No. 1 patents, bbl.		11 00
Cornmeal, bags		2 50
Rolled oats, per bag		3 95
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.		10 00
Sugar, standard, gran.		8 95
Do., No. 1, yellow		8 45
Molasses, gal.		0 65
Cheese, Ont., twins		0 23
Eggs, fresh, doz.		0 43
Lard, compound		0 16
Do. pure, lb.		0 22
American clear pork, bbl.		34 00
Tomatoes, 2½s, stan., doz.		2 10
Breakfast bacon		0 33
Hams, aver. 9-12 lbs.		0 35
Do., aver., 12-18 lbs.		0 35
Do., aver. 18-25 lbs.		0 31
Roll bacon		0 25
Butter, creamery, lb.		0 48
Do., dairy		0 36
Raspberries, 2s Ont., doz.		4 00
Peaches, 2s, standard, doz.		3 35
Corn, 2s, standard doz		1 90
Peas, standard, doz.		1 95
Strawberries, 2s, Ont., doz.		4 00
Salmon, Red Spring, flats, cases		
Do., pinks		7 00
Do., Cohoes		14 00
Do., Chums		6 00
Evaporated apples, per lb.		0 15
Dried peaches, per lb.		0 22
Potatoes, Nat., 90-lb. bag		1 50
Onions, Jersey		4 50
Onions, Spanish		5 00
Beans, white		4 50
Do., yellow eye		7 25
Bananas, lb.	0 09	0 10
Lemons, Ca.		15 00
Oranges, all sizes		9 00
Grapefruit, Florida, case		9 50
Do., Jamaica	7 00	7 50
Oats, per bushel		0 75

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Alta., Sept 27.—B. C. sugar declined 50c per cwt. Large Ontario cheese is slightly easier at 24c. to 24½c. per lb. Lard is easier, 3s. being quoted at $12.30 to $12.60 per case. A car of comb honey has arrived and is meeting a good demand at $9.50 per case. Sockeye salmon is higher, halves quoted at $21.00 to $21.50 and ones at $19.80 to $21.50 per case. Bordeaux shelled walnuts, halves, are quoted at 70c. per lb. Canned raspberries, 2s., are slightly lower at $8.40 to $9.25. Local potatoes are selling at $28.00 to $30.00 per ton.

Beans—Ashcroft, per cwt.	5 50	6 00
Do., Kootenashi, per cwt.	5 75	6 25
Rolled oats, 80s		3 00
Rice, Siam	5 50	6 00
Japan, No. 1	7 50	8 00
Tapioca	7 00	7 50
Sago	7 00	7 50
Sugar, pure cane, gran., cwt.		10 17
Cheese, No. 1, Ont., large	0 24	0 24½
Alberta cheese, twins		0 25½
Do., large		0 24½
Butter, creamery, lb.		0 37
Do., dairy, lb.	0 25	0 30
Lard, pure 3s	12 30	12 60
Eggs, new laid, local, case	11 00	11 50
Tomatoes, 2½s	4 00	4 35
Lemons, case		12 50
Corn, 2s, standard case	3 50	3 85
Peas, 2s, standard case	4 20	4 30
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye ½s, case	21 00	21 50
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	8 40	9 25
Gooseberries, 2s		11 30
Cherries, 2s, red, pitted	9 00	9 50
B. C. Tomatoes, 4-bas. crate, ea.		2 75
Apples, evaporated, lb.		0 19
Do., 25s, lb.		0 19½
Pineapples, Hawaiin, sliced 2's	6 90	7 00
Peaches, evaporated, lb.	0 16	0 18
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 10	0 10*
Do., 70-80s	0 11½	0 12½
Potatoes, local, per ton	28 00	30 00

The Seal of Quality

FOLLOW this sign and you will always be assured of products which give satisfaction, and which will stimulate and hold trade, also keep your customers loyal to your store, for they will know that you handle and sell

Davies Quality Foods

Prepared under the supervision of inspectors appointed by the Government at Ottawa gives you the added assurance of absolute good product, free from infection.

Try some of these high-grade quality lines, which have already assisted in building up trade for numerous dealers throughout Canada.

Peerless Brand Cooked Hams
" " Bologna
" " Pickles
" " Roast Pork
" " Shortening
Dialstone " Smoked Meats

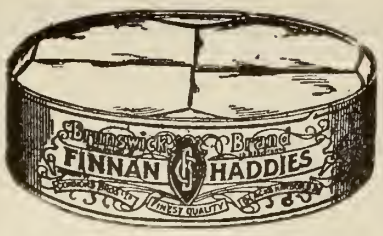
These are only a few of the Quality lines we offer you, full range of products and prices given upon request.

Our sales staff is at your disposal, and we solicit your enquiries and orders. Special attention given to orders received by mail.

Write for our prices, or, if our salesman is in your vicinity we will have him call.

THE WILLIAM DAVIES COMPANY LIMITED
Toronto

Montreal **Sydney, N.S.** **Hamilton**



Speedy turnovers are a certainty when you sell

BRUNSWICK BRAND

(Ready-to-Serve)

CANNED SEA FOODS

Unusually fine flavor, low price and high standard quality—these are the three big reasons why BRUNSWICK BRAND SEA FOODS are such popular sellers from coast to coast. The excellent profit margin they offer and the speedy rate at which they turn over has made them a selling proposition of such high order that few grocers can afford to ignore.

Nothing is left undone in the preparation of these choice sea foods from the time they leave the clear cool depths, that would tend to make these wholesome products leaders in their respective lines. Being ready cooked before leaving our factory they are ready to serve on opening the tin. Try a sample order. Our lines include ¼ Oil Sardines, Kippered Herring, Herring in Tomato Sauce, Finnan Haddies (oval and round tins) and Clams.

Connors Bros., Limited

BLACK'S HARBOR, N. B.

Winnipeg Representatives:

Chas. Duncan & Son, Winnipeg, Man.

"Thousands of Customers"

"Gunns yellow and blue
Is a guide for you."

Thousands of people sampled Gunns Maple Leaf Brand Pork Sausages at the Canadian National Exhibition. The many favorable comments indicate that these thousands will be customers for this new line.

Maple Leaf Pork Sausages will keep indefinitely in the tin and can be served either hot or cold. They appeal strongly to the housewife because they can be kept on hand to meet any emergency call that may arise. The convenience of the tin and the delicious flavor of this sausage will make the Maple Leaf Brand a quick, easy seller, bringing you quick, easy profits.

Place your order now

Phone Junc. 3400

Gunns LIMITED

West
Toronto

SAL SODA

—Saves Time in Wrapping and Weighing

Sell Arm and Hammer Brand Sal Soda in handy 2½ lb. cartons, 36 to the case, and do away with wrapping, weighing bulk Sal Soda. Arm and Hammer Brand is the highest grade Sal Soda you can buy and the handy container prevents deterioration and loss of strength.

CHURCH & DWIGHT, LIMITED
Montreal

LARD

There is a great deal of difference in the quality of lard and the quality depends a great deal on the making. We make good lard—the best you can buy and sell it in 60lb. and 20lb. wooden pails, 10, 5, and 3 tins and we also put it up in 1lb. cartons.

F. W. Fearman Co. LIMITED
"Star Brand" Hams and Bacon

HAMILTON

"SALTESEA" OYSTERS

We are the ORIGINAL packers of "SALTESEA" Oysters in glass jars, giving a clean, wholesome package to the consumer. The sea flavor is retained and the repeat orders from your trade will convince you that this is a line you cannot afford to be without.
On request we will send you a sample. Take it to your own home and prove without a doubt any claims we make are well founded.

Write TO-DAY.

The Oceanic Oyster Co., Limited.

MONTREAL, P. Q.

Bowser Curb Gasoline Pump

BOWSER ESTABLISHED 1885

Curb Gasoline and Oil Pumps

Bring You More Business

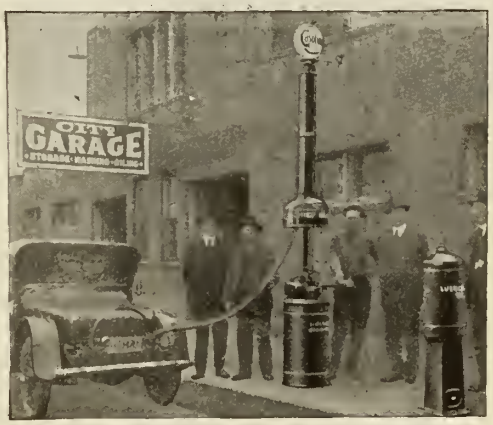
Now as never before, there is a great opportunity for progressive dealers to favorably and permanently establish their business in the minds of the autoist.

Get Your Share of Trade

Show the trade you are on the job, ready to serve them.

Bowser Gasoline and Oil Storage Pumps will catch the motorists' trade quicker than any other method you can use. Get this profitable trade coming to you for gasoline and oil. It will keep coming, until eventually you have their trade for parts and accessories.

There is a Bowser Outfit that will meet your needs and bring you profitable business.

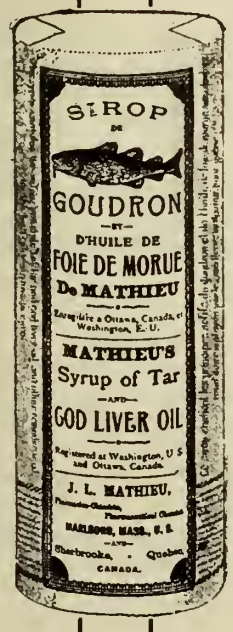


Bowser Curb Gasoline and Lubricating Oil Pumps

S. F. BOWSER CO., LIMITED

66-68 FRASER AVENUE TORONTO, CANADA

Branch Offices in all the Principal Cities of the World



You'll win appreciation as well as excellent profits if you recommend

MATHIEU'S SYRUP of TAR and COD LIVER OIL

Here is a mighty profitable side-line that you'll find an excellent seller during the Fall and Winter months. **Mathieu's Syrup of Tar and Cod Liver Oil** is not only a highly efficient cough cure but it also possesses tonic properties that will build up the system at the same time it cures the cold. Mathieu's Cough Remedy contains no injurious or habit-forming drugs and its reputation is nationally established. It pays to feature this side-line.

J. L. MATHIEU CO.

Proprietors

SHERBROOKE, QUEBEC

New Canadian Chestnuts

CALIFORNIA TOKAY GRAPES
PEARS PEACHES PRUNES
SWEET POTATOES ONIONS
ISLE OF PINES GRAPE FRUIT

All the fall lines arriving now and meeting with good demand.

Orders solicited.

White & Company
Front & Church St.
TORONTO

Stock Up With Canadian Malt Extract

Display our attractive 2½ lb. cans of Canadian Malt Extract, and watch how they sell. Each can makes from 5 to 7 gallons of fine beer, and is guaranteed pure and wholesome. Clear, time-proven instructions supplied free.

Write for agents' terms—good proposition—no license required to handle our product.

Canadian Malt Extract Co., Reg'd.
267 St. Urbain St. - - Montreal

INDEX TO ADVERTISERS

A

Acadia Sugar Refining Co.19

B

Bain & Co. Donald H. .. 8
Bodley Lt ., C. J. 15
Bowser & Co., Ltd. S. F. 45

C

Can. Malt Extract Co.. 46
Canada Barrels & Keg Ltd. 14
Church & Dwight Co. .. 43
Connecticut Oyster Co. .....Front Cover
City Dray Co., The 7
Clark Limited, W. 17
Clark D. W. 11
Connors Bros., Ltd. 42

D

Davies & Co. Wm. Ltd. 41
Dayton Scale Co., ... Back cover
Dom. Canners Ltd. 6

E

Eddy, E. B. Co. Ltd. .. 6
Escott Co. Ltd. W. H. .. 10
Estabrooks Co. Ltd. T. H. 19
Eureka Refrigerator Co. Ltd. 7

F

Fearman, F. W. Ltd. ... 43
Frost Moorman & Co. .. 11

G

Gosse Millerd Packing Co.20
Gunns Limited 43

H

Hamblin-Brereton 11
Hayne Co., John 47
Hanson Co. Ltd., J. H. . 12
Hull Oil Mfg. Co. 12
Harry Horne & Co. 18

I

Interlake Tissue Mills Co. Ltd. 14

L

Laing & Waters 11
Laporte Martin Ltee. ... 2
Lambe, W. G. A. & Co. 11
Langley Harris & Co. Ltd. 3
Lemon Bros. 7
Liberty Packing Co. .. 13
Loggie Sons & Co. 11

M

McLaughlan J. K. 11
Mickle, Geo. T. 11
Macdonald Reg., W. C. .. 4
Mann & Co., C. A. 11
Marsh Grape Juice Co. .. 16
Magor Son Co. 20
Maple Tree Producers Association, Ltd. 48
Mathieu J. L. & Co. Ltd. 45
Moore, R. M. & Co. 47

N

National Licorice Co. .. 16
New Brunswick Potato Exchange Co. 47

O

Oakey & Sons Ltd. Jno. . 12
Oceanic Oyster Co. 44
O'Donnell & Co., John J. 11
Oval Wood Dish Co. 16

P

Patrick & Co. W. G. 11
Pennock & Co. H. P. 9
Procter & Gamble Co. ....Inside Back Cover
Purnell & Panter 12

R

Red Rose Tea 19
Robertson Murphy Ltd. ....Inside Front Cover
Reliance Ink Co. 9
Ross Can Co. 47

S

Salada Tea Co 15
Scott-Bathgate Co., Ltd.. 10
Smith Hungerford Co. Ltd. 1
So-Clean Ltd. 47
Soper, E. N. & W. E. .. 11
St. Arnaud Fils Cie 12
Stevens Hepner Co. 15
Stickney & Poor Spice Co. 7
Stroyan, Dunwoody Co. . 8

T

Thompson Co. A. E. ... 10
Tippet & Co. Ltd. 12
Toronto Pottery Co. Ltd. 47
Toronto Salt Works .. 47
Trent Mfg. Co. 47

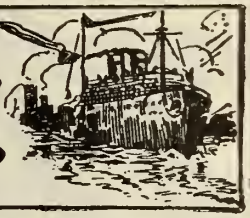
V

Victoria Paper & Twine Company 16

W

Watson & Truesdale 9
Ward, Joseph & Co. .. 14
White & Co. 46
White, Cottell's 47
Williams Storage Co. .. 9
Wiley, Frank H. 8

BUYERS' MARKET GUIDE
Latest Editorial Market News



GLASS JELLY JARS

9-oz. or ¾-lbs., $9.00 per Gross, including Screw Caps.
6-oz. or 1/3-pt., $6.00 per Gross. Fitted with Tin Top.
Gross to case. Order now for Jelly Season.

TORONTO POTTERY CO. LTD.
TEMPLE BUILDING - TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS, GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

GOOD CROP OF TEXAS PECANS

It is the general opinion around San Saba that its native pecan orchards this year will produce for shipping around 1,000,000 pounds, or one-third of the total of 1919. That does not mean that the crop is one-third normal. On the other hand, taking one year with another, 1,000,000 pounds for the San Saba territory would be a fair crop and perhaps larger than the average over a ten-year period. Along the Colorado River and its creek tributaries in Lampasas County it is expected that fairly large yields will result. The thrashing of trees will begin around October 1 and in some sections earlier. In the San Angelo country the crop will be shorter and the opinions of observers in the Brownwood country, also a claimant for pecan honors, are divided in their views. The damage inflicted by late freezes last spring can be approximated, but the work of the case bearers and pecan bud moth cannot be gauged until the thrashing begins.

GASOLINE MANTLES
FOR THE FINEST...BUY AN R-M
ASK FOR SAMPLES & PRICES
RECOGNIZED AS THE STANDARD MAKE
R.M. BAG
JUNIOR R-M-BAG
FOR LIGHTING SYSTEMS
FOR HANGING LAMPS AND LANTERNS
R.M. Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS

All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.

ROSS CAN CO. LIMITED,
Bowmanville, Ont.

BARRELS

For all purposes. The best package for exporting. I can make them to suit your goods.

JOHN HAYNE
Imperial Bldg.. SARNIA, ONT.

MAKE BUSINESS BETTER
By Boosting Your Business

Your Wants
are many here below. Use the Want Ad. page and get rid of a few of them.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

ADVERTISING BALLOONS
An attractive, inexpensive and efficient means of getting any kind of a message before the public.
Trade marks, special designs, and any wording can be imprinted.
Robertson & Murphy Limited
247 St. Paul St. West, Montreal

WANTED

WANTED—MAN SEEKS GOOD PROPOSITION, thorough, practical experience grocery, produce, wholesale and retail; wholesale preferred. Expert office man. Could invest small capital. Box 92, Canadian Grocer, 153 University Ave., Toronto, Ont.

YOUNG MAN WANTED AS MANAGER FOR dried fruit broker's office in Montreal. Give full particulars in first letter. Box 98, Canadian Grocer, 153 University Ave., Toronto, Ont.

Are Your Goods Selling in the Prairie Provinces

We have nine men regularly calling on the retail trade and shipping through Western Jobbers. Splendid trackage facilities and warehouse space. Good credit rating. Our men are now selling Red Cross Pickles, Burdicks Marmalade, O.U.G. Fruit products and some other smaller lines. We are looking for one other good kindred line on brokerage basis and can guarantee results.

Reynolds Moore & Bentz Limited,
109 Higgins Avenue,
Winnipeg, Manitoba

Opportunities are offered every week on this page.

Are you making use of them?

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the **Summer and Fall Trade**

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 95 King St., E., Toronto, Can. J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

—and they spend all their time in stores like yours!

These four men are typical of Procter & Gamble representatives. Such men as these are covering the entire country—going wherever mail is delivered.

They are spending all their time in stores like yours—learning how other grocers are solving problems—how other grocers are building business. They come to you not merely as salesmen, but as business helpers.

They do not wish to take orders from you unless you are going to sell the goods ordered. Therefore, it is a definite part of their work to cooperate with you to help you make sales.

Friendly men, deliberately interested in your success, because only when you are successful is it possible for them to succeed. They bring real facts, real business experience. They help you make your store connect up with Procter & Gamble national advertising too. "Talk it over" with the P & G man who calls on you.

The Procter & Gamble Distributing Co.

Of Canada, Ltd.

50 Bay St., Toronto, Ont.

Send mail orders to any wholesale grocer

DAYTON

International Business Machines
SPEED ACCURACY ECONOMY

TAKE UP THE SLACK IN YOUR PROFITS

—*the Dayton will help you!*

Immediately you place a Dayton Scale at every convenient point on your counters you begin to take up the slack in your profits.

A few months' use and the Daytons have paid for themselves.

Pennies make profits and profits make success. Watch the pennies and you insure your profits.

Dayton Scales make correct weights and correct cash values instantly visible. They banish the overweight and the underweight and become a medium of goodwill between merchant and customer.

INTERNATIONAL BUSINESS MACHINES CO., Limited

Frank E. Mutton, Vice-President and General Manager. HEAD OFFICE and FACTORY Royce and Campbell Avenues, Toronto.

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Halifax, St. Johns, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters

Featuring Opening of Fall Fish Season

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV PUBLICATION OFFICE: TORONTO, ONT., OCTOBER 7, 1921 No. 40

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.

SALES OFFICE:
202 Royal Bank Bldg.
TORONTO
H. R. PHIPPS, Sales Mgr.
Phone Adel. 3316

MONTREAL

Established 1888

SALES OFFICE:
806 Lindsay Bldg.
WINNIPEG
A. E. HANNA, Representative

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to anyone interested

Which is the *best* selling soap?

Ask any wholesale grocer's salesman

PALMOLIVE SOAP, made from soothing, healing olive and palm oils, is the best selling soap on the market.

Any wholesale grocer's salesman will assure you of the fact, and he will tell you that it sells so well because it is such a good soap and because it is *the best advertised toilet soap in the world.*

In the United States it holds all records for sales. In Canada it is making new records.

Why?

Because we are putting the most powerful, the widest and the most intensive advertising campaign behind PALMOLIVE SOAP in Canada ever used to further the sales of any soap.

Dominant space in Canadian magazines, newspapers, billboards; every medium to let the Canadian public know how good PALMOLIVE SOAP really is, is being used *that you may profit.*

It is only the enormous volume of our business that makes it possible for PALMOLIVE SOAP to be sold at its low price. With smaller production it could easily cost four times as much.

It is a profitable soap for you to sell. Ask the wholesale grocer's salesman for our special price list. It will show you how to make a bigger profit from this splendid soap.

THE PALMOLIVE COMPANY OF CANADA, Limited
TORONTO, ONT.

1412

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK

Now is the Time!

Your customers do more baking and candy making during Autumn days. And, bulk milk is not getting any cheaper or more plentiful as late fall closes in. Now is the time to get your customers cooking, baking, etc.—the ST. CHARLES way.

ST. CHARLES MILK improves favorite recipes, keeps fresh and convenient always. Recommend it and get your share of the fall business on ST. CHARLES MILK.

Then don't forget how handy ST. CHARLES Milk is to your customers who take long hikes into the bush during this season.

Borden's Reindeer Coffee and Cocoa are two other convenient, wholesome products that are essentials in most every hunter's kit.

It certainly pays to keep these Borden products well displayed during the Fall.

Ask us for free display material, recipe books, etc.
Make this your best ST. CHARLES season.

MONTREAL **The Borden Co. Limited** VANCOUVER

THE "QUALITY" THAT SELLS

CLARK'S Prepared Foods

Corned Beef

Roast Beef

English Brawn

Irish Stew

Ox Tongue

Lunch Tongue

Pork and Beans

Soups (13 kinds)

Potted Meats

Cambridge Sausage

Veal Loaf

Beef Loaf

Tongue, Ham and Veal, Canadian Boiled Dinner, Sliced Smoked Beef

Tomato Ketchup, Peanut Butter, Table Syrup

Spaghetti with Tomato Sauce and Cheese

And other good things

Made in Canada---By a Strictly Canadian Company

Sell Clark's — Make Satisfied Customers — Increase Your Business

W. CLARK, LIMITED

Montreal

Laitova Lemon Cheese

"The daily spread
For children's bread"

The food that is all nutriment.

The food that has become an essential part of the daily fare, in hundreds of thousands of British and Canadian homes.

MANUFACTURED BY

SUTCLIFFE & BINGHAM LTD.

Toronto, Ont. **Manchester, Eng.**

DISTRIBUTED IN CANADA BY

LANGLEY, HARRIS & COMPANY, LIMITED

Winnipeg TORONTO Montreal

From whom prices and particulars can be obtained

This Advertisement Heralds the Opening of Another Epoch in the Sales History of

Lea & Perrins

The Original of all "Worcestershire Sauce"

We take pleasure in announcing that a substantial reduction in the price of this World-Famous product takes effect this week.

THIS means to you, Mr. Retailer, at least two things: (1) A still greater popularity and demand for Lea & Perrins' among those customers who have always insisted upon securing "the **original,** and no other!" (2) A breaking down of sales resistance among those who have not previously realized that the value of Lea & Perrins' lies above and beyond whatever its price may be.

Vastly increased sales of Lea & Perrins' are assured every Dealer who uses this situation to the full. We urge that you replenish your stock—make a counter or window display—and suggest to your customers "How about some Lea and Perrins'? It's lower in price now, you know."

HAROLD SEDDON

Canadian Agent

C. P. R. Building, TORONTO

Dealers Everywhere

have written us commenting on the repeat sales they have had with our new polish. Their customers always come back for more. We have received hundreds of such testimonials, which go to prove that once the housewife has tried Liquid Veneer Mop Polish, nothing else will do. The way it will renew any dusting mop, the wonderful manner in which it transforms dirty, dull, scratched floors, to their original beauty and finish, is a revelation.

LIQUID VENEER MOP POLISH

Goes Twice as Far

You can offer it to your trade with our strong money back guarantee. If it is not entirely satisfactory in every way, they may return what they do not use and you are authorized to refund the purchase price. We in turn, will reimburse you for any so returned.

Our big fall advertising campaign is greatly increasing the demand. Be sure you get your share of the handsome profits.

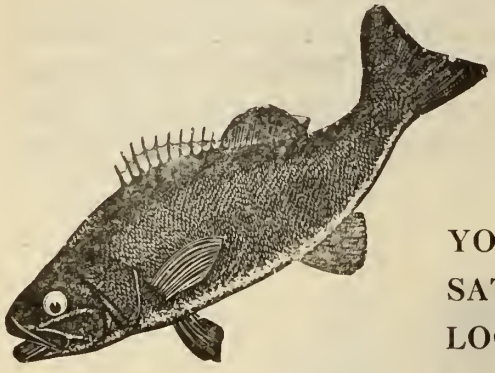
And don't forget the Liquid Veneer Mop, with the removable swab for washing, full yarn centre, extra long, adjustable handle and many other exclusive features. It sells on sight.

Ask your jobber or write us for full particulars regarding Liquid Veneer Products.

BUFFALO SPECIALTY COMPANY

BRIDGEBURG, ONTARIO

QUALITY IS OUR WATCHWORD



FISH!

YOU WILL BE WELL PAID IN PROFITS AND SATISFIED CUSTOMERS IF YOU LET US LOOK AFTER YOUR REQUIREMENTS

FRESH -- FROZEN -- SMOKED
DRIED -- SALTED -- PICKLED

The demand right now is good for Smoked Fish, such as Finnan Haddies, Fillets, Kippers, Ciscoes, Bloaters, etc. Why not order a few boxes to-day and get your share of the business?

Fish is a profitable line to handle, and if given a little attention—properly displayed and advertised, you will be surprised how well it will pay you.

WRITE FOR WEEKLY PRICE LIST

"WHITCO BRAND"
SOLID MEAT OYSTERS

IN GLASS JARS OR BULK

We handle Northern Grown Oysters exclusively as they hold up and are much superior in every way to the cheaper priced Southern stock. Make no mistake, buy the best and secure the Oyster trade of your locality. The public want GOOD OYSTERS and are glad to know where they can get them.

WHITE AND CO. LIMITED

Wholesale Fruit and Fish Distributors

Church and Front Sts., Toronto

Canada's largest receivers and distributors of fish of all kinds

OYSTER SEASON
is NOW ON

Selected in Glass Jars--in Cans of 1-3-5 Gals. each--
In the Shell--Malpeques, Boudouche, etc. Try a barrel.

You'll never need worry about timely deliveries, the quality of fish, oysters, etc., if you try Hatton Service. When you place your orders with us you can always be ***sure*** of three things, highest quality fish, the lowest price and rapid deliveries. The frozen fish season will soon be at its height. Make this one a real event in your store. Write us for price list today.

Order Your Requirements Always from the Old Reliable Headquarters

D. HATTON COMPANY

MONTREAL ESTABLISHED 1874

Constructive Values

Oysters enjoy the favor of the consuming public, not on account of price, but through their appeal as a palatable food that has an appreciable food value. Oysters are eaten largely for the joy they give.

Price alone never sold oysters and never will.

Prompted by such knowledge we have confined our operations to the very best Northern grown oysters produced with very satisfactory results.

You are anxious to build on a strong foundation. In dealing with us you have the many benefits of trading with an exclusive oyster house. We give our entire time and ability to the one thing we know best.

CONNECTICUT OYSTER CO., LIMITED

"Canada's Exclusive Oyster House"

50 JARVIS STREET, TORONTO

"Each Grocer Must Have A Well Founded Opinion"

says prominent grocer

"The very fact that a woman is a regular customer of any grocer indicates," says Mr. E. McTaggart of J. McTaggart & Son, Vancouver, "that she respects the judgment of that grocer and looks upon him as more or less of an authority on matters of food. It is all the more necessary therefore that each grocer inform himself as to the merit of every article he handles.

"In the case of pink salmon for instance: I read that the pink salmon is a distinct species of salmon. Not a faded sockeye, nor a large cohoe, but an excellent and individual member of the salmon family. I read that the pink salmon caught in the icy northern waters have a warmer color and a firmer texture. The 'Kiltie' pink salmon that I have displayed in the window shown is caught up around the Queen Charlotte Islands and is attractive in color, delicate in flavor, free from excess of oil, and firm. Of this I have satisfied myself at my own table and can truthfully tell my customers that I esteem the 'Kiltie' pink almost as highly as sockeye. And even in giving first place to sockeye I believe I am humoring my eye more than my palate.

"Let him be satisfied that any article has abundant merit, and that the price is reasonable and the profit fair, and THE RETAILER IS THE SUPREME LINK IN THE CHAIN OF DISTRIBUTION," said Mr. E. McTaggart.

We value Mr. McTaggart's opinion very highly; and would be pleased to have the personal opinion of retail grocery merchants throughout the Dominion.

The Wallace Fisheries Limited, Vancouver, B.C.

"We Are Fishing For Your Business"

Smoked Fish Daily, Direct From Our Smoke Houses

Fresh Fish Every Day in the Year
Prepared and Salted Fish
Frozen Fish in Season
Fresh Bulk and Shell Oysters

Smoked Haddies, Fillets, Kippers,
Bloaters, Fresh, Frozen, Dried and Pickled Fish.

Order from your dealer or direct from

LEONARD FISHERIES, LIMITED

Branches:
Canso, N.S.
Halifax, N.S.
St. John, N.B.
Port Hawkesbury, N.S.

PRODUCERS, PACKERS, CURERS AND DISTRIBUTORS
4 Long Distance Telephones
Head Office--
Youville Square, MONTREAL

Branches:
Montreal, P.Q.
Ingonish, N.S.
Grand River, P.Q.
North Sydney, N.S.

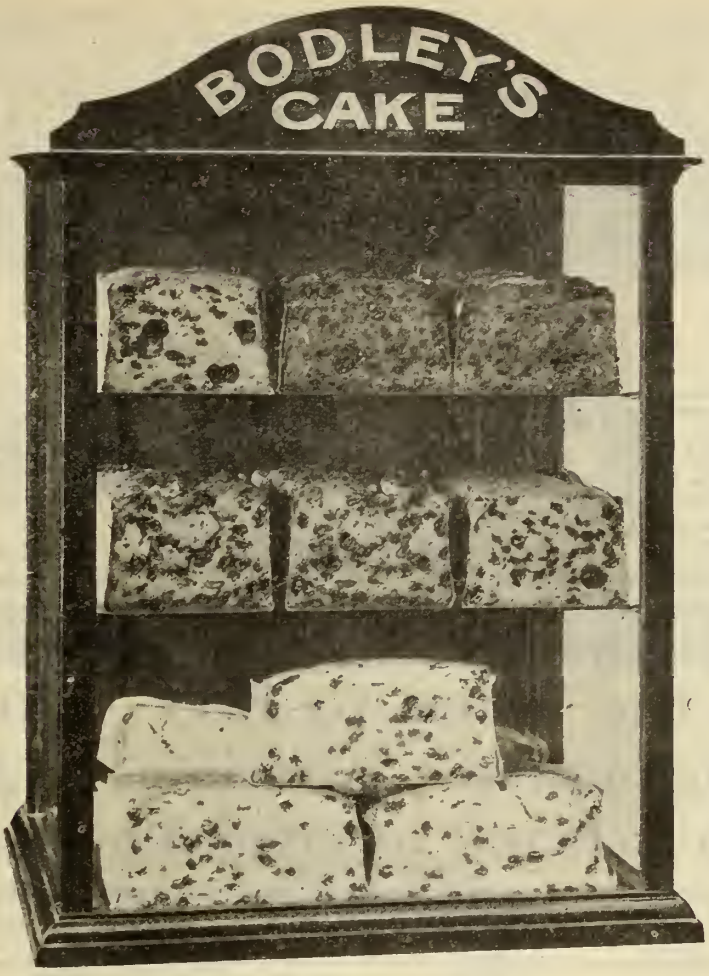
Sell the Sardines that you know will always repeat

KING OSCAR SARDINES

Once you introduce these unusually fine flavored sardines to your customers you can rest assured they'll insist on them in the future. **King Oscar Sardines** are hygienically packed from the finest carefully selected Norwegian caught bristlings in pure olive oil and their high standard quality is uniformly maintained year in and year out. Order a trial supply and test them out on those exacting customers of yours. Your wholesaler can supply you.

Canadian Agents:

John W. Bickle & Greening
Hamilton, Ontario



Bodley's attractive display cases will be furnished retailers at cost. Ask about them.

In ***Quality, Flavor*** *and* ***Appearance*** *you'll find it hard to equal*

BODLEY'S RICH FRUIT CAKE

The tempting appearance of **Bodley's** rich Fruit Cakes when displayed in an attractive **Bodley** display case like the one above will form an irresistible selling appeal to most of your customers.

And Bodley's cakes are of such remarkably fine flavor that once your customers try them you'll never have to waste selling talk in the future.

Try a sample order if you've never before sold these "different" fruit cakes—note their rich appearance and taste them yourself, then you'll understand why so many of Canada's leading grocers feature them.

C. J. Bodley, Limited

TORONTO

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Now is the Time to Buy—don't wait.
Consult these Advertising Pages.
Our Advertisers will *save* you Money—buy now.

DONALD H. BAIN CO.

CANADIAN BRANCHES:
Winnipeg (Head Office) Manitoba
Saskatoon—Regina Saskatchewan
Calgary—Edmonton Alberta
Vancouver British Columbia
Montreal, Quebec
Great Britain
London, England

Wholesale
Commission Merchants
Brokers
Importers and Exporters

Cable Address—All Branches
"DONBAIN"

CODES:
A.B.C., 4th and 5th Editions
Armsby 1911, Western Union and Bentleys

We have splendid warehouses, storage and trackage facilities at all jobbing points at reasonable rates. May we solicit your consignments?

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBU-
TION

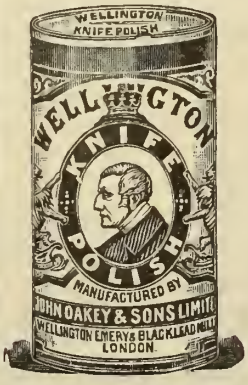
Triangle Sanitary

CANADIAN NASHUA PAPER CO. LTD — SERVICE PRODUCTION QUALITY — TRADE MARK — PETERBOROUGH ONT.

Waxed Paper

A Quality line, which Quality Wholesale Grocers will want to handle. Our Prices are competitive and Service unexcelled.
Enquiries Solicited

CANADIAN NASHUA PAPER CO.
LIMITED
Peterborough - Ont.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Personal Marketing Service

The **"House of Scott-Bathgate"** offers manufacturers who are desirous of successfully placing their products in the rich Western field a personal selling organization with an 18-year-old reputation for producing big results.

We have successfully placed such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies and we can do the same for yours. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE

WINNIPEG, MAN.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
Fort William, Ont.

RELIANCE

Water-Glass
Castor Oil
Glycerine
Sewing Machine Oil
Carbolic Acid (10%)
Ink, Mucilage

Order from your jobber or write us

RELIANCE INK CO., LTD., WINNIPEG

½ million buyers see an advertisement similar to this every week. Display the Tea.
The Codville Company Ltd.

5

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

Merchandise Brokers — Manufacturers Agents
WE COVER CANADA
LOGGIE, SONS & CO.
32 Front TORONTO — St. West CANADA

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

D. W. Clark & Sons
248 Avenue Road
TORONTO

Grocery Brokers and Commission Agents

We invite correspondence from Domestic or Foreign manufacturers who desire to secure proper distribution.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

LAING AND WATERS
Manufacturers Agents & Grocery Brokers
28 Wellington St. East
TORONTO
Desire correspondence with manufacturers unrepresented in this district.

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Say you saw it in
CANADIAN GROCER
it will help to identify you

J. R. Wilson & Company
BROKERS
EXPORTERS IMPORTERS
Dried Fruits--Food Products
27 Wellington Street, East
TORONTO, CANADA

Standard Goods Win Abiding Trade

Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA.

TELEPHONE MAIN 7143

ST. ARNAUD FILS CIE.

GROCERY BROKERS

Importateurs & Exportateur — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

GEO. D. LACHAINE

Manufacturers' Agent and Commission Broker Representing:

The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N. S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P. Q.
Over 30 years in Business. Best references and Connections.

18 Dalhousie Street, QUEBEC.

TIPPET & CO., LIMITED

Importers and Manufacturers' Agents

8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

Be Sure You Ask Your Jobber for

Dominion Spring Clothes Pins

Manufactured by

The J. H. Hanson Co., Ltd.
MONTREAL

B. & S. H. THOMPSON & CO.

LIMITED

Head MONTREAL Office

Agents for Canada for the HOMCO Products, including Hard and Soft Soaps, Soap Chips, Salad Oils, Compound Lard, Castor Oils, Sanctuary Oil, etc.

ENQUIRIES INVITED

The

CROWN

Trade-Mark

on a bag of white beans is a guarantee of their uniform size and choice quality

Only the very finest hand-picked Canadian White Beans go into bags marked

CROWN BRAND

For your own protection insist upon having this line of known quality.

BRAND

G. T. MICKLE - Ridgetown Ont.

MAPLE SUGAR

I solicit your orders for pure Maple Sugar. 35 years experience as wholesale dealer. Open for agencies of all kinds.

Agent for Messrs. E.B. Eddy Co., Ltd., Hull; Gunns Ltd., Toronto; St. Lawrence Starch Co., and several others.

Hardware Expert. Correspondence solicited if interested.

Warehouse capacity, 10,000 feet floor space. Best spot in town on Main Street.

JOS. EMOND

24 Rue St. Joseph, Quebec, P. Q.

The Advertisers would like to know where you saw their advertisements—tell them.

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

WE OFFER

Virgin Territory

With —No Mail-Order Competition
—Back to Normal Prices
—Quick Turnover

Sounds like opportunity, does it not?

Our Weekly Bulletin opens this wide field for you. Get on our mailing list.

Nine families in ten, because of lack of opportunity, never have fish or oysters on their table.

No mail-order cut-throat competition to bother.

You, yourself, have probably never tasted or sold a "Salmon Snack," the most delectable morsel ever offered the Canadian public.

What an opportunity!

You have always thought of our goods as "highly perishable." Let us say, emphatically, that this is incorrect.

"JAMES COMPANY" has inaugurated every worth-while improvement in fish distribution in the last 25 years. And we are still in high gear, with the machinery well oiled.

The F. T. JAMES CO. Limited

Fish Food Specialists—TORONTO

Your Protection **Fish and Oysters**

BEACON BRAND

MASTER MASON
PLUG SMOKING
"It's good Tobacco"
MASTER MASON
MASTER MASON
THE man who smokes the big plug has reasons aplenty, aside from the real pipe enjoyment he gets from Master Mason. There is no waste: there's no loss of flavor: and there's the satisfying economy. For the big Master Mason plug is high quality tobacco at the rock bottom price.
The Big Plug 20¢

MASTER MASON
PLUG SMOKING

You Couldn't Do Better

than stock up now on MASTER MASON Plug Smoking. More and more men are realizing the ***extra value*** they get for their money in the Big Plug of MASTER MASON. The demand created by our extensive advertising campaign is bringing thousands of dollars' worth of extra business to Canadian Retailers. Are you one of those who are benefiting from this increased demand? If not, put in a stock of MASTER MASON—display it in your store—push its sale whenever you can. There's more money for you in **Master Mason.**

ROCK CITY TOBACCO CO., LIMITED

QUEBEC CANADA

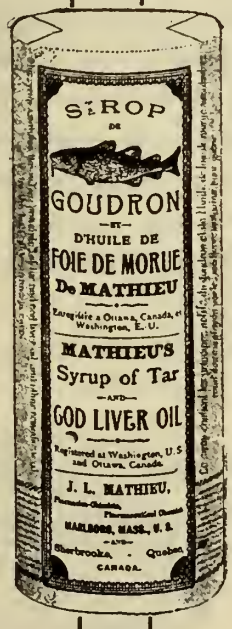
"SALADA"

Sales INCREASED over 600 Tons in Thirty-four weeks.

Do these figures mean better Tea business for you, or do good customers have to go elsewhere to get "Salada"?

Wise Merchants are reaping the benefit of the **Tremendously Increased Demand** for "Salada" and always have a full, fresh stock. Return any old stock of "Salada"—Collect.

SALADA TEA COMPANY OF CANADA, LIMITED



You'll win appreciation as well as excellent profits if you recommend

MATHIEU'S SYRUP of TAR and COD LIVER OIL

Here is a mighty profitable side-line that you'll find an excellent seller during the Fall and Winter months. **Mathieu's Syrup of Tar and Cod Liver Oil** is not only a highly efficient cough cure but it also possesses tonic properties that will build up the system at the same time it cures the cold. Mathieu's Cough Remedy contains no injurious or habit-forming drugs and its reputation is nationally established. It pays to feature this side-line.

J. L. MATHIEU CO.

Proprietors

SHERBROOKE, QUEBEC

Standard Goods Make Standard Stores

Order by Name Say Stickney & Poor's

Say STICKNEY & POOR'S Mustard

TO YOUR JOBBER

When you "order by name," Mr. Grocer, you are sure of getting goods that will please your most exacting customer.

Stickney & Poor's Products have maintained their supremacy for more than a century, because of their high quality and dependability.

Always keep a good stock of S. & P. Prepared Mustard on hand. Once used always used.

Your co-operating servant,
"MUSTARD-POT."

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

Eureka Refrigeration Equipment

Any man may get old before his time through too much worry. Worry is a health wrecker. Get rid of as much worry as possible. We can help you do it by installing a Eureka Refrigerator in your store.

Once this is done you will go around with a large smile — showing that you have eliminated all worry from your refrigeration problems.

You can't beat it!

The Eureka Refrigerator is your one best buy. You need it. Don't put off installing the means of getting the most out of your business and removing one of your greatest business worries.

We have a complete stock of all Grocers' models ready for immediate shipment. Write for literature and prices.

Eureka Refrigerator Co., Ltd.
Head Office and Factories:
OWEN SOUND, ONTARIO

Features of INTERLAKE Toilet Papers

The leading features of the Interlake line of Toilet Papers are consistent quality; uniform rolls well perforated; freedom from impurities; softness and absorbency of texture; attractive labels; fair prices and an actual demand.

Write for free sample carton containing six rolls of our standard brands.

The Interlake Tissue Mills Co., Limited

Also Manufacturers of Paper Towels Napkins, and other paper specialties.

Head office: 54 University Ave., Toronto
Branch: Montreal, Que.
Mills at Merritton

Mr. Grocer:—

You are losing trade by the present unemployment---help remedy this by insisting on "Made-in-Canada" goods.

Nonsuch Liquid Stove dressing is "Made-in-Canada," and has the largest sale of any stove dressing on the market.

Order a case to-day.

Selling Agents for Manitoba, Saskatchewan and Alberta.
STROYAN, DUNWOODY CO., Confederation Life Bldg., Winnipeg.

Agents for British Columbia
QUELCH & STERLING
Vancouver, B. C.

The Nonsuch Mfg. Co., Ltd. Toronto, Can.

Red Rose Ads. bring people to your store: Red Rose Tea brings 'em back again for more.

THIS is the style Red Rose Tea Ads. now running in the newspapers —this the Tea your customers will ask for—in the sealed wax-board package that protects the quality and keeps the tea always fresh and good.

A Window Display would help your Sales.

QUALITY! YES! With fine smacking flavor. You must try it!

FLORIDA GRAPE FRUIT
CAPE COD CRANBERRIES

These two New Lines are now on the Market also our First Car

British Columbia McIntosh Apples

The King of Table Apples

Oranges, California Lemons, Tokay Grapes, Etc.

WHITE & CO., Limited
TORONTO

Storage and Distribution
Winnipeg

Insurance 30c

We operate the largest fleet of motor trucks in

Western Canada

Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

The City Dray Company
LIMITED

Frost and Wood Building,
Cor. Pacific and Princess Streets.

Track P. 18 **Winnipeg**

First in Quality and Dependability

Your most particular women customers will appreciate its real high quality as a blueing. It has a great reputation on the market.

Every grocer wishing to keep up his sales record should never be without KEEN'S OXFORD BLUE.

It will satisfy every purchaser.

Magor, Son & Co., Limited

191 St. Paul Street, W.
MONTREAL

30 Church Street
TORONTO

PURITY OATS

The Empire's Breakfast

PURITY OATS ARE DIFFERENT

PURITY OATS ARE INFINITELY BETTER

EVERY GROCER SHOULD LINK UP WITH OUR COMING ADVERTISING CAMPAIGN

Western Canada Flour Mills Company, Limited

TORONTO WINNIPEG

CANADIAN GROCER

VOL. XXXV TORONTO, OCTOBER 7, 1921 No. 40

Styled "National Food Distributors"

Similar Organization to That of the Consumers' Association, of Windsor, Ont., Which Was Put Out of Business Through an Order of the Board of Commerce, is now operating in the States—Offers Certain "Leaders" at Ridiculously Low Prices in Order to Get Business

WHAT appears to be a similar organization as that of the Consumers' Association of Windsor, Ont., is that now operating in the United States, chiefly in Detroit and St. Louis, under the caption of the "National Food Distributors". It will be remembered that a little over a year and a half ago, the operations of the Consumers' Association of Windsor, Ont., were brought to a close through an order of the Board of Commerce. This organization, it was alleged at the time, was using sugar as a bait to induce purchasers of other groceries, higher in price than regular quotations, quality considered. The sugar was advertised at a price considerably below wholesale. When an order for sugar was received, the firm, it was shown, only filled a part of it, proposing to send the balance with the next order.

Small Order Grocers

The "National Food Distributors", it appears, from an article in the Interstate Grocer, has been operating along somewhat the same lines. This organization styles themselves "small order grocers", with headquarters in Detroit, but recently have extended their business to the City of St. Louis. Referring to the operations of the National Food Distributors, the Interstate Grocer says:—

A Special Trial Order

"Instead of soliciting orders by mail from Detroit, which would make them an interstate transaction, they have established in St. Louis offices in charge of D. Brown, the local manager, and Brown directs a force of about ten women solicitors who canvass from house to house for a special trial order, consisting of fourteen items with an alleged "wholesale price" of $2.99 to the consumer.

A glance at the following "special trial order" will interest the trade and will speak for itself:

4 lbs. Best Granulated Sugar at 4 cents	.16
1 Can Campbell's Soup, Tomato or Vegetable	.05
1 lb. Best Coffee, ground or unground	.34
1 Large Can Baking Powder	.34
1 lb. Tea	.34
1 Bar Fels Naptha Soap	.03
1 lb. Cocoa	.34
1 Package Kellogg Corn Flakes	.05
1 Bottle Extract, Lemon or Vanilla	.34
1 Package Uneeda Biscuits	.03
1 Tall Jar Preserves	.34
1 Package Quaker Corn Meal, White or Yellow	.05
1 Package Shredded Cocoanut	.29
1 Package Black Pepper	.29
	$2.99

The statement is printed on the order slip, which the customer signs, that this order is "approximately $4.50" but "our wholesale price to you" is $2.99, an approximate saving of $1.51.

Large Quantity Discounts

The operators of the Consumers' Association in Canada, made their appeal largely to the confidence of the customer. With much announcement of how retail grocers were profiteering, they represented themselves as giving particular thought to the difficulties of the cosumer, and the alleged advantages of an enormous buying field. They charge $2.00 membership for the privilege of belonging to the organization. The National Food Distributors explain their ability to sell at such low prices in the same manner, that is to their tremendous buying powers, and also to large quantity discounts off list. The manager in St. Louis made the statement that their discounts amounted to more than what 300 grocers bought, and these discounts enabled them to sell so low. It was also claimed that this organization manufactured some of the commodities like baking powder and extracts. He admitted that 4 cent sugar and 5 cent Campbell's soups, as well as one or two other items were leaders, but remarked that there was some profit in the bulk goods to offset these losses, and the concern hoped to have considerable repeat business.

No Real Mail Orders

Where the mail order part of the scheme comes in, in the case of the National Food Distributors, it is hard to see, since the entire transaction is opened and closed at the door of the consumer, between buyer and seller. When the buyer signs the order sheet she pays 50 cents down as a required deposit on all "initial orders." This 50 cents, it is claimed, is not commission paid to the canvasser, as the canvassers work on a salary and commission. The order is presumably taken up by the canvasser and turned into the local manager, who fills it from a warehouse and delivers it by truck to the buyer's residence. Apparently no part of the transaction is done by mail as far as that term is generally used.

The Windsor Consumers' Association appointed agents in a great many cities and towns in Canada, and used small condensed advertisements in the newspapers, to attract the attention of the people. These agents accepted memberships from people, charging two dollars, retaining $1.60, and sending forward to the head office in Windsor, the balance of 40 cents. Orders were presumably filled from Windsor, but when orders for sugar came in, only part was filled, the balance being promised with the next order. This association traded under different names, and on more than one occasion was refused the privilege of the mails. It was finally put out of business by the order of the Board of Commerce.

Another Decline of 25 Cents Per Cwt. in Sugar is Reported

Second Reduction in a Week, the Result of the Weaker and Lower Prices in the Raw Markets—All American Sugars Also On a Lower Basis

ANOTHER reduction of 25c. per hundredweight is announced in the price of refined sugar, bringing the Montreal basis to $8.25. This is the result of the weaker and lower prices in the raw market that have been prevailing for some time past. All American refiners are also selling on a lower basis of $5.50.

Since our last report there have been interesting developments in the raw sugar situation. On the 27th. ult. the Cuban Finance Committee reduced their prices from 3.25c c & f to 2⅝c c. & f., New York. Although it will be remembered that three days prior, they announced that they had no intention of reducing their prices. Since the reduction in prices, considerable business has transpired and on the same day that the reduction was announced some 12,900 tons were sold to American refiners at the reduced basis. Of equal significance was the report that the Cuban Committee had sold the balance of the 1919-20 crop, said to be 16,666 tons, at 12½c. c. & f. New York, distributed between three refiners.

It is also reported that Canadian refiners have recently purchased 12,000 tons of San Domingo sugars at 2.30c. f. o. b. San Domingo, said to be the balance of the crop which practically removes that country from competition. Sales of free sugars have continued throughout the week both of Porto Ricos and Philippines at 4⅛c. c. i. f., while one lot of 600 tons Venezuela full duty sugars at 2.40c to American refiners.

Now that the bulk of uncontrolled sugars have been reduced to a small compass, it is expected that attention will be concentrated on Cubas of which over 1,200,000 tons of 1920-21 crop are on hand in the Island.

Oyster Outlook for Future Is Not of the Brightest

Unless Means Are Taken to Protect the Oyster Beds, in a Few Years Oysters will be a Scarce Article—Ample Supply for Immediate Season

APPARENTLY unless means are taken to protect the oyster beds, in a few years' time, oysters will be a scarce article. It appears that it takes oysters four years to grow of sufficient size to market but for several years past something has happened to the spawn and at the present time there is little young stock coming along. In discussing this point with T. J. McKey, Toronto, manager for the Connecticut Oyster Co. Ltd., Canadian Grocer was informed that: "So far as the immediate season is concerned there is ample supply in the North, but unless this supply is husbanded there will be little or nothing in another year or two. The trouble has been that the spawn has not proved fertile for the last eight years that is to any appreciable extent. There was a little set last year but really of no acount and there was a little set in a few spots this year. After the spawn fertilizes and attaches itself to the hard materials, such as stones and shells, on the bottom of the ocean, it is termed "set."

"Ordinarily oysters are marketed at four years of age. We are now using oysters that are seven years old. This means that oysters will be large and the quality will be good. The difficulty is that there is little or no young stock coming along to replace that which is being taken from the beds, in other words a steady depletion of the grounds. Prices are slightly lower than a year ago but there are only a few producers who have oysters in sufficient quantities to run them through the season."

Restrictions On the Sale Of Acetic Acid

Canadian Grocer is in receipt of a letter from A. Plowright, secretary of the United Vinegar Brewers, London, England, inquiring about the restrictions recently placed on sale of acetic acid, sold in competition with genuine brewed vinegar. In part he writes: "In this country we have no legal restriction of the kind, and there is no law to prevent acetic acid being sold as table vinegar, wood vinegar, etc., and as secretary of the above association, which is composed of brewers of malt vinegar only, I am collecting evidence of what is done in all other English speaking countries in this connection. Acetic acid is not sold as vinegar by shops of any repute in this country, but there is a lot of it sold by itinerant hucksters from door to door in the poorer parts of our large towns."

The Dominion of Canada Act in regard to the sale of acetic acid as a substitute for vinegar says:

"Acetic acid may only be sold under the name of acetic acid, and no manufacturer, vendor or other dealer in the same shall be permitted to sell or offer for sale acetic acid under the name of or as a substitute for vinegar.

"Every person who violates the provisions of the last preceding section shall incur a penalty of not less than two hundred dollars, and all acetic acid found on the premises wherein any such offence is committed shall be forfeited to the Crown and shall be seized by any officer of Inland Revenue and dealt with accordingly."

Grocery Supply Service, Ltd., Is New Organization

Letters patent have been granted, under the Ontario Companies Act, to the Grocery Supply Service Limited, for the following purpose and objects, that is, to buy, sell and deal in wholesale or retail groceries. This new company is capitalized at $75,000, divided into 15,000 shares of five dollars each. The head office of the company is in the City of Toronto.

The Gordon Store Ltd.

A new company has also been granted letters patent, to trade under the name of the Gordon Store Limited, in the city of Chatham, Ont. The new company will carry on the business of a wholesale and retail merchant and a departmental store, and to manufacture, buy, sell and deal in goods, wares and merchandise of all descriptions. The company is capitalized at $100,000.

Amherstburg Co-operative

The Amherstburg Farmers' Co-operative, Limited, has recently been incorporated for the purpose of co-operatively buying, selling, and dealing in goods, wares and merchandise, and to erect, buy, sell, rent and control real estate, buildings, machinery and other materials needed in the business, and to advance the educational and social condition of the members. The new organization has an initial capital of $40,000, the head office being in the town of Amherstburg, Essex County, Ontario.

One of the Fine Fish Displays that are Features in Ray's Meat Market on Granville Street, Vancouver.

Fresh Fish Every Morning in This Store

Situated On the Best Retail Street in the City of Vancouver is Ray's Meat and Fish Market Where Modern Equipment and Choice, Attractive Displays Mean Increased Business

By Staff Correspondent Canadian Grocer

VANCOUVER, Oct. 4.—On one of the most select business thoroughfares of this city, is located Ray's meat market. It is one of eleven stores for the sale of produce, meats and fish conducted by Ray Elslinger in the City of Vancouver. Ray's market on Granville Street occupies a site in the most desirable part of Vancouver's best retail street. Across from the big C.P.R. hotel, in the same block as Birk's jewellery store, high-class drug, shoe and other retail businesses, the block might be considered too "high rent" for a butcher shop and as a matter of fact it would be too high rent for an ordinary butcher shop, but such is not Ray's meat market.

Spotlessly Clean

Walls, ceiling, floor and counters are white tile. The cases are all constructed from plate glass and nickel fixtures. Plate glass mirrors cover the walls. Tile and glass are used in the construction of the large display windows. Both windows, all showcases, and large refrigerators are piped and cooled from the store's own refrigeration plant. Each night every item of stock is removed from all windows, and showcases and placed in the refrigerators, and the mirrors, tiles, cases, plate glass and floors are washed and polished. From the appearance of the store the customer instinctively knows that spotless cleanliness is the inflexible rule in every department.

The right hand side of the store is devoted to the sale of fish. The fish is bought at the wharf, fresh every morning. The salmon, halibut, cod is sliced or filletted and at this season salmon trout are sold either whole or by the pound. Oysters, clams, shrimp, crab are all attractively displayed, garnished with parsley. It will be noted also that an unusual service is given on crab meat the fresh crabs being purchased every day, sold ready for use.

Another story on the business methods and advertising ideas of this man as carried out in his system of eleven stores, will appear in the annual Fall number of Canadian Grocer, issue November 4.

Sells 150 Lbs. Of Fish Every Week in Uxbridge

H. J. Gould, grocer in Uxbridge, Ont., is selling fish the year round in his store, and recently in conversation with Canadian Grocer stated that he averaged one hundred and fifty pounds each week. Uxbridge is not a very big town, and naturally would not consume a great deal of fish. Mr. Gould is handling the bulk of the trade, and the amount he turns over each week, he considers very satisfactory. He handles all fish in season and secures fresh shipments from Toronto two and three times a week. He makes a point of always having fresh fish, and being pretty well acquainted with the needs of his customers, he does not order more at one time than what he knows will be bought by his trade. He keeps his stock of fish in a separate room away from the main store, and while he has not the advantage of being able to display it well, except in the very cold weather, the townspeople and his customers particularly know where they can get an order of fish if they so desire. He also makes a point of reminding them on certain days of just what he has in stock in the way of fish, and a reminder to his customers very often means a sale. Wednesdays and Fridays are of course the big fish days, and it is on these days that the largest sales are made.

Publicity and Advertising are Essential

The Success of the Fishing Industry Depends a Great Deal On These Two Things, Says J. A. Paulus, Montreal, in the Course of An Address Before the Convention of the United States Fisheries' Association

By Staff Correspondent Canadian Grocer

THE following is in part the address made by J. A. Paulhaus, Montreal, vice-president of the Canadian Fisheries Association at the Convention of United States Fisheries Association, held at Atlantic City the 17th of September last:

"I was pleased also to take part in the proceedings of your Association and your deliberations were not only very interesting to me but replete with knowledge and data which will prove very useful to me in future and beneficial to the institution which I have the privilege of representing. The problems that you have to deal with are a good deal similar to ours and like us the path that you have to travel in order to put your industry on the road of success and prosperity is not as smooth a you would like it to be. In this I might say that we have to encounter the same things in our business in Canada, facing just as many difficulties as you have to face but we are still undaunted. We have to remember that the harder it is to gain success the more valued it is when it is achieved. It is the result of long hours of persevering, tedious work. Knowing your Association as I do and the energy and perseverance of its members and the mental activities and alertness of the executive of the Association together with the aggressiveness of the people of this country,I have no doubt whatever that before long your industry, due to your efforts and courage, will reach the heights of efficiency and prosperity.

Publicity and Advertising

"There is one point I want to emphasize and bring particularly to your attention to-night. This point, in my humble opinion, is the pivot on which rotates our future, and upon which the success of the fishing industry in your country as well as ours depends. It is publicity and advertising. Upon this, the success of the industry depends and in my opinion it will be the dominant factor in our business in the future. Once you have made clear in the minds of the public the fact that fish is a good food, that it is economical. that it is most palatable, and hygienic in its preparation, and contains the most nourishing foods for the body, you have built the foundation for a fish business that will grow and grow as months pass into years. It will develop the best natural resources that you have, and when this has been attained the other problems which confront the industry will be easily solved.

In order to obtain the desired publicity you must have among yourselves a firm and unshakable confidence in the industry you represent. You must inspire the people with the confidence that is yours and educate them to the better use of fish as an every day food. For this reason I say that no man should enter the fish business unless he has a real liking for fish as a food, and uses it at his own table. In this way he puts himself in a position where he can tell others how to use it and speak more convincingly of its palatability. No man, I say, should engage in the fish business unless he has the faith of the missionary and the convictions that will warrant him preaching his own gospel. How can he expect others to believe his doctrines if he is indifferent to them himself? I repeat, the man who sells fish must use and like fish himself.

FISH !

Deep Sea Or Lake

Swarms for Friday. One catch from Lake Ontario — toothsome Upper Canadian treats— pikes or John Dore a sort of tender, sweet lake trout.

Then from the banks come fresh Soles, Herring, Mackerel, Haddock, Cod and Cod steaks.

Boutiliers, Ltd.

30 Bedford Row
6 Macara Street
112 Portland St.

Another Advertisement Suggestion to the Retailer to Help him Increase his Sales of Fish.

So my message, to you as an officer of a well-established Association and experienced in selling fish, is that advertising and publicity is the main spring which will keep our fishing industry going and will develop it to huge proportions in the future.

Permanency of Industry

"Another feature of the fish business is its permanency as a national asset and as a food for the people. There is a limit to all other natural resources. Our timber lands which once covered this country are slowly being, depleted, and in many sections are gone forever. Our mines have yielded many fortunes but they too have their limit. Our oil supplies are getting smaller and we have to look to other sources. Our grazing lands which maintained great herds of cattle are being taken up for other purposes. The same may be said of our wheat fields but there is no limit to the development of the fishing industry. It cannot be depleted. Some species have been drained to exhaustion, but no one can estimate the value or the limit of our food supply of fish that will habitate the oceans for all times.

Hopes For Close Relations

"Mr. President and gentlemen, I wish to thank you most cordially and the Fisheries Association on my own behalf, and in the name of the Association which I represent for your courtesy in inviting our delegation to take part in the proceedings of your convention. I can asure you that we have appreciated your friendship and generosity and we hope that this occasion will tend to unite our associations more closely and if it is possible, strengthen our neighborly relations. We have had our fishing disputes which have been the cause for some friction in years gone by, but both our sense of justice and love of peace, friendship and tolerance, have prevented anything more than mere debate. We have always worked harmoniously and peacefully in the pursuit of our business which necessitates us coming so close together. I am sure that our respective organisations will help in the future to prevent any cause of friction that may arise from petty causes and will do everything to develop the business we represent and so enrich our countries, make our people more happy, and teach a lesson of contentment and prosperity to the whole world."

"Only the Best Fish" Means Success

J. H. Towers, Dundas Street West, Toronto, Believes in Supplying Only the Best—Gives the People of West Toronto the Service of a Fish Store at Their Doors, in the Way of a Well-equipped Automobile

THE most important thing to keep in mind in building a fish business, is to supply only the best quality goods," said J. H. Towers, of Towers' Fish and Game Store, Dundas St., West, Toronto to a representative of Canadian Grocer. "A fish if only slightly 'off color' will create a great deal of dissatisfaction, and the person getting it will probably not want another piece of fish for several weeks. That fact alone, I believe, has done more to injure the fish business than anything else. Fish is often peddled around the streets in open wagons, and with the sun streaming down upon it, it is soon becomes tainted and the person receiving it is disappointed. No matter how much the appetite for fish is worked up, the remembrance of that tainted fish lingers in the mind of the housewife and she does not want any more for a long time."

Window Display of Fish and Game in one of the Stores of J. H. Towers, Dundas Street, West, Toronto.

A Reasonable Delicacy

Mr. Towers further pointed out that fish is more or less of a delicacy that can be purchased at a reasonable figure. A food that contains great nourishment and as far as his business is concerned, gaining greatly in popularity, simply because he makes it a business to see that his steadily growing list of customers are supplied with fish that are as fresh as on the day they were taken from their natural element.

Every good merchant who has his business at heart, is constantly striving to improve that business. It may be that a new show case is installed, better lighting system, more attention paid to window displays, a prompter delivery or something else that goes to make the customer of the store more satisfied. For after all, a satisfied customer will bring more steady business to the store than any other form of advertising. It is the merchant's biggest asset.

Better Service Pays

Whether Mr. Towers by psychological reasonings or otherwise, came to the conclusion that if he could give a better service, the business would be the better thereby. Mr. Towers being a good merchant he set about to do just that. Mr. Towers therefore had constructed a large automobile van. The interior is fitted up as a store, with ice chests for storing fish with a capacity of nearly 1000 lbs. permitting a large variety to be carried. There is also a paper rack, computing scales and cash register.

Perfect Sanitary Arrangements

The sanitary arrangements are perfect in detail. All the drainage of the cooling boxes are drained into one large tank built under the car. The pipes leading to this tank have a trap arrangement which prevents any odor from arising. The tank when full is dumped in some out of the way place instead of draining along the street and becoming a nuisance. The whole interior of the car is lined with metal and enameled white. The outside of the car is a cream color which makes it very attractive. Built in each side is an enclosed window for display purposes which are kept cool by an arrangement connected with the ice chambers. These windows are wired for electric light, and when dressed with fresh fish and the lights turned on form a very favorable impression while passing along the street, or standing at the curb.

"The Fish Store at Your Door", as Conducted by J. H. Towers. Dundas Street, W., Toronto.

Certain Hours for Certain Districts

Mr. Towers has arranged a regular system when the car will be in certain districts. Every household is supplied with a card which is to be placed in a window or hung on the verandah, when it is required that the van should call, thus saving the driver's time and like-

(Continued on page 33)

A Good Profit and a Quick Turnover

Joseph Cote, Quebec City, Sells 175 Pounds of Fish in Two Days —One Man Handles the Fish Trade—Discretion is Needed in Buying in Order that the Customer May Have Choice of Good Assortment

By Staff Correspondent Canadian Grocer

MONTREAL.—In the province of Quebec particularly, there is a big demand weekly for fish, of one kind or another, which to a great extent is a result of the ecclesiastical ordinances so extensively accepted. To some degree at least the channels through which this demand is met are determined by the aggressiveness of the retail provisioners in the district. There is really no reason why the trade should not go to the grocers, if it is developed that way. The objection raised by some grocers is that the business is too troublesome, and too hard to make profitable since the odor of fish is easily taken up by other lines carried in the store. The first objection is easily answered and the second finds its solution in the story of how Alphonse Cote of St. John St., Quebec, sells a large amount of fresh fish on only two days of every week.

Grocer Should Be Paid For Trouble

If there is extra trouble or work in handling fresh fish, the grocer should see that he is repaid for that work. He must figure his price on that basis. It is only legitimate that if it takes more time to sell ten pounds of fish than ten pounds of butter that, on a percentage basis, the fish should be made to return a bigger profit. At any rate the matter solves itself when dealt with in the way that Mr. Cote sells his fish.

A One-Man Business

When speaking of this trade Joseph Cote, a brother of the proprietor of the store, said to Canadian Grocer, "On Thursdays and Fridays one of our clerks devotes all of his time to the fish trade. He arranges the fish in boxes outside. If the business is developed slowly and carefully, the grocer will find that the greater part of the fish is on an order before it arrives, and it is only a matter of weighing it and parcelling it up. Naturally, however, we always order more than we require for orders and that we display outside."

Discretion In Buying

"If the grocer would hold his fish trade, or build it up, he must use discretion in buying. In fish, like everything else, people get tired of having the same thing all the time. A man hates to stand at his work on Friday morning, look at the calendar and say, "Oh! Friday, we get boiled cod to-day." That is enough to take the appetite away from any man and so the grocer can help increase the demand for fish by suggesting a change for his customers and the success of the change largely depends upon his own choice in buying. If the man selling the fish can suggest to the customer some new way of serving fish or a new kind of fish that makes a tasty dinner, in nine cases out of ten he has made a sale but he must know what he is talking about, or he will do the business more harm than good.

"During the later weeks of the summer we sell over 175 pounds of fish during two days of every week. Last year in the fall we sold 1000 pounds in two days and hope to beat that record this year. Haddock and what we call sea trout form the largest part of the sale, but that varies or at least we make it vary. If we did not, our customers might get tired of the same old thing, and so we keep changing our ordering and find that we can pretty nearly dictate what we are going to serve the public.

"I do not think that we are losing anything by having one man devote all his time for two days to fish. In fact I am sure we do not, for several reasons. First, we would all be washing our hands many many times a day if we all dabbled in it; secondly he gets to know it as none of us would know it if no one in particular devoted his time to it, and thirdly the business has developed to the stage where it takes all of one man's time during the two days to handle the business."

A Variety Of Fish

When Canadian Grocer representative called at this store on a Thursday there were in glass covered boxes outside the store, halibut, in steaks and in larger pieces, haddock and so called sea trout on chopped ice. Then on attractive pieces of birch bark were enticing brook trout. This latter fish is always in big demand when it is in season and the manner of display makes the lay-out more attractive. In exactly five minutes, the white coated clerk served three customers and sold over twelve pounds of fish. Mr. Cote claims that what little extra trouble is taken to cater to the weekly demand for fish is repaid by the profit that is derived from the quick turn-over.

A CATCH THAT

would mean a good dinner for you would be some of our fresh, delicious flavored fish. Why not order the fish course here every day.

OUR SEA FOOD

solves the high cost of living problem for you and provides your family with a varied menu of appetizing, healthful delicacies. Come in and let us suggest something good for to-morrow.

Fresh Atlantic Haddock, dressed, each fish will weigh about 3 to 4 lbs., 1½ lb. or 2 lbs. for	35c
Fresh Halibut, by the piece, per pound	23c
Fresh Atlantic Soles, per pound	25c
Salt Labrador Herrings, large fat ones per doz	50c
Haddie Fillets, a pound	20c
Large Scotch Kippered Herring, a pair	20c
Fresh "Saltsea" Oysters, solid meat, pt sealers	55c
Fresh Shrimps, in bulk, a pound	50c

Everything in this list for CASH only.

The Haileybury Supply Store

Russell St. Phone 223 Haileybury

An Advertisement Featuring Fish that was the Means of Increasing Sales.

Little Returns From this Year's Sockeye Spawning

"The number of sockeye salmon that reached the head waters of the Fraser River basin this year was less than last year and much less than four years ago, the brood-year of this year's run.

"In consequence there can be little return from this year's spawning. The great run of former big years has been almost entirely destroyed. The remnant of the great run does not now exceed that of the lean years.

"Few fish remain of that vast horde that formerly swarmed in the Fraser every fourth year.

"The run of the sockeye that produced a pack of 1,500,000 cases in 1909, 2,400,000 cases in 1913, and 550,000 cases in 1917, this year produced less than 150,000 cases and few fish escaped capture and spawned."

The foregoing is the substance of the report made to the Hon. William Sloan, Commission of Fisheries of British Columbia, by his assistant, John P. Babcock, who has just returned from a three weeks' inspection of the spawning area of the Upper Fraser. Mr. Babcock was accompanied by Major J. A. Motherwell, Dominion Chief Inspector of Fisheries for the Province.

Are You Going After Better Business?

It Is Up to the Retail Grocer to Show the Consumer that He Can To a Long Measure Bring Trade Back to Normal—Show the People the Way by Taking Yourself the Aggressive Way.

By JOSEPH LAPOINTE.

WHEN the economy wave swept the country at the beginning of 1920, reduced incomes were not the only factor that was responsible for the change. There seemed to be an unwritten agreement amongst consumers not to buy. "Bring Down Prices" was the cry. We all knew that for the last two years, prices had been greatly inflated and huge quantities of merchandise "Salted" away by speculators in the hope that this artificial scarcity of merchandise would bring higher prices and greater demands. It is safe to say that every business man knew that prices would come down, but no one knew exactly when this would take place, and to what level they would drop. The change came very suddenly and caught most people unawares. Almost over night great quantities of merchandise was offered for sale, with the result that values began to sag rapidly, without any apparent buyer to take them up.

When prices came down the actual buying power of the people then, was still a great factor, but it was the moral effect on the people that created the scarcity of buyers so suddenly. As this movement became more pronounced, and the physchological aspect of the problem turned into one of business depression, people really got an inkling of what was coming, and therefore, started to cut down on their expenditure. It was then that the machine of industry and commerce slowed down and the wheels ran out of gear.

Liquidation Near Completion

Distribution is a complex and more or less slow process. In many cases the finihed product does not come into the hands of the consumer until many months have elapsed. When the consumer suddenly stopped buying, the retailer was caught with high priced goods on his shelves, the wholesaler with heavy stocks, and the manufacturer with large inventories of costly material. It is interesting to make a guess at what would have happened had production at the manufacturer's end been the first step in the change of business conditions.

It is safe to predict that soon, war or no war, prices would have mounted far above 1919 levels. However, today we are encountered with a situation that must be squarely faced. In a great many indutries and trades, liquidation is pretty well completed. Readjustment has been developing, industry has slowed down, and as a result a great many of the people are not in a position to buy.

The laboring classes are the people mostly affected by present conditions. During the time of high wages and overtime production, a great majority of the laboring classes accustomed to live on a moderate scale found themselves suddenly in possession of a substantial bank balance, and immediately set to the task of acquiring the good things of life, and more or less expensive habits. This was a natural consequence of conditions brought about by high salaries, and everyone will admit that it was only a human custom.

These habits of frugal living kept up as long as the savings of this group lasted. Some were wise enough to keep a large portion of their savings for a rainy day, but unfortunately the majority spent their earnings as fast as they got them. Today it is just this class that cannot buy, but it does not mean that there is not another group whose potential wealth is increasing day by day as prices decline. This group is the salaried worker, the office man, the profesional and in fact all who earn salaries on a yearly basis. They are better off financially than they have been for the last three years. As a class they were then most unpromising prospects—today they are among the very best.

The Class Now to Reach

Comparatively speaking, salaried workers have not been hard hit by the depression. Once raised, salaries are seldom reduced—except in a few instances have office staffs been dismissed. With price reduction their buying capacity has been largely increased, and today they are the class towards which our selling and advertising efforts should, and must be directed.

The task of creating a demand for goods rests today entirely with the selling and advertising end of a business. While the buying must be closely watched and commitments made sparingly on account of the fluctuation of prices towards their normal level, the selling department must be primed to a pitch, and made efficient to take advantage of every sales ideal and argument available.

It is up to the salesman to make good. It is up to you as a retailer to put your business under the microscope and study your cost sheet and your sales opportunities. You should know your sales territory just as well as the wholesaler and the manufacturer. It is easier for you because you are right there on the spot. It is most important and vital, to study the sales capacity of your territory, the make up of its population, the percentage of wage earners to salaried workers, their tastes and habits, where they buy. Study also your advertising proposition, its present appeal. Does it fit in with the new conditions? Is the price appeal played strong enough? Are your shelves carrying the goods wanted by your customers It your buying done on the strictest possible lines? Are you purchasing your goods from the right house Do you shop around to pick up the best at the lowest quoted price? Are your goods marked down to replacement value? In short have you dug right under the very skin of your business, or are you still running it under the same rules as those which governed 1919 conditions? Are you going after business and better times, or are you waiting until better times come to you?

Price Reduction Alone Not Enough

Do not be deceived. Price reduction alone will not start business your way. It is up to you as a salesman to start something. Your customers are discouraged and timid about buying. For the most part they are startled in the face of present conditions, and are ignorant of the reasons which have brought them about.

Unless they have studied the details of the last business cycle, they place the responsibility of present conditions on high prices alone, without due regard for production costs, and other facts that are responsible for the existing evils.

The retail grocer today has an immense and worthy duty to perform. He must show the consumers that they can to a long measure, bring to a halt this wave of depression. Show them the way, by taking yourself the aggressive way rather than the passive or defensive attitude. Start something in your locality, become a leader in your sphere. Take the lead in showing people that it can be done. Become an enthusiast, even if you are not entirely convinced of the wonderful possibilities of enthusiasm. Take stock of yourself, then put your staff into fighting trim. Infuse into them a good dose of enthusiasm, for greater achievement, greater sales and bigger rewards.

Today nearly half of the Canadian Industries have become sufficiently readjusted so that they can handle the depression instead of letting it handle them.

Need Co-operation of Retailer

Every month is adding new industries to the group, but they need the support and co-operation of this mighty power-

(Continued on page 33)

Giving the Public a More Intimate Knowledge of Coffee

W. S. Scott, of Goodwin's Ltd., Montreal, Greatly Increases Sales by a Practical Demonstration—Interests Both Clerks and Public

MONTREAL—(Special) In recent months W. S. Scott, as manager of the tea and coffee department of the grocery branch of Goodwins, Limited, departmental store, St. Catherine Street, Montreal, has greatly increased sales of coffee by giving the clerks in the store and the public a more intimate knowledge of the preparation of coffee from the time the green bean is put in the roaster until the fragrant ground coffee is ready for the bag. In the store they have a large roaster and grinder which is so situated that the public passing the tea and coffee counter cannot help but see the process and smell the pleasing odor of the roasting coffee. This process is carried on by the heat from gas burners and the necessary rotary motions of the roasting cylinder are developed by an electric motor. The sides of the roaster are of glass and the public can in this way see the whole process. These coffee beans, when roasted, are cleaned by a current of air which flows in from the bottom of the machine and carries the beans to the receiver at the top so that the light beans are the ones that reach the receiver. There they are sifted and any dust or small undeveloped particles are carried away. By this system of showing the clerks and the public the process of preparing the coffee and also by the fact of giving the freshest possible to those buying coffee, the sales have been increased. Mr. Scott pointed out that the clerks take a keen interest in selling coffee when they can so demonstrate its preparation to the customers. Each clerk is convinced of the quality of the coffee he is selling by the fact that he is preparing it himself. Then too, none of the flavor is lost by keeping the stock over in containers that may either lend a foreign flavor or take away the best flavor of the coffee. After the bean is roasted it goes through the grinding process, well known to all grocers.

Good Results From Investment

The management of this department are loud in the praise of the apparatus itself, for the sale of coffee. In speaking to Canadian Grocer representative the manager stated that he was more than surprised with the results that had been obtained by devoting a little more or less time to the preparation of coffee.

He claims that the money spent on the apparatus is more than being repaid by the increased sales.

United States Courts Will Decide What Is Cider Vinegar

Will Settle the Question of Legal Labelling For Products Made From Evaporated Apples Under the Federal Food and Drugs Act

THE definition of cider vinegar is not an easy one to give, at least not in the United States. The question as the labeling of vinegar made from evaporated apples under the U. S. Federal Food and Drugs Act, will be litigated in the Federal courts, according to a statement issued by the Secretary of Agriculture. Pending the decision of the courts it is anounced that vinegar made from evaporated apples and labeled as "apple vinegar" will not be interfered with.

This controversy over the legal labeling of vinegar has been going on for some time. Back in February, 1912, the U.S. Department of Agriculture in Food Inspection Decision 140 defined vinegar, cider vinegar and apple vinegar as the product made from the alcoholic and subsequent acetous fermentations of the expressed juice of apples. This decision further provided that "the product made from dried apple skins, cores, and chops by the process of soaking with subsequent alcoholic and acetous fermentations of the solution thus obtained is not entitled to be called vinegar without further designation but must be plainly marked to show the material from which it is produced."

Upon finding in the market vinegar made from evaporated apples but labeled as cider vinegar the department made a number of seizures. Some of the manufacturers elected to contest these cases in court. From one cause or another the termination of such litigation has been delayed. In the effort to reach a satisfactory settlement of this disputed question the Secretary of Agriculture, under date of July 14, 1921, called a public hearing and invited representatives of the industry, food law officials, and all interested parties to submit their views. It was tentatively suggested that the term "apple vinegar" might be used to indicate a product made from dried apple stock, but that such product should not be labeled "cider vinegar" or "apple cider vinegar."

The hearing was attended by a number of vinegar manufacturers. Letters were received from many State officials charged with the enforcement of food laws. The oral and written statements indicated that the tentative suggestion that the term "apple vinegar" be permitted for vinegar made from evaporated apples is not satisfactory either to some of the manufacturers who make such vinegar or to those who make vinegar from the expressed juice of the apple. Most of the State food officials also objected to the use of this term for vinegar made from evaporated apple stock. The manufacturers of vinegar made from such material claim that they have a right to use the descriptive terms "cider vinegar" and "apple cider vinegar". Those who manufacture from the fresh apple juice insist that Food Inspection Decision 140 be strictly adherred to. It became evident that whatever decision might be reached the case would have to be passed upon ultimately by the courts. The U.S. Secretary of Agriculture has therefore determined to have the matter promptly settled by the courts. Pending the decision of the court no seizures will be made of vinegar made from evaporated apple stock and labeled "apple vinegar", as tentatively suggested on July 14, 1921.

NEVADA MINERAL DEPOSIT USED FOR MAKING SOAP

A mineral deposit composed of alumina, silica, potash and borax is being mined in Nevada, and transported to a plant in a neighboring town, where it is manufactured into toilet and laundry soaps, and pastes of various kinds for cleaning purposes. The ore is mined with pick and shovel, and when it reaches the factory is ground and mixed with cocoanut oil. This curious deposit has long been known to the Indians of the district, who used it for curing saddle sores on their ponies.

CUBA CANE CO. IS BORROWING HEAVILY

The Cuba Cane Sugar Corporation has requested its debenture bondholders to subordinate their interests to a new $10,000,000 credit, offering as a consideration an increase in the rate of debenture interest from 7 to 8 per cent.

In asking for the assent to this credit, which will run for one year, the directors called attention to the unfavorable conditions still prevailing in the raw sugar market.

The circular stated that of the 3,900,000 bags of sugar produced in the 1921 crop 2,170,000 bags remain unsold and the inability to sell this sugar has drained the corporation's cash resources.

AW G'WAN!

Have you seen May?

May who?

Why mayonnaise.

No. She was dressing and wouldn't lettuce.

Bread and Cake Makers Hold "World's Fair" of Their Own

Every Known Device or Process in the Manufacture of Bread and Cakes is Shown in the Transportation Building at Exhibition Park, Toronto, at the Convention of the Canadian Association

TORONTO, Oct. 5—The Bread and Cake Manufacturers' Association of Canada is in convention at Exhibition Park all this week, wth hundreds of members from all over Canada in attendance. The event is really a convention and a world's fair, for the exhibits in the Transportation Building are among the finest that have ever been sen on such an occasion. Not a single article used in the manufacture of bread or cake is overlooked in the displays, representing both Canadian and United States manufacturers.

Both the experienced manufacturer of bread and the beginner can find much to interest and help him at this exhibition. Every process in the making of bread, from the preliminary grinding of flour to the wrapping of the baked product in sanitary wrappers is here shown. From these modern processes of manufacture, it is evident that there is no need for any of the product to come in direct contact with human hands. In adbition. Every success in the making of every commodity used, in the making of bread, buns and cakes of all kinds, there are displays of the motor trucks which deliver the bread to the homes.

An orchestra stationed in the centre of the building renders an attractive programme throughout the day, and the entire exhibition, which is the first of its kind to be held in Toronto, is filled with interest from one end of it to the other.

The convention itself is meeting in the Dairy Building. Prominent speakers from both Canada and United States, are addressing the convention. These include university professors, who are lecturing on the theory of fermentation and other chemical aspects of the manufacture of bread, and business speakers, who talked on the practical phases of the marketing of bread and cakes.

Little Tommie Brown was always interested in his new baby sister. One day he stood peering down upon it while nurse was singing it to sleep.

"Nurse," he whispered at last, "she's nearly unconscious, isn't she?"

"Yes," nodded the nurse, and continued singing a lullaby.

Tommie whispered in alarm: "Then don't sing any more or you'll kill her."

Send us in a photo of your candy window. See page 37.

Suggestion for Displaying Lines That are Ready Sellers at This Time

How One Merchant Made an Autumn Display that Meant Increased Sales.

Sales Suggestions a Help to This Man

How a Merchant Added Specialties to His Stock and Developed a Higher Grade Trade in His Town—Advises that Rental On Building Should be 10 per cent. of Current Value.

By HENRY JOHNSON, Jr.

TWO weeks ago I commented on the situation of a grocer about to take in a partner where the business had not been run with any very strict accounting. The grocer's father owned the building for which he never had charged any regular rental, and it now was proposed that the new firm should pay $50 per month for it.

A building, business premises or otherwise, worth the stated value of $15,000 never should be rented for $50 per month. It is a rule among real estate experts that gross income from any real property should be 10% of its current value. This because when deductions are made for depreciation, repairs, insurance, etc., and the ever uncertain, generally enhancing item of taxes, it is unlikely that the net income will be more than 6 to 7% even on 10% gross.

Therefore, the rent the new firm should pay for this building, according to this rule, would be $15.00 a year, $125 a month. Even if, in the special circumstances, the father wished to be very liberal with the new firm, the rental should not be less than 8% gross, $100 per month. As a fact, it is not well for any business to have favors shown it. Such favors are mistaken kindnesses when accorded to us by our friends. If the father in this case makes the rental any lower than it would be good business for him to make it to a stranger, he will be making the new business sail under false colors and give the new management a mistaken and dangerous impression of what the business is making.

Bad Effect on the New Partner

Such a favor would be particularly unfortunate at this juncture, when a new, untried man is coming into the firm. The facts show that the new man is getting a deal so liberal and open handed that he probably could not match it again in a lifetime. Why, then, make the rental so moderate as to give him a false idea of the business and its earning capacity right in the beginning? Is it not better in every way to make the beginning on the old time tried, safe and sane plan of slow and sure?

I am the more inclined to reason along these lines because the letters and figures sent me by the son and junior partner of the old concern showed one prime weakness. That was that so far he had not properly estimated and taken into consideration all correct charges against the business, nor had he built up any surplus with which to absorb unforeseen shocks or altered conditions or unexpected drains. Things were built on the plan that everything was always going to be all right. That is a very dangerous theory on which to operate, as many a man knows now who thought that very thing two years ago.

Rental Charge Cannot be Avoided

This question of rental charge against any business in which the owner of the business also owns the business premises constantly crops up and causes confusion. When it is discussed and reasoned out, men everywhere seem to see it and are apt to say: "O, yes, I see that all right—rental should be charged". Then they go right on and forget all about it until some trouble wakes them up. Then they begin to see that accurate subdivision of burdens and the provision for every proper expense are not matters of either theory or option.

It would be immensely beneficial if men everywhere could get the idea well into their consciousness that rental cannot be avoided, nor can any special concession be made to anybody, even if you want to make it. Why?

Well, think.

Here we have a building worth $15,000. That money could be put into very high grade securities today, on long maturity, to net an income of 6% to 6½% and even, in some exceptional conditions, 7%. Therefore, to keep that sum tied up in that property costs the owner $900 to $1,050 for interest alone. He may "figger" all he likes—that is what he is out of pocket in hard dollars by reason of having his funds locked up instead of liquid. For if invested in securities, his income is not only secure but comes to him automatically. He can go where he likes and it will follow him to the ends of the earth aside, maybe, from Russia! Let us say it is $900. To that sum must be added all items of actual outgo. These are taxes—which surely are tangible enough to be recognised; insurance, also tangible; repairs, which may go unnoted for years, but if they do, are apt to come all together in staggering totals when the roof is found to be gone and the whole building rotting for want of paint. These items will run on the average close to 3%—perhaps more than that.

So here is 9% total burden on the $15,000 that SOMEBODY has to pay. It cannot be sidestepped or avoided. And who should pay this total of $1,350 each year if not the concern or person who occupies and uses the premises?

Dangerous to Try Avoidance

If a man rents his own building on this basis, he can pile up his interest returns as a safety fund, besides being a source of income. Also, it is good business every tub standing on its own bottom, nothing borrowing from anything else.

If he attempts to sidestep this or any part of, he runs into danger just to the extent of his attempted avoidance. It is one phase of fooling one's self—the commonest, most prevalent and most dangerous pastime in which grocers indulge.

Think carefully and maybe you will see that you do nobody, least of all yourself, a favor when you camouflage or cover up any legitimate burden on any business.

Short Margins for Followers

A merchant up in Canada writes thus:

Referring to your article of July 15 in Canadian Grocer. From where you start in with the tie and tell him how to build up, it is the best bit of writing I have read for a long time. That's the way to show us how to sell, give us a concrete example. I have cut that out for each of my clerks to read. I thank you! P.S.—I don't understand why that young man gets so little gross profit. Yours truly.

Thus, often in the most unexpected places, the seed falls on rich soil, takes root and—I hope!—produces "an hundred fold."

Just as I said in that story, the merchant reviewed got slight gross margins because he was dealing only in what all others had—price stuff—hard staples of everyday character. There was nothing to distinguish his store from any of the others. Such conditions always result in short margins, because it is simple attrition—the merchant is between the two millstones being ground to powder by mere price-competition.

But, as soon as he capitalizes his ingenuity and special knowledge of merchandise, he can change things. On what? On everything. Consider prunes—a rather ordinary, staple article. Here is a true story:

Up to about 1894, though I had been sixteen years a grocer's boy and clerk, I knew only a limited line of staple groceries. My entire experience up to that time had been limited to trading with farmers and working men's families.

One evening a man came in to buy prunes. He said he wanted "some nice large prunes." I took him to our display and showed him our 40-50s and was surprised to note that he was disapointed. "Are those the largest you have?" he asked. "LARGER than those?" I asked in reply—incredulous, almost, that I understood him aright! for up to then I had neither seen nor heard of

prunes above 40-50s. Yes, he wanted larger ones, and I had to let him go unserved.

Developing Into Higher Grade Trade

I was not sure whether to put him down for a simple "crank" or to conclude he knew something about prunes. Luckily, I did not drop the incident there. I set out to find out about prunes. Next time I was in Toronto I investigated. Then I learned a lot in a short time. I felt interested in better groceries and a wider range of assortment. Discussing the problem with one jobber, he said: "Yes; fancy groceries pay profits. You must go slow stocking them—not plunge. But on the other hand, you cannot expect to build trade on them unless you have them to sell."

I followed out the plan suggested by those few words. Gradually I got into finer goods. I had sugar, flour, kerosene, just the same as always. But I added olives, olive oil, the finer grades of salmon—one thing after another. I made it my business to take orders, as given and then suggest one additional item to be added to every order, whether I was telephoning or waiting on the customer personally.

My approach was always as indicated for the sale of better ties—not a word about price: not even a pointed suggestion that the customer might want the item. My talk was all centered on the item itself and its qualities and properties. The rest followed. It was not many months before custormers would ask me what I had new to show them!

ARE YOU GOING AFTER BETTER BUSINESS?

(Continued from page 29)

ful factor, the retailer. As in the other great crisis, let the retail grocer lead the field. Soon there will be plenty of motive power to start the business machine on its way, just as the motorist forgets its forced stop on account of the lack of fuel, and goes joyfully on its way, will you again feel thankful and happy for having taken a hand in helping to lubricate the business machine, and starting business towards it goal of prosperity.

If you want to hurry up good times, get out and sell them to your customers with pluck and enthusiasm.

"ONLY THE BEST FISH"

(Continued from page 27)

wise the temper of the housekeeper in needlessly answering the door. The driver on the watch for cards, stops only at those houses wherein is displayed a card.

The car has been in operation just four weeks, but already a long list of customers has been obtained. Sales this past week have averaged 200 pounds a day with every possibility of it being doubled as the cooler weather approaches. Mr. Tower is very enthusiastic about his venture and already has plans for another van, but much larger than the present one.

Besides "the store on wheels" Mr. Tower operates two stores within a few blocks of each other and on the same street. These stores specialize in fish, poultry and game in season. The deliveries from these stores is handled by a motorcycle, to the side of which is attached a side car with an enclosed body.

Taking Orders for Fish on the Motorcycle.

Says The White Woman Does Give Preference To White Grocer

Proprietor of Grocery Store in Prince Rupert, B.C., Finds That if the Quality of the Goods is Right, the White Customers Prefer White Grocers to the Chinese.

PRINCE Rupert, October 5th—During the blasting operations incident to the transformation of Prince Rupert's site, the concussion of one blast shattered the window of the Linsey store, but business was not discontinued. Hastily cleaning up the debris Mr. Linsey had the sign writer letter the sign which appears on both windows, "Business as usual."

Fresh Vegetables Sell Well

Mr. Linsey has built up a good trade in smoked and cured meats simply by featuring them, and cutting each order to exactly suit each customer's preference. He specializes also in fresh vegetables. Speaking of this business he said to Canadian Grocer, recently, "I have heard retailers state that the house holder will buy vegetables from the Chinese in preference to making their purchases from their white grocer. I want to nail this right now. Given equal quality and equal price there is not one woman in my district who will not give me the business at an even break, and I have not found the white woman, especially the wife of a union man, unreasonable even if the Chinaman has the edge on me for a cent or two."

"We notice here, and I am told it is equally true down the coast, that there are Oriental stores presumably doing a fruit or grocery business, which are maintained month after month although their fruit and vegetable business does not seem to justify their existence. I believe it is every grocer's duty, as a responsibility of good citizenship to watch such places closely and if their main object does not seem to be the business they affect, to report them to the police for surveillance. Almost every paper we read, we see where a raid has been made on an Oriental in some residential district and either drugs or liquor confiscated.

Are Used As "Blind"

"Both the fruit and vegetable, and the grocery businesses are used as blinds by the Oriental law-breakers to hide their various nefarious operations. If they continue to sell vegetables and groceries below cost, it seems reasonable to suppose that they are getting their profit in some other way. When the department stores slaughter groceries, they are making up the loss in other legitimate departments, but when an Oriental grocer or gardener (?) sells for no profit he must have an illegal "department" which does pay a profit. The grocer will do his community and his trade a good service to be alert and active in this matter."

November Will Be "Perfect Package Month"

All trades and industries have been asked to co-operate in the "Perfect Package Movement" to be inaugurated by the railroads, steamship lines and express companies in the United States and Canada, in November, which has been designated as "Perfect Package Month."

The purpose of the movement is to stimulate further public interest in good packing of shipments and to enable the carriers to improve the transportation service of the country. During November, an examination of all shipments sent by freight or express, will be conducted, to obtain information as to the best shipping methods carried on by the various trades and industries.

Comparisons of the records made by the various cities during November will be announced at the conclusion of the drive. The entire working forces of the railroad and express carriers, comprising some 2,000,000 men, will aid in the movement. The railroads through the American Railway Association, composed of practically all of the railroads in the country, are pushing the campaign, as a means of raising the standard of the service.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by
THE MACLEAN PUBLISHING COMPANY, LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER

Vol. XXXV. TORONTO, OCT. 7, 1921 Vol. 40

Labeling Regulations

IN ANOTHER page of this issue is printed the Government regulations in regard to the labeling of packages and containers of foodstuffs. Every manufacturer and retailer should be familiar with these regulations. They insist on the manufacturer stating the exact nature of the contents on the label of the container.

The manufacturer who endeavors to turn out a quality product is protected by these regulations. The retailer also knows that when the nature of the contents is on the label he is protected himself. He can then talk more intelligently about the goods he is selling to his customers. The visibility of the composition of the contents on the package is as important to the retailer and his customer as the name of the article itself. It should be incumbent upon the retailer to safeguard the purchaser by insisting that the manufacturers from whom he buys comply with the regulations.

The Sugar Situation

THE CUBAN Finance Committee has apparently come to realize that in order to move the accumulation of sugar in Cuban shipping ports, it is necessary to lower its price, even in face of the fact that a week ago the members firmly maintained that they had no intention of lowering the price.

Three days after making this announcement they came out with a reduction of 5/8c. making the price 2.625c. cost and freight New York. This was immediately followed by active buying, and it is now understood that the balance of the 1919-20 crop has been sold at the lower basis. A large volume of business has been also done in uncontrolled sugars, including San Domingos to Canadian refiners which sale is believed to have cleared up pretty well the balance of the uncontrolled sugars. This is a factor that is expected to somewhat stabilize the raw sugar market. Whether it will is still a matter of uncertainty as the combined stocks of raw sugar in Cuba and the United States has a total of 1,385,016 tons as compared with 412,386 tons last year, showing an increase from last year of 972,630 tons. Other facts on the sugar situation were pointed out in an article in last week's issue of Canadian Grocer. It was pointed out that in face of the facts of the large stocks of sugar to be disposed of in a few short months before the new crop started, that it did not seem possible for the Cuban Committee to continue holding prices up, and just as we forecast, the Committee has reduced its prices and Canadian refiners have also followed with a reduction on refined sugar.

This is just another instance of the service that Canadian Grocer is giving its readers each week, and saving many dollars to merchants through authentic market reports.

Redeemable At Any Time

A GROCER in a certain town in Eastern Canada gives to all purchasers in his store a receipt, and if these are saved and returned, when twenty dollars' worth or more have accumulated, two and one-half per cent. of the face value of the receipts is given in goods free. Through this system he is paying out about twenty-five dollars' worth of goods each month.

The legality of the practice of this merchant is a question that at once arises. According to the Act governing such procedure, each receipt or coupon given to a purchaser must have an individual merchantable value, and must be redeemable at any time of presentation, whether singly or collectively. The law in this regard states that the trading stamp, cash receipt, coupon or premium ticket, is illegal, when it does not show upon its face the place of its delivery, when it does not show the merchantable value thereof, when it is not redeemable at any time. In order to come within the law, the receipt or coupon must be redeemable at any time, not when $20 or $30 worth are secured, not when any merchant wishes but at any time the customer wishes.

Many merchants throughout the country have from time to time broken the law in this regard, unknowingly of course, but when it has been pointed out to them, they have been ready and willing to comply. If the retailer prefers to use this method as a means to increase his sales, he must first see to it that he is within the law.

Editorials in Brief

Here's hoping every grocer in Canada sells oodles of candy on October 8.

* * * * *

Less than three months to Christmas. It is not too soon to begin planning for the gift-buying season.

* * * * *

The promoters of "Candy Day" are all ready to go over the top. This is an attack in which even the attacked should benefit.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Maritimes

L. Bach has recently taken over the Popular Corner Grocery on Agricola Street, Halifax, N. S.

E. E. Harlow, Truro, N. S., is disposing of his business in that town.

Quebec

Zeph. Hebert, president of the wholesale grocery firm of Hudon Hebert Co., Ltd., Montreal, was in New York the early part of the week on business.

Brodie & Harvie Co., Ltd., Bleury St., Montreal, are enlarging their warehouse and building a new addition to their present plant.

Ontario

Edward F. Carr, 56 McCaul St., Toronto, has opened for business.

J. Somerville, 252 Boon Ave., Toronto, has discontinued his grocery business.

McFarlane & Wood, Kingston, Ont., have moved their business from 27 Brock Street to Brock and Ontario Streets, in the premises formerly occupied by W. G. Craig & Co., wholesale grocers.

Capt. E. V. Spencer, of Hamilton, one of the oldest commercial travellers on the road, and who was well known throughout Western Ontario, died in Hamilton the other day.

B. Garrawone has commenced business with a store at 1234 King St., West, Toronto.

The Handy Coffee Shop has opened a Retail Store at 810 Dundas St., Toronto. Dealing Wholesale and Retail in Coffee and Teas.

Frank Gordon, Manager, Battle Creek Toasted Corn Flake Co., Ltd., London, Ont., Was a business visitor in Toronto early in the week.

George G. Yorke has established a manufacturers' agency business in Toronto, at 40 Adelaide St., West. Among the agencies he has secured is Joseph Travers & Sons, Limited, London, Eng.

A meeting of the merchants of St. Catherines, Ont., was recently held for the purpose of re-organizing half-fare weeks. It is intended to introduce better methods of conducting these excursions to the city, and a new advertising programme is also being outlined. The question of forming a retailers' section of the Chamber of Commerce is also being discussed.

Don't fail to enter your candy window in our display competition. See page 37.

An Epidemic of Burglaries In Ottawa Stores

Ottawa, Ont., Oct. 3.—There has been quite an epidemic of burglaries of stores in Ottawa in which large quantities of cigars and cigarettes have seemed to be the chief delight of the guilty parties.

The W. J. Kennedy Company, grocers, 278 Sparks Street, have been the victims of no less than three robberies in less than a month, but the third time was lucky for them, a detective and an employee of the firm were secreted in the store, and the culprits were caught red handed.

Moses Flesher, 17 Redpath Street, and Morris Flesher, rooming at a house on Daly Avenue, were charged by the police with the Kennedy burglaries and also with another at the store of J. A. Dusureau, 112 Bank Street, who lost goods to the value of $300 while the two successful getaways from Kennedy's netted tobacco and cigarettes worth about $600. Moses admitted the four cases while the cousin Morris admits two only.

Benjamin Kofman, 108 Bank Street, and Andrew Theodoses, 114 Bank Street, were accused of having received the stolen goods and bail for them was fixed at $1,000 each. A plea of not guilty was entered by both parties but the police are now investigating and the four men are remanded meanwhile. Other stores that have been entered recently have also lost quite large quantities of goods.

QUEBEC MAY HAVE A PUBLIC COLD STORAGE WAREHOUSE

The Quebec Board of Trade is memorializing its members with the object of obtaining a general opinion of the requirements of a public cold storage warehouse in the city of Quebec to accommodate local and export trade, in perishable goods, such as fruit, fish, meat, vegetables, butter, cheeses, etc. The members are being asked if it would be possible for them to what extent they would favor or support an undertaking of this nature, also, to make any suggestions that would help to bring about the materialization of a public cold storage plant.

This is an excellent idea, and it is trusted that every member of the Board of Trade may feel the pulses of the merchants on this subject.

Men's Club at Gunn's Ltd., Holds First Meeting

The inaugural meeting of Gunns Men's Club at the offices of the Company the other evening, was marked by much enthusiasm. Counting Wm. Dancocks and his banjo as one, and omitting the ladies he introduced in song, there were approximately two hundred prospective members present. The objects of the Club, which is wholly of employee conception are the promotion of friendship and goodfellowship, supervision of sports and the extension of social interests, and if initial interest is any criterion, the success of the undertaking is more than assured.

The following officers were elected for the first year: Honorary president F. M. Moffatt; president O. L. Waite; vice-president, John Crosthwaite; secretary-treasurer H. G. Austin; Chairman Musical Committee Wm. T. Sanderson; chairman Sports Committee, Harry Batty; chairman Entertainment Committee J. I. Nicholson; chairman Educational Committee, A. C. MacVicar; chairman Membership Committee J. K. Ingram; chairman Publicity Committee, F. W. Boynton.

CHRISTIE BROWN CLUB HAVE HAPPY EVENING

The Cheerio Comrades Social Club of Christie Brown, Ltd., Toronto, held its first annual banquet Founder's day at the Walker House, which was a huge success. The company was honored with the attendance of R. J. Christie, president of Christie Brown, Ltd., who, on making the presentation of a very neatly engraved ink stand to the founder, E. Savage, in a pleasing speech congratulated the club on its continued growth, due in large measure to the energy of its president and founder and his enthusiastic committee. W. L. Christie, the honorary president, presided over the proceedings. Two toasts were honored: "The King," by the chairman; "Success to the Club", by G. Morrison; responded to by J. Marmooch secretary-treasurer. A delightful musical programme was enjoyed by all.

R. K. McIntosh, Canadian manager of the Canadian Postum Cereal Company, was on a business trip to Winnipeg last week and called on their Western representatives Donald H. Bain Co.

The Labelling Of Food Products In Packages

Manufacturers who are placing their food products upon the market in packages are required to observe and conform to the regulations passed by Order in Council December 13, 1920, required by Section 14 (b), requiring a label to be attached to any article of food or drug designed to prevent the public or the purchaser being deceived or misled as to the character, strength, quality, or quantity of the article.

Order in Council "Labelling."

(1) Food and Drug products shall be designated by their common names in one or both of the official languages.

(2) The common name of the article above referred to shall appear on the main panel of the main label, with the name and address of the manufacturer, or that of the person or firm for whom the article is manufactured.

(3) When the article is sold as a compound, mixture, imitation, or substitute, these words shall appear on the main panel of the main label in type of the same size and visibility as the common name.

(4) The term "Blend" applies to a combination of similar substances.

Example—A combination of Java, Mocha, and Brazilian coffee is a blend.

(5) A combination of coffee with chicory or roasted grain is not a blend, but a mixture or compound. The terms "Compound" and "Mixture" are interchangeable.

(6) In the case of compounds or mixtures when the name of an ingredient, of such compound or mixture, is used in designating the article, such ingredient must be present in amount at least equal to 51 per cent by weight of the whole.

Example—A coffee mixture or compound sold as such shall contain at least 51 per cent of actual coffee.

BRISK DEMAND FOR SPACE IN THE PURE FOOD BUILDING

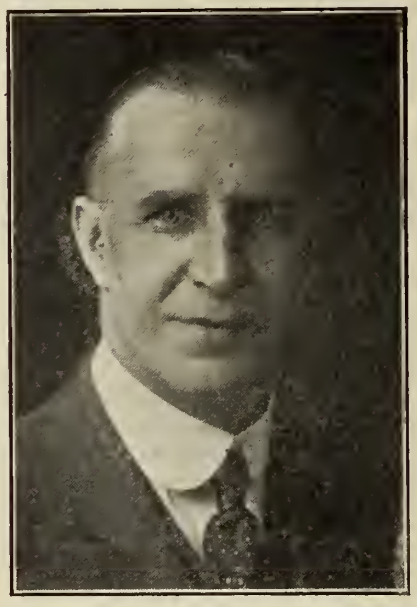
Toronto, (Special)—The Food Products Association which is interested in securing a new Pure Food building on the Canadian National Exhibition grounds, handed to the Exhibition Board this week reservations for 21,600 square feet of floor space out of the 26,700 available. Several more spaces will likely be taken up in the next week or so, which indicates there is a good demand for space in this proposed building.

President Robert Fleming, Vice-President G. T. Irving and other exhibition officials went before the Board of Control on Tuesday to get definite sanction of the building but on account of some points brought up by City Architect Price, the matter was held over until Thursday.

British Firms are More Interested In Export Trade

George G. Yorke, formerly on the staff of "Canadian Grocer," has returned from a ten week's trip to the Old Country. Mr. Yorke left Canada early in July and sailed from the Old Country on the 15th of September. He was accompanied by Mrs. Yorke.

Referring to conditions in the grocery trade in the Old Country, Mr. Yorke said there was an evident improvement following the settlement of the coal strike. He visited a large number of British manufacturers and had a splendid opportunity of securing first hand information on conditions. As trade gets gradually back to normal, British firms are becoming more interested in export trade, which they have not gone after to any great extent since the restrictions during the war cut them off more or less from the outside world. Mr. Yorke says that representatives from a number of firms are contemplating trips to the colonies to view the situation.



George G. Yorke

He referred to the difficulty of the co-operative societies at the present time. In the County of Durham there were some sixteen hundred employees of these societies on strike. They had formed their own union and were going after shorter hours, the same as the miners, and wanted present wages maintained in spite of declining prices in the goods they were selling and in practically all other lines.

The Old Country has a large number of strong chains of grocery stores and these, he said, were the biggest factor in the competition of the individual dealer.

Sugar prices in the Old Country are gradually coming down. When he left England the trade was expecting a decline of approximately $1.00 per one hundred pounds. Control of sugar since the war ended by the Government has tended to keep this product high in price and this has retarded to a considerable extent the decline of prices in a great many products.

New Markets For N.B. Potatoes For Seed Purposes

New Brunswick, Oct. 4.—Possibilities for a first class market for New Brunswick potatoes as seed potatoes, are opened by the announcement of Couch & Taylor, New York potato buyers, that the potatoes which they have seen in the St. John Valley district are the cleanest stock that they have yet seen and are superior to what they have seen this year in the Aroostock region of Maine. Couch and Taylor arrived in Fredericton recently and accompanied by Harvey Mitchell, Deputy Minster of Agriculture, motored down the St. John Valley. They inspected farms in Sunbury and Queens Counties, particularly visiting T. H. Estabrooks in Lincoln and Mr. Coben's in Upper Gagetown.

The American buyers said that the potatoes they saw were the truest to type of any they had seen. Owing to the heavy shipments of potatoes from Maine to Boston and the surplus which has accrued at the latter place, the price of potatoes per barrel dropped 50 cents in Maine Saturday.

ENGLISH TRADE VENTURE MEETS SENSATIONAL LOSS

London, Oct. 1—Sensational disclosures are made regarding the co-operativ wholesale society's heavy trading loses.

A loss of approximately £1,000,000 is shown to have been incurred in connection with a subsidiary company financed jointly by the English and Scottish societies for the purpose of cultivating tea and rubber in India and Ceylon. The first rubber yielded a profit, but latterly values have fallen considerably.

New Goods

The California Prune & Apricot Association are placing on the market prunes packed in two pound cartons of a similar design to the five pound package already on the market. These are packed in cases of 48 packages. The Association is also placing on the market a small package of prunes to retail at five cents. The five cent package is packed two dozen to a carton.

NEWS FROM WESTERN CANADA

WESTERN

The Empire Tea and Coffee Co. has opened a Tea and Coffee shop at 813, 1st Street, East, Calgary.

H. P. Pennock & Company, Winnipeg, is now representing Clayoquoet Sound Canning Company Ltd., Victoria, B. C. for the three Western provinces—Manitoba, Saskatchewan and Alberta.

J. T. Fox, manager of the Canadian Shredded Wheat Company, Winnipeg, is attending a convention of the firm being held at Niagara Falls, Ont., this week.

FARMERS IN THIS DISTRICT HAVE A MARKETING ORGANIZATION

One hundred and eighty farmers in the Bulkley Telkwa, and Skeena River Valleys, British Columbia, have formed a marketing organization known as the Northern-Interior Co-operative Association. W. G. Murray is in charge of the retail store in Prince Rupert. A packing house is maintained at Terrace where small fruits are shipped to prairie markets. The vegetables, potatoes, etc., are marketed in Prince Rupert through the company's store.

Village of Hatton, Sask., is Wiped Out by Fire

Hatton, Sosk.—A disastrous fire visited this village on Sept. 25, incurring a total loss of over $300,000. It started in a pool room, and 25 places of business, as well as 10 private residences were destroyed. Among the business places wiped out were the general store of George Ham and Sons, also the store of W. H. Auger, the butcher shop of D. Dunning. No persons were injured in the fire, and when it was found that the village was doomed, assistance was sent for from Maple Creek. Hatton serves a large territory, and most of the business men will rebuild. Hatton is situated on the main line of the Canadian National railway, 19 miles west from Maple Creek.

WINNIPEG MERCHANTS WANT NEW BYLAW SUSPENDED

Winnipeg—A delegation of Winnipeg merchants, accompanied by J. H. Curle, Provincial Secretary of the Manitoba Association, have asked that the recently enacted by-law regulating the inspection of weight measure and size of package goods be suspended for the time being.

The argument put forward was that under its present wording the regulation could not very well be put into operation. This by-law required that all weights and measures be properly stamped, and also that with every article sold a ticket or invoice be delivered with the goods to the purchaser, showing the exact measure or count or net weight of the package.

The by-law is cumbersome and unworkable, say the merchants, as it would require keeping the customer waiting until an invoice giving the required particulars was made out, and this in a busy period of the day is almost an impossibility.

First Groceteria In Prince Rupert Is Just Opened

Prince Rupert, Oct. 3.—A new groceteria has been opened in Prince Rupert where there has been no successful venture of this nature established heretofore. In conversation with several service grocers, it appears that the good people of Prince Rupert demand delivery, as during the winter, the purchasing is done largely by telephone. However, the new groceteria is offering delivery as well, so this feature has been met. According to the managers of the other larger self-serve groceries on the coast, the elimination of delivery has been the most important factor in lowering the cost of doing business—so it will be interesting to follow the success of this venture. It must be conceded that the display of fresh fruit and vegetables that was made on the opening week was one of the most complete and attractive that the writer has seen on the coast to date. This prominence given to the fruit and vegetable department where profits are good if turn-over is rapid, is a strong drawing card in itself.

MERCHANTS WANT REPRESENTATION IN THE SENATE

Winnipeg Oct 1.—Recognition of the Retail Merchants as a class by representation in the senate has been advocated by the National Executive and approved by merchants organizations all through Canada, E. M. Trowern, national secretary of the Retail Merchants Association of Canada, stated recently on his return from an extended trip in the west.

"Merchants at every city and town in the west feel, since the present government is recognizing various classes, such as manufacturers and labor in the senate, the retail merchants are entitled to representation" he said.

WHY CUSTOMERS SELDOM WRONG

They pay your salary and support the organization.

Without customers the store would cease to exist.

Customers as a rule have a clear and definite idea of what they want.

If argued with or contradicted they will return to buy no more.

Customers are hard to attract and not easy to retain.

One pleased customer tells another, thus they multiply.

A feeling of good will is instilled.

There is no reason for having them feel otherwise.

Displeased customers can wreck a business in short order.

No one likes to have their judgment questioned.

A store makes money from its friends; enemies trade elsewhere.

It is the first rule of good business ethics.

It is the only way a business will thrive and prosper.

The customer develops a kindly feeling for the sales clerk.

$10.00 for the Best Display of Candy

In connection with Candy Day, October 8, many grocers will be making a special effort to stimulate sales on candy. Canadian Grocer offers a prize of $10.00 for the best photograph of either a window or interior display of candy.

We will also pay the sum of $3.00 for every photograph submitted that we can use.

Photographs must not be smaller than 6 x 8 inches in size and not mounted. Each photograph must be accompanied with a letter explaining the display and information in regards to sales, etc.

Contest closes October 20. Address photos and letter to Contest Editor, CANADIAN GROCER, University Ave., Toronto, Ontario.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centers.

QUEBEC MARKETS

MONTREAL, Oct. 6.—The feature of the grocery market this week is the announcement of new prices on the staple lines of canned vegetables. Most of these lines show an advance of five cents a dozen. Some show even a bigger increase. The striking part is that tomatoes are higher and wholesalers report a big demand with a bulletin that the pack of tomatoes is small. The impression in this section of the province is that there was a bumper crop of tomatoes this year and the contention seems to be borne out by the low prices quoted on the market but the canned goods go higher. There is no change in sugar. The market is steady and the demand for immediate requirements shows some increase and a fair trade is in evidence. Molasses and corn syrups are steady. Flour shows another decline this week and package, self-rising flour goes down ten and twenty cents a dozen with it. The tea and coffee market shows an increased demand with the strong tone. There is no change in rice and it holds its strong position. Nuts and dried fruit are stronger with higher prices on walnuts. Some toilet soaps are higher and cotton twines take another jump. The spice market has a good trade and nutmegs are slightly higher.

CANNED VEGETABLES HIGHER

Montreal.

VEGETABLES—There is a marked change in the canned vegetable market this week with the announcement of the new prices. The staple lines all show an advance in price, which in some cases is hard to account for. The advance on canned corn amounts to 5 cents per dozen, making the price range from $1.45 to $1.50 per dozen. Canned peas have also advanced 5 cents to $1.77½ and $1.82½. Early June peas are quoted at from $2.02½ to $2.12½. The extra sifted have advanced 15 cents to $3.25 per dozen. Golden and green string beans are also advanced in price and range from $2.00 to $2.05 per dozen. The most striking advance is in canned tomatoes which for some reason have advanced sharply in price, in spite of the fact that by all appearances on local markets the production of tomatoes this year has been heavy. The price on the 2½ size is up to $1.80 and on the 2s is $1.45. Reports from the wholesalers state that there is a big demand for canned tomatoes at the present time since it seems to be the impression among the trade that the pack is short this year. Just what the accuracy of this belief, is, is hard to determine at the present time.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips		4 25
Asparagus, imported (2½s)		6 00
Beans, golden wax	2 00	2 05
Do., Refugee	2 10	2 15
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.		1 50
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tin		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 45
Do., 2½s.	1 80	1 85
Do., gallons		6 25
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s		3 25
Do. Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS

Apricots, 2½-lb. tins		4 50
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.		5 25
Currants black, 2s, doz.	4 00	4 05
Do., gals. doz.		18 50
Cherries, red, pitted, heavy syrup, doz., 1-lb.		3 20
Do., 2½-lb.		5 00
Do., 2-lb.		4 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
California Peaches—		
1s		2 90
2s		3 40
2½s		4 60
Peaches, heavy syrup—		
2-lb.		3 90
1-lb.		2 97½
Pears, 1s, Keiffer		2 45
Do., 2-lb.		4 00
Greengage Plums, heavy syrup	2 65	2 75
Lombard plums, heavy syrup, 2-lb.		2 40
JAMS—		
Strawberry, 16-oz.		3 75
Raspberry, 16-oz.		3 75
Black currant, 16-oz.		3 20
Orange marmalade		4 65

TEA PRICES STEADY

Montreal.

TEA—There is no change in the tea market this week. The whole market, for Ceylon, Indian, and Japan teas is firm with a tendency towards higher prices and better buying throughout the market.

Ceylon and Indians—		
Pekoes	0 23	0 27
Broken Pekoes	0 32	0 42
Broken orange Pekoes	0 51	0 57
Javas—		
Broken Orange Pekoes	0 49	0 58
Broken Pekoes	0 35	0 43
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60

Above retail prices range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 35	0 40
Orange Pekoes	0 37	0 45
Broken Orange Pekoes	0 37	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

COFFEE PRICES FIRM

Montreal.

COFFEE—There is no change in the coffee prices. The market is strong with a good demand.

NUTMEGS HIGHER

Montreal.

SPICES—There is a slight advance in the price of whole nutmegs. The price now ranges from 35 to 40 cents per pound for the different sizes. There is a good market for spices at the present time and the tendency is firm with a steady market ahead.

Allspice	0 18	0 20
Cassia, pure	0 27	0 30
Cocoanut, 20 lb. pails, per lb.		0 46
Do., sweetened, lb.		0 26
Chicory (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 35
Pure, ground		0 35
Cream of tartar (French pure)	0 65	0 70
Do. American high test	0 75	0 80
Whole cloves		0 45
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 40
Do. 80, lb.		0 38
Do., 100, lb.		0 35
Do., ground, 1-lb. tins		0 45
Pepper, black		0 25
Do., white		0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do. package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

SUGAR MARKET FIRMER

Montreal.

SUGAR—The sugar market stands firm at the basis of $8.50 for granulated and no change is looked for at the present time. The tendency of the raw market is steadier than it has been and buying shows improvement.

Granulated sugar, per cwt.		8 50
Do., barrels		8 55
Granulated, gunnies, 20-5		8 90
Do., cases, 20-5 lb. cartons		9 10
Do., gunnies, 10-10		9 00
Do., cases, 50-2-lb. cartons		9 25
Yellow, light, per cwt.		8 10

STRONG TONE TO RAISINS

Montreal.

DRIED FRUITS — The attention of the grocery trade is directed towards the raisin market. The new prices are not yet available but it is certain that they will show an advance. At present there is a good demand for supplies and spot stocks are light. Currants are steady and other lines show no change although the whole market has a firm tone. With the cooler weather comes an increased enquiry for dates and figs.

Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		
Peaches (fancy)		0 28
Do., choice, lb.		0 25
Pears (choice)		0 22
Do. fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)—		
Valencias	0 20	0 21
Muscatels, 2 Crown		0 22½
Do., 3 Crown	0 20	0 21
Do., 4 Crown		0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy Seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 oz.		0 27½
California Seedless, in bulk	0 18½	0 19
Cluster, 20 1 lb. pack.		6 75
Currants loose	0 12	0 15
Dates, Excelsior (36 10s), pkg.		5 50
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do. 2¼'s, lb.		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), 22-lb. boxes, each		0 11
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 25
30-40s		0 19
40-50s		0 17
50-60s		0 13½
60-70s		0 12
70-80s		0 10½
80-90s		0 09½
90-100s		0 09

SHELLED WALNUTS HIGHER

Montreal.

NUTS—There is another advance in shelled walnuts. Bordeaux shelled are now quoted at .90c, an advance of five cents. This market is very strong and a good demand continues for all lines of nuts and spot stocks of almonds, walnuts and pecans are light.

Chestnuts (Italian)		0 18
Do., shelled		0 54
Almonds, Tarragona, per lb.	0 22	0 24
Valencia shelled almonds		0 44
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 33	0 36
Filberts (Sicily), per lb.		0 16
Brazil nuts (new)		0 18
Do., Barcelona		0 15½
Peanuts, Jumbo		0 19
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java, No. 1		0 11½
Do., salted red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy wholes, per lb.		0 38
Fancy splits, per lb.		0 35
Pecans, shelled	1 00	1 50
Walnuts Grenoble, in shell		0 29
Walnuts, Marbot	0 26	0 28
Do. new Naples		0 26
Do., shelled, Manchurian		0 75
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux shelled		0 90

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

MOLASSES PRICES UNCHANGED

Montreal.

MOLASSES—There is no change in either molasses or in corn syrup. The market is steady with better buying on account of the cooler weather and the increased requirements for the fall and winter season.

	Price for Island of	Montreal
Barbadoes Molasses—		
Puncheons		0 73
Barrels		0 76
alf barrels		0 78
Puncheons, outside city		0 71
Fancy Molasses (in tins)—		
16-oz. tins, 2 doz. case, per doz.		2 40
Barrels, about 700 lbs.		0 05½
Half barrels, about 350 lbs.		0 05¾
Quarter barrels, about 175 lbs.		0 06¼
2 gals., 25-lb. pails, each		2 00
3 gals., 38½-lb. pails, each		2 85
5 gal. 5-lb. pails, each		4 50
5-lb. tins, per case		4 70
10-lb. tins, per case		4 40
5-lb. tins, 1 doz. in case, case		5 30
10-lb. tins, ½ doz. in case, case		5 00

APPLES ARE PLENTIFUL

Montreal.

FRUIT—There is very little change in the fruit market this week apart from the lower tendency on apples. The report that they were scarce seems to be belied by this market and supplies here are far greater than the demand. Prices vary considerably and some go as low as two dollars a barrel for orchard packed. Other fruits are nearly done and grapes are finding a good market. There is very little demand for oranges at present and as the season is off prices are of little service in buying. Bananas are scarce at present and higher in price. The same may be said of lemons which are again higher this week.

APPLES—		
Wealthy, per barrel	4 00	6 00
Hampers, per bushel	1 50	2 00
Fameuse	6 00	9 00
Calverts	4 00	00
Boxes, 175s, 216s		4 50
Bananas (as to grade), bunch	7 00	8 00
Cantaloupes, 36-54s		7 00
Lemons, 300-360s	50	7 00
Cal. Naval oranges, 12-15s		7 75
Do., 176-200-216-250s		7 75
Do., Blood Oranges, half boxes		3 75
Tangerines		4 25
California plums	3 75	4 00
Malaga grapes, per crate		4 00
Tokay grapes, per crate		4 00
Montreal melons, per crate		1 00
Blue and green grapes, per bas.	0 40	0 50
Keiffer Pears, bush. hampers		3 25

CEREALS ARE STEADY

Montreal.

CEREALS—There is no change in the prices quoted on cereals. The market is steady with increased business due to the cooler weather. There is a change however in green peas, which are advanced half a cent a pound to 6½.

Oatmeal, gran. fine standard		4 00
Rolled Oats, 90 lbs.		3 60
Pearl Hominy		3 25
Cornmeal, Gold Dust Brand		3 25
Graham Flour, 98 lbs.		7.65
New Buckwheat Flour		6 75
Pot Barley		5 25
Pearl Barley		5 25
Beans, Ont.		3.50
Do., Can.		3 30
Lima Beans		0 10
White Beans		0 07
Green peas, dried	0 03	0 05¾

HIGHER PRICES FOR TWINE

Montreal.

TWINE—Another advance is quoted on red and white twine making the price in cones, tubes and balls 48 cents a pound. Cotton rope is also advanced in price.

LOWER PRICES FOR POTATOES

Montreal.

VEGETABLES—While there is very little actual change in the vegetable market, there is an interesting trend developing, particularly in potatoes. The market is being flooded with potatoes from many sources. Even Saskatchewan is trying hard to open here a market for their big supply and prices almost ridiculously low are quoted. One quotation gave one cent a pound in car lots. The trend of the wholesale price here is $1.15 per bag. Tomatoes are not so plentiful and prices are rising. The season is over. Onions are strong with an advance of in some cases a dollar over last week's prices. On other lines the market is steady.

New cabbage, local, doz.	0 60	0 75
Corn, per doz.	0 20	0 30
Carrots, new, per bunch		0 35
Celery, per doz. bunches		0 75
Montreal cucumbers, per doz.		0 50
Horseradish lb.		0 60
Leeks, doz.		4 00
Mint		0 60
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green ,doz.		0 50
New potatoes, Mont. (90-lb. bag)	1 15 1 30	1 40
Potatoes, 80 lb.		2 50
Do., sweet, hamper		5 50
Spanish onions, per case		5 00
Turnips, per bag	0 75	1 00
Tomatoes, Mont., per box	0 50	1 00
Red onions, per cwt.	3 50	4 00
Texas Onions, per crate		3 50
Yellow onions, per cwt.		2 50

SOME PACKAGE GOODS REDUCED

Montreal.

PACKAGE GOODS—There is a reduction of 10 cents per dozen on self rising flour in three pound packages, also a reduction of 20 cents per dozen on six pound packages. Other lines of package flour are unchanged in price. Hip-O-Lite Marshmallow in one pound packages shows a drop of 45 cents per dozen. These and a decline in Flash tapioca constitute the changes for the week in package goods. All lines of package cereals are steady with a good trade passing and starches are steady in price.

Breakfast food, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78*
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case	3 40 3 55	3 75
Cornmeal, yellow, 24s		2 85
Do., 36s		4 16
Oat Flakes 20s		4 80
Do., 18s		2 00
Do., aluminum, pkg.		6 10
Oatmeal, fine cut, 20 pkgs.		6 75
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		3 25
Hominy, pearl or gran., 2 doz.		3 00
Health Bran (20 pkgs.), case		3 50
Pancake flour, case		3 60
Do., self-raising, doz.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s, case		6 50
Self-rising flour (3-lb. pkg.) doz.		2 55
Do., (6-lb. pkg.), doz.		5 00
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 09½
Corn starch, 1 lb. pkge.		0 08
Potato flour		0 12½
Flour, tapioca	0 15	0 16
Shredded Krumbles, 36s		4 35
Shredded Wheat		4 95
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¾
Celluloid starch, 45 pkgs., case		4 00
Package cornmeal		3 00
Malt Breakfast Food (36 pkgs.)		9 50
Quaker Two-Minute Oat Food		1 80
Macaroni		2 25
Quaker Quakies		3 40

SOME TOILET SOAPS HIGHER

Montreal.

SOAPS—A higher price is quoted on imported French castile soap. La Rose, packed fifty to the case is up fifty cents to $8.00. Shell Brand packed 200 to the case is also up .50 to $6.50.

RICE MARKET FIRM

Montreal.

RICE—The rice market stands firm after the recent advances and buying has been greatly stimulated by the strength of the market and the rapid rise of prices. The strength may be expected to continue with even higher prices in the future.

Carolina, extra fancy		0 09
Do., fancy)		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Do., B., per cwt.		5 75
Texas rice		0 05½
Siam		0 06
Tapioca, per lb. (seed)	0 07	0 08
Do., (pearl)	0 07	0 08
Do., (flake)	0 07	0 08
Honduras		0 07
Siam		0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

HONEY—There is no change in the prices quoted on honey. Small lots of buckwheat honey are selling at 15 cents per lb. while white clover in small lots is selling at 18 cents per lb. The supply of honey on the market this year is good and prices rule easy.

ONTARIO MARKETS

TORONTO, Oct. 5.—In wholesale circles, business generally is reported a little quiet during the week under review. This no doubt, is accounted for by the fact that retailers have been purchasing rather heavily during the past few weeks and a slight slackening in buying is the result. Another reduction in refined sugar is announced. Apparently sockeye salmon is going to be a scarce commodity before the year is out. Many wholesalers have already withdrawn sockeye from their lists. Rolled oats show a slight reduction. Teas and coffees continue strong with upward tendencies. As the season advances, shelled walnuts are becoming scarce and in fact all nuts both shelled and in the shell are in a stronger position. Blue Rose rice is quoted at a higher figure. Evaporated apricots are higher in primary markets while prunes hold steady. Currants in primary markets are showing firmer tendencies. The raisin situation shows little change as compared with a week ago.

SOCKEYE SALMON WITHDRAWN

Toronto.

CANNED GOODS.—Nearly all wholesalers have withdrawn sockeye salmon from their lists until they have spread their allotments. In some quarters Alaska Red salmon is offered at $3.90 per dozen for talls but the general quotation appears to be around $4.25. Aylmer pork and beans No. 2½s are advanced to $1.52½ per doz.

CANNED GOODS

Sockeye 1s, doz.	5 35	5 60
Do., ½s, doz.		3 00
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 90
Pinks, 1s doz.		1 45
Lobsters, ½-lb., doz.	3 90	3 75
Do., ¼-lb. tins	1 95	2 40
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	
Canned Vegetables —		
Tomatoes, 2½s, doz.		1 75
Peas, standard, doz.		1 75
Do., Early June	2 00	2 15
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 10
Asparagus tips, doz.		5 50
Do., butts, doz.		6 60
Canadian corn		1 40
Pumpkins, 2½s, doz.	1 45	1 50
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
Apples, gal., doz.		5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.		3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do. Green Gage	3 25	3 40
Cherries, pitted H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Strawberry, 4s, each	0 90	0 95
Do., 16-oz., per doz.	3 75	4 60
Raspberry, 4s, each	0 90	0 94
Do., 16-oz., doz.	3 75	4 60

SUGAR MAKES ANOTHER DROP

Toronto.

SUGAR—Another reduction of 25c. is announced by all refiners, which makes a reduction of 50c. per cwt. The Montreal basis is now $8.25 and Toronto prices $8.59. Since we went to press last week the Cuban Sugar Committee announced a reduction of ⅝c. per lb., bringing their price on raws to 2⅝c. cost and freight New York. A detailed report on the raw sugar situation will be found elsewhere in this issue.

St. Lawrence, extra granulated, cwt.	8 59
Atlantic, extra granulated	8 59
Acadia Sugar Refinery, ex. granulated	8 59
Dom. Sugar Refinery, ex. granulated	8 59
Canada Refinery granulated	8 59

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c gunnies, 10 10s, 50s; cartons, 20-5s, 60c.

BLUE ROSE RICE HIGHER

Toronto.

RICE—Primary markets continue strong with upward tendencies. Local wholesalers have advanced quotations on Blue Rose making fancy grades 8c. to 8½c. per lb and on the second grades 7½c. to 7¾c. per lb.

Honduras, broken, per rlb.	0 07½	0 08
Blue Rose, lb.	0 07½	0 08
Blue Rose, fancy	0 08	0 08½
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 07	0 07½
Tapioca, per lb.	0 07	0 07½

TEAS CONTINUE STRONG

Toronto.

TEAS—Broadly speaking there are no new developments to be reported in the tea situation as compared with a week ago. Apparently as the season advances the shortage and the better grades is becoming more pronounced and there are indications for the market continuing strong for the balance of the year. Importers speak in no uncertain terms that quotations to the retail trade are still below the cost of replacement and further advances must necessarily be made.

Pekoe Souchongs	0 28	0 35
Pekoes	0 30	0 58
Broken Pekoes	0 35	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans		0 58
Do., seconds		0 50
Hyson thirds	0 30	0 35
Do., pints	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade.

ROLLED OATS LOWER

Toronto.

CEREALS.—Wholesalers have reduced quotations on rolled oats and some manufacturers have also made reductions. Rolled oats are offered at $3.30 to $3.40 per 90 lb. bag. Although the price is lower, statistically the market is still firm, the reduction in quotations being in a competitive way. There are no other price changes.

Barley, pearl, 98s	5 40
Buckwheat flour, 98s	6 00
Barley, pot, 98s	4 40
Barley Flour, 98s	6 25
Cornmeal, golden, 98s	2 75
Oatmeal, 98s	4 50
Corn flour, 98s	3 75
Rye flour	9 85 6 00
Rolled oats, 90s	3 50
Rolled wheat, 100 lb. bbls.	7 00
Cracked wheat, bag	5 00
Breakfast food, No. 1	6 00
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 50
Flaxseed, 98s	7 00
Peas, split, 98s	0 07
Marrowfat green peas	0 09
Graham flour, 98s	4 75
Whole wheat flour	4 95
Wheat kernels, 8s	6 25
Farina, 98s	6 35

BETTER DEMAND FOR SYRUPS

Toronto.

SYRUPS—There are no changes in quotations but the demand is steadily increasing.

Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 60
Cases, 5-lb. tins, white, 1 doz. in case	5 30
Cases, 10-lb. tins, white, ½ doz. In case	5 00
Cases, 2-lb. tins, yellow 2 doz. in case	4 00
Cases, 5-lb. tins, yellow, 1 doz. in case	4 70
Cases, 10-lb. tins, yellow, ½ doz	4 00
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 20
No. 3 tins, 2-doz. case	5 50
No. 5 tins, 1-doz. case	4 60
No. 10 tins, ½-doz. case	4 25
Pails—No. 1	1 10
Pails No. 2	1 75
Pails No. 5	3 55
Molasses, table grade—	
No. 2 tins, 2-doz. case	7 75
No. 3 tins, 2-doz. case	10 75
No. 5 tins, 1-doz. case	8 95
No. 10 tins, 1-doz. case	8 60
Pails—No. 1	2 10
Pails No. 2	3 75
Pails No. 5	8 55

CRANBERRIES IN DEMAND

Toronto.

FRUIT—The first car of Cape Cod cranberries have arrived and meeting with a good demand at $9.00 per half barrel. The cranberry crop this season is a small one and there it is not likely that prices will be any lower. Winter keeping Ontario apples are offered at prices ranging from $5.00 to $7.50 per barrel according to the variety and grade. Duchess and Sheldon pears are offered freely at 75c. to 85c. per basket while Keiffers are selling at 50c. to 60c. per basket.

Oranges, Valencies, 100s.		7 00
Do., 126s.	7 00	7 00
Do., 150 and smaller	5 00	7 50
Peaches, Cal., in boxes	2 50	2 75
Lemons, Verdilli		6 50
Pears, Cal., Bartlett, box	5 50	6 00
Do., Canadian, 11s.	0 50	0 85
Bananas, per lb.		0 08½
APPLES—Barrel		
Spys No. 1		7 50
Spys, No. 2		7 00
Spys No. 3		5 50
Greenings No. 1		7 00
Greenings No. 2		6 50
Baldwins No. 1		7 00
Baldwins No. 2		6 50
Do., Cal., Tokay, crate		4 00
Grapes, Cal. Malagas, crate		3 50
Do., Canadian, 6s	0 55	0 60
Grape Fruit, case		8 50
Apples, B. C. boxed	3 50	3 75
Cranberries, Cape Cod, ½ bbl.		9 00

CAULIFLOWERS PLENTIFUL

Toronto.

VEGETABLES— Potatoes continue with an easy trend with prices slightly lower. Quotations now range from $1.65 to $1.85 per bag. Good dry yellow Danver onions for winter storage are offered at $4.00 per bag. There appears to be a feeling among wholesale dealers that onions will advance later in the season. Cauliflowers are plentiful and some days there appears to be almost a glut on the market: prices range from 85c. to $1.00 per doz. Carrots and beets are quoted at $1.25 per bag. There is practically no change in quotations on other vegetables.

Cabbage, per doz.	1 00	1 50
Potatoes, local, per bag.	1 65	1 85
Head lettuce, crate	1 50	2 00
Tomatoes, 11s	0 40	0 50
New beets, per bag	1 25	1 25
New carrots, per bag	1 25	1 25
Onions, Spanish, crate		5 50
Do., sack, 100 lbs.		4 00
Do., pickling, 11s	2 00	2 75
Celery, per doz.	0 50	0 60
Egg plant, 1-qt. bkt.	0 50	0 75
Sweet potatoes, hamper		3 00
Peppers, hot green, bkt.		0 40
Do., hot, red, bkt.		0 40
Cauliflowers, doz.	0 85	1 00

BEANS IN DEMAND

Toronto.

BEANS.—There is a strong demand for beans but as yet the offerings are small and are demanding a good price. It is the general opinion that prices will be lower when the crop is more fully threshed. Good hand picked Ontario beans are quoted at $3.90 to $4.20 per bushel.

Ontario hand picked, per bus.	3 90	4 20
Cal. Limas, per lb.	0 09	0 09½

PACKAGE CEREALS STEADY

Toronto.

PACKAGE GOODS—There is little of interest to report in this market. Prices are steady under an active demand.

PACKAGE GOODS

Rolled Oats, 20ss, round, case	5 00
Do., 18s, case	2 00
Do., 20s, square case	5 00
Do., Aluminum Prem., 20s	6 10
Corn Flakes 36s, case	3 75
Porridge Wheat, 36s, reg., case.	6 00
Do., 20s, family, case	6 80
Cooker package peas, 36s, case.	2 85
Cornstarch, No. 1, lb. carton	0 09½
Do., No. 2, lb., cartons	0 08
Laundry starch	0 07½
Do., in 1-lb. cartons	0 8¼
Do., in 6-lb. wood boxes	0 11¼
Do., in 6-lb. tin canisters	0 12
Celluloid starch, case	4 00
Potato flour, 1-lb.	0 14½
Fine oatmeal, 20s	5 75
Cornmeal 24s	2 85
Farina, 24s	3 25
Barley, 24s	2 75
Wheat flakes, 24s	5 00
Wheat kernels 24s	4 50
Self-rising pancake flour 24s	2 70
Buckwheat flour, 24s	2 70
Self-rising pancake flour, 18s	3 85
Health bran, case	3 50
F. S. Hominy gran. case	3 00
Do., pearl, case	3 00
Scotch pearl barley case	2 70
Puffed rice pancake flour, 24s	2 85

STRONG NUT MARKET

Toronto.

NUTS—Shelled Bordeaux walnuts are almost impossible to locate. Some wholesalers have small stocks of Manchurians but the amount is very limited and are firmly held at 75c. per lb. In California walnuts, prices at the coast have been advanced 2c. above the opening and it is understood that only 20% of the bookings have been confirmed, which would indicate that the California variety is also on the short side.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Grenobles, lb.	0 23	0 24
Walnuts, Bordeaux, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, lb.		0 30
Do., sweetened, lb	0 28	0 32
Do., shred		0 25
Peanuts, Spanish, lb.		0 11
Brazil nuts, large, lb.	0 17	0 20
Mixed nuts, bags 50 lbs.		0 32
Shelled —		
Almonds, lb.	0 47	0 52
Filberts, lb.		0 35
Walnuts Bordeaux, lb.		0 80
Wo., Manchurian		0 75
Do., broken	0 55	0 60
Peanuts, Spanish, lb.		0 11
Pecans, lb.		1 40
Brazils		0 72

NO CHANGE IN SPICES

Toronto.

SPICES.—There is a fair amount ob business passing but there is little change in market conditions. Quotations are unchanged.

Allspice	0 15	0 18
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 45
Mustard, pure	0 35	0 40
Pastry		0 28
Pickling spices		0 18
Mace		0 75
Peppers, black	0 20	0 23
Do., white	0 30	0 35
Paprika, lb.	0 60	0 70

APRICOTS HIGHER AND SCARCE

Toronto.

DRIED FRUITS.—Apricots are apparently becoming scarce and prices in primary markets are strong with another advance during the week. The present price at primary points is now 4½c. per lb. over the opening quotations. There is no change in the raisin situation as compared with a week ago. Some wholesalers have withdrawn Thompsons seedless in packages but are still offering in bulk. In primary markets Grecian currents are slightly higher but local quotations on the new crop to arrive remain at 14½c. for Patras.

Candied Peels—		
Citron caps, 12-lb. boxes, lb.		0 46
Lemon caps, 12 lb. boxes, lb.		0 29
Orange caps, 12 lb. boxes. lb.		0 31
Mixed containing 4½ lb. lemon, 4½ lb. orange, 3 lb. citron caps, per lb.		0 35
Drained Peel, mixed, cut ready for use, in No. 1's cartons, 3 3 dozen per case, per dozen.		4 50
Currants—		
Greek, Filiatras, cases		0 17
Do., Amalias		0 17
Do., Patras		0 17
Do., Vostizza		0 23½
Excelsior, pkgs, 3 doz. in case		5 50
Dromedary 3 doz. to case		7 50
Fard, per box ap. 12 lbs.		3 25
Hallowee dates, per lb.		0 11
Figs—		
Smyrna layers, 4 Crn., lb.	0 30	0 32
Do., layers, 6 crn., lb.	0 36	0 38
Natural pulled, in bags		0 10½
Prunes—		
30-40s, 25s		0 19
40-50s, 25s		0 16½
50-60s, 25s		0 14
60-70s, 25s		0 13
70-80s, 25s		0 11¾
80-90s, 25s		0 10¾
Raisins—		
California, bleached, lb.		0 27½
Seedless, 15-oz. packets	0 27	0 29
Seeded, 15-oz. packets	0 20½	0 21
Crn., muscatels, No. 1, 25s		0 19½
Turkish Sultanas pkgs.		0 27
Thompsons, seedless		0 28½
Valencia		0 23½
Evaporated apples	0 14	0 15

STRONG COFFEE MARKET

Toronto.

COFFEE.—Although importers and wholesalers intimate that there is not likely to be any immediate advance in quotations to the retail trade, the fact remains that the primary markets have been gradually climbing upward for some little time past, and primary prices are now several cents higher than early in the summer months. Spot stock are not heavy and with the season of heaviest demand approaching, there is nevertheless a strong possibility of a slight upward readjustment in quotations to bring them more in line with import costs.

Java, Private Estate	0 51	0 53
Begotas, lb.		0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.		0 35
Mocha, lb.	0 52	0 55
Rio, lb.	0 22	0 24
Santos		0 35

HONEY MARKET QUIET

Toronto.

HONEY.—The market is quiet with dealers fairly well supplied. In some quarters there is talk of lower prices on account of the big crop.

HONEY, Extracted—		
5-pound tins, per lb.		0 16
10-lb. tins, per lb.		0 15
60-lb. tins, per lb.		0 14½
Comb, per doz.	3 75	4 50

MANITOBA MARKETS

WINNIPEG, Oct. 5.—The main feature of the grocery market during the week has been the demand for canned fish especially salmon. With the short pack of sockeye, merchants are buying freely and are also taking more interest in other grades on account of the shortage in sockeye. Norwegian sardines are offered as low and good sales are recorded. The demand for canned peas and tomatoes has shown a decided improvement and in many cases merchants are purchasing requirements for three months. The coffee market has advanced and New York brokers are predicting higher prices on all grades. Seedless raisins are scarce. The new Grecian crop of currants will arrive on the market around October 20th. The sugar market has declined. The spice and nut markets continue on the upward trend. B.C. canners withdrew their prices on jams and later in the week named a higher price. The sale of fruits, especially apples and grapes are meeting with a good demand. Cranberries are now offered on the local market.

SUGAR PRICES LOWER

Winnipeg.

SUGAR—The unsettled condition in the primary sugar market is reflected on the Canadian market for refined. Refined is quoted at $9.75 per cwt. a reduction of 25c. and these prices are firmly maintained by local wholesalers. The demand is only fair.

Extra gran., bags, 100 lbs.	9 75
Do., gunnies, 5-20 lbs.	10 15
Do., gunnies, 10-10 lbs.	10 25
Do., cartons, 20-5 lbs.	10 35
Do. cartons, 50-2 lbs.	10 50
Yellow No. 1 lt., bags, 100 lbs.	9 35
Do., golden, bags, 100 lbs.	9 25
Powdered sugar, bbls.	10 15
Do. boxes, 50 lbs.	10 35
Do., boxes, 25 lbs.	10 55
Icing, barrels	10 25
Do., boxes, 50 lbs.	10 45
Do., boxes, 25 lbs.	10 65
LUMP SUGAR—	
Soft lumps, boxes, 100 lbs.	10 55
Do., boxes, 50 lbs.	10 65
Do. 25 lbs.	10 85
Do., cases, 20 cartons	11 60
Do., cases, 40½ cartons	12 35
Small lump, boxes, 100 lbs.	10 45
Do., boxes, 50 lbs.	10 55
Do., boxes, 25 lbs.	10 75
Do., cartons, 50 2-lbs.	10 85
Hard lump, barrels	10 75
Do., boxes, 100 lbs.	10 75
Do., boxes 50 lbs.	10 75
Do., boxes, 25 lbs.	11 00

GRAPEFRUIT ARRIVES

Winnipeg.

FRUITS—The first car of Florida grapefruit has arrived on the market and is finding ready sale at $9.00 per case. Good quantities of Tokay grapes are arriving daily and are in good demand at $4.50 and $5.00 per case according to quantity. Heavy shipments of apples from B.C. of the Wealthy and Macintosh reds variety are arriving and are selling freely. Crabapples are in fair demand and are quoted at $2.65 per case. Washington pears and Italian prunes are in good demand.

Oranges, all sizes, per case		7 50
Lemons, per case		10 00
Apples, per box	2 00	3 25
Bananas, per lb.		0 10
Grapefruit, per case		9 00

FLOUR MARKET QUIET

Winnipeg.

FLOUR—The flour market is ruling quiet under a light demand. Buyers are purchasing stocks as they require.

FLOUR—	
98-lb. sacks	4 82½
Two 49-lb. sacks	4 90
Four 24-lb. sacks	5 00

STEADY MOLASSES MARKET

Winnipeg.

SYRUPS—The molasses market is steady under a fair demand. There is no change in the cane syrup situation. Corn syrup business on orders for prompt delivery is of fair volume though the buying is regulated with close reference to actual wants. Quotations are unchanged.

CANE SYRUP—	
No. 2s	6 55
No. 5s	7 50
No. 10s	7 00
No. 20s	6 80
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 65
Cases, 5-lb. tins, white, 1 doz. in case	5 75
Cases, 10-lb. tins, white, ½ doz. in case	5 50
Cases, 20-lb. tins, white, ¼ doz. in case	5 50
Cases, 2-lb. tins, yellow, 2 doz. in case	3 40
Cases, 5-lb. tins yellow, 1 doz. in case	4 55
Cases, 10-lb. tins, yellow, ½ doz. in case	4 30
Cases ,20-lb. tins, yellow, ¼ doz. in case	4 30
TABLE SYRUP—	
Pure, 2½s, tins, cs. of 2 doz.	24 85
Pure, 5s, per case of 1 doz.	22 65
Pure, 10s, per case of ½ doz.	21 05
MAPLE SYRUP—	
Maple flavor 2½s, tins, per case of 2 doz.	13 75
Do., 2s, tins, case of 1 doz.	12 00
Do., 1s, tins. case ½ doz.	11 50
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 30
3-lb. tins, 2 doz. case	11 60
5-lb. tins, 1 doz. case	9 50
10-lb. tins, 1 doz. case	9 20
Molasses quotations subject to 5 per cent. discount.	
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	5 25
2s, 4 doz. in case	5 00
2½s 4 doz. in case	4 80
5s, 4 doz. in case	4 50
10s, 4 doz. in case	4 20

RICE PRICES FIRM

Winnipeg.

RICE—There are no new developments in the rice market. Prices are ruling firm and an improvement in buying is noted.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.		0 08
Do., 50-lb. sacks, lb.		0 08½
Siam, 100-lb. bags		0 06¼
Do., 50-lb. bags		0 06½
Sago, sack lots, 13 to 15 lbs., lbs., per lb.		0 09
Do., in less quantities, lb.		0 09¼
Tapioca, pearl, per lb.	0 08	0 08½

CANNED GOODS IN DEMAND

Winnipeg.

CANNED GOODS—There is a good demand for canned fish especially salmon. Merchants are realizing that with the short pack of sockeyes it is to their advantage to buy and are also buying freely other grades of salmon to take the place of the sockeye shortage. New arrivals of the better grade Norwegian sardines are offered as low as $14.50 per case and are selling freely as the market is showing a firmer tone. New arrivals of canned peas and tomatoes are on the market. While merchants are not buying in large quantities they are purchasing enough to take care of requirements for three months. Canned fruits are quiet but indications point to a heavier sale a little later on in the season. New California fruits are arriving. Sliced peaches which have been in short supply for some months past are now meeting with a ready sale.

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case,		
Do., imp., ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.		2 45
Do., ½s, 4 doz. case, doz.		4 20
Oysters, 1s, 4 oz., 4 doz. case, cs.		9 40
Pilchards, 1s, tall, 4 doz. case, cs.		7 10
Do., ½s, flat, 8 doz. cs., case		9 00
Salmon—		
Sockeye, 1s, tall case		20 75
Do., ½s, flat, 8 doz. in case		21 75
R. Spring, 1s, tall, 4 doz. case		16 75
Do., ½s, flat, 8 doz. case		18 25
Cohoe, 1s, tall, 4 doz. case		14 65
Do., ½s flat, 8 doz. case		16 50
Pink, 1s, tall, 4 doz. case		6 40
Do., ½s, flat, 8 doz. case		8 25
CANNED FRUIT (Canadian)		
Apples, 6 tins in case, per case		3 25
Cherries, 1s, 4 doz. case	7 00	8 00
Peaches, 2s, 2 doz. case	6 50	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	6 50	7 00
Do., Lombard, light syrup, 2s, 2 doz. case	4 75	5 25
Raspberries, 2s, 2 doz. case	8 50	9 00
Strawberries, 2s, 2 doz. case	8 00	8 50
CANNED FRUIT (American)		
Do., heavy syrup, 2s, 2 doz. case	6 00	6 50
Apricots, 1s, 4 doz. case		11 00
Peaches, 2½s, 2 doz. case		12 00
Do., sliced, 1s, 4 doz. case		12 40
Do., halved, 1s, 4 doz. case		12 40
Do., 2s, 2 doz. case		8 25
Pears, 1s, 4 doz. case		12 00
Pineapples, sliced, 2s, 2 doz. case		7 60
CANNED VEGETABLES		
Asparagus Tips, 1s, tins, 2 doz. case, per doz.		5 00
Beans, Golden Wax, 1s, doz.	4 75	5 00
Beans, Refugee, 2s, 2 doz. case	4 75	5 00
Corn, 2s, 2 doz. case	3 25	4 00
Peas, 2s, 2 doz. case	3 90	4 10
Sweet Potatoes, 2½, 2 doz. case		7 00
Pumpkins, 2½s, 2 doz. case	3 00	3 75
Sauer Kraut, 2½ss, 2 doz. case		4 10
Spaghetti, 2 doz. case		2 15
Tomatoes, 2½s, 2 doz. case	3 95	4 15
Spinach, 2½s, 2 doz. case		6 55

JAMS ADVANCE

Winnipeg.

JAMS—B.C. prices on jams were withdrawn and since have been named at an advance of $2.00 per dozen over the opening price. Indications point to higher prices from Eastern manufacturers as well.

JAMS	
Strawberry 4s per tin	0 89
Black Currant 4s per tin	0 89
Raspberry 4s per tin	0 89
Apricots 4s per tin	0 83
Cherry 4s per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors), 4s, tin.	0 57

SEEDLESS RAISINS SCARCE

Winnipeg.

DRIED FRUIT—Seedless raisins will be very scarce and probably not more than 25 per cent of the requirements will be filled. Independent offerings are being quoted at a premium of about 10 per cent higher than the association prices. Seeded raisins are on the market in good quantity and are quoted at reasonable prices. Prunes on the local market are likely to advance shortly as there is a very small quantity on hand in California. New prices on evaporated apples have been named and are selling 2c higher than last springs sales of old crop. Currents are slightly easier and shipments of the new Greecian crop is expected about October 20. There is a good demand for currants due to the shortage of seedless raisins.

DRIED FRUIT

Evaporated apples, per lb.	0 15½ to 0 16
Currants, 90-lb., per lb.	0 18 0 19
Do., 8 oz. pkgs., 6 doz. case, lb.	0 16¾
Dates, Hallowee, bulk, lb.	0 11¼
Do., pkge., 3 doz. case, lb.	0 15⅞
Figs, Spanish, per lb.	0 15
Do., Smyrna, per lb.	0 12½
Do., black, cartons, carton	0 60
Loganberries, 4 doz. case, pkt.	0 25
Peaches, standard, per lb.	0 20 0 21
Do., choice, per lb.	0 23 0 24
Do., fancy, per lb.	0 24 0 25
Do., Cal., in cartons, per carton	1 10
Do., unpitted, per lb.	0 10
Pears, extra choice, per lb.	0 25
Do., Cal., cartons, per carton	1 25
Currants, 90-lb., per lb.	0 18 0 19
Prunes—	
30-40s, 25s, per lb.	0 21
40-50s, 25s, per lb.	0 16¼
50-60s, 25s, per lb.	0 14
60-70s, 25s, per lb.	0 12¾
70-80s, 25s, per lb.	0 11½
80-90s, 25s, per lb.	0 10½
90-100s, 25s, per lb.	0 08
In 5-lb cartons, carton	0 68
Raisins—	
3 doz .to case, per pkg.	0 21
Choice seeded, 15 oz., 3 doz. to case, per pkg.	0 20
Fancy, seeded, 11 oz., 4 doz. to case, per pkg	0 21¾
Choice seeded, 11 oz., 4 doz. to case, per pkg.	0 19
Cal., bulk, seeded, 25-lb. boxes	0 24
Do., pkt., seedless, 11 oz., 3 doz. to case, per lb	0 22
Do., bulk, seedless, 25-lb. boxes per lb.	0 24
Apricots, choice, 25 s, lb.	0 31
Do., 10s, lb.	0 33
Do., Standard, 10s, lb.	0 26
Do., Standard, 10s, lb.	0 28
Do., fancy, 25s, lb.	0 35
Do., fancy, 10s, lb.	0 36

SCARCITY OF NUTS

Winnipeg.

NUTS—There is no change in the nut market as compared with a week ago. All lines are ruling firm and scarce. Prices on the new crop California walnuts are expected shortly. The crop, it is reported will run about 65 per cent normal and largely to the No. 2 size.

NUTS, SHELLED—	
Almonds, per lb.	0 45 0 47
Spanish Peanuts, No. 1, lb.	0 12½
Pecans, per lb.	1 40
Walnuts, per lb.	0 77½
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 25
Walnuts per lb.	0 25
Almonds, per lb.	0 23
Cocoanuts per sack	11 00
Cocoanuts, per doz.	1 50
Brazils, per lb.	0 25
Pecans, per lb.	0 28

ROLLED OATS EASIER

Winnipeg.

CEREALS—Rolled oats are slightly easier and 80s are quoted at $2.60 per bag. Indications are that this line will return to the higher levels as only one or two manufacturers are quoting at this low figure and only for limited quantities. Wheat granules have shown a decline of 40c per bag and are offered at $6.10. Whole green peas as wel as plit yellow have shown a slight decline. Quotations are steady under an improved demand for package cereals

PACKAGE CEREALS

Rolled oats 20s, rd. cartons	4 75 5 00
Do., 36s, case, square, bkts.	3 50
Do., 18s, case	2 10
Corn Flakes 36s, case	3 50 3 80
Cornmeal, 2 doz. case, case	3 40
Puffed Wheat, 3 doz. cs., case	4 45
Puffed Rice, 3 doz. cs., case	5 75
Grape Nuts 2 doz. cs. case	3 80
Package peas, 3 doz. cs., case	3 00
Cream of Wheat, 3 doz. cs., case	9 15

BULK CEREALS

Rolled Oats, 80s. per bag	2 60
Do., 40s, per bag	1 38
Do., 20s, per bag	0 71
Do., 10-8s, per bale	3 50
Do., 15-8s, per bale	4 00
Oatmeal, 98s, gran., or stand. bag	3 70
Wheat, granules, 98s, bag	6 10
Do., 16-6s, per bale	6 60
Peas, whole, green, 100-lb. bag, per bushel	3 95
Do., split, yellow, 98s, bag	7 50
Do., split, yellow 49s, bag	3 85
Cornmeal, 98s, per sack	3 25
Do., 49s, per sack	1 65
Do., 24s, per bag	0 85
Do., 10s, per bale	3 65
Buckwheat grits, whole, 981lb. bags, per bag	9 35
Beans, 100-lb. bags, bushel	4 20 4 50
Lima beans, 100-lb. bags, lb.	0 09½
Barley, pot, 98s	3 85
Do., 49s	1 92
Do., 24s	1 00
Barley, pearl, 98s, per bag	4 95
Do., pearl, 49s, per bag	2 52
Do., pearl 24s	1 28

COFFEE MARKET ADVANCES

Winnipeg

COFFEE—For the past few weeks the coffee market has continued upward. Rio coffee is very firm with some export firms refusing to quote prices on same. Mild coffees are advancing in sympathy with Santos. Coffee brokers in New York are unanimous in predicting higher prices on all lines of coffee. A good demand is reported in the local market.

COFFEE—		
Rio, lb.	0 19½	0 20½
Mexican lb.	0 44	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 40	0 43
Mocha (types)	0 51	0 53
Santos, Bourbon, lb.	0 28½	0 31
Santos, lb.	0 27½	0 30

TEA MARKET FIRM

Winnipeg.

TEA—The tea market continues firm and common teas particularly are strong. With the firm market buying locally has shown more activity.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoe, first quality	0 40	0 42
Do., second quality	0 35	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe 1st qual.	0 50	0 60
Japan	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45
Broken Orange Pekoe	0 38	0 48

SPICE MARKET FIRM

Winnipeg.

SPICES—The spice market is ruling firm. Peppers show no change and cloves are steady. With the increased demand cream of tartar is firming up. Jamaica ginger while firm is very inactive. Vanilla beans have advanced and the best grades are firmly held as the crop is only fair in quality.

Allspice, Jamaica, best qual., lb		0 20
Cassia, Batavia, per lb.		0 36
Do., China, per lb.		0 33
Chillies, per lb.		0 55
Do., No. 1, per lb.		0 53
Cinnamon, Ceylon, per lb.		0 80
Do., No. 0, carton, doz.		0 90
Cloves, Penang, per lb.		0 95
Do., Amboyna, per lb.		0 90
Do., Zanzibar per lb.	0 45	0 45
Ginger, washed, Jamaica, No. 1		0 60
Do., Jamaica, No. 2		0 40
Do., Japan or Africa, lb.		0 25
Mace, extra bright Penang, lb.		0 75
Nutmegs, extra large brown, 70 to lb., per lb.		0 55
Do., large brown, 85 to lb. per lb.		0 50 0 45
Do., medium, 110 to lb.		0 45
Do., carton of six, per doz.		0 70
Pepper, blk., Singapore, ex. lb.	0 30	0 30
Do., white, per lb.	0 42	0 42
Pickling, ¼-lb., pkg., per doz.		1 05
Do., bulk, No. 1, per lb.		0 28

GROUND SPICE

Allspice, bulk, per lb.	0 20
Do., No. 2, per lb.	0 18
Do., 2 oz. cartons	0 80
Do., 4 oz. cartons	1 20
Cassia, No. 1 bulk, per lb.	0 30
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	1 00
Do., No. 1, 4 oz. cartons	1 40
Cinnamon, bulk, per lb.	0 40
Do., 2 oz. cartons	1 15
Do. 4 oz. cartons	1 65
Cloves, bulk, per lb.	0 50
Do., 2 oz.. cartons	1 25
Do., 4 oz. cartons	2 20

CRANBERRIES ON MARKET

Winnipeg.

VEGETABLES—The first shipment of cranberries is now on the market and is quoted at $19.00 per barrel and $10.00 per box. Sweet potatoes from Virginia are in good demand and are quoted at $9.00 per barrel and in small lots 8c per lb. There is very little change for other lines of local vegetables. Prices for the most part are holding fairly steady.

Rhubarb, per lb.	0 02
Cabbage, per lb.	0 01*
Head lettuce, per dozen	0 75 1 25
Leaf lettuce, per dozen	0 40 0 60
Green onions, per dozen	0 30 0 50
Cucumbers, per dozen	0 60
Tomatoes, basket	0 50
Tomatoes, per lb.	0 03 0 03
New carrots, beets per lb.	0 01½
Potatoes, per bushel	0 80
Do., 25 bushel lots, bushel	0 75
Celery, B.C., per lb.	0 05 0 06
Cauliflower, per doz.	1 50 2 00
Onions, per sack	3 50

NO CHANGE IN STARCH

Winnipeg.

STARCH—There is no change in quotations on starch. There is a good steady demand.

STARCH—	
Cornstarch, No. 1 quality, per lb.	0 10⅝
Cornstarch 1-lb. pkgs., lb.	0 09½
Gloss, 1-lb. pkgs., per lb.	0 10⅞
Celluloid, 1-lb. pkg., per case	4 35

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE

Calgary Alta. Oct. 4—Flour declined 75c. per barrel. American granulated sugar is offered 75c. per hundred less than B. C. refiners. B. C. sugar dropped 50c. on hundred pound bags and 25c. on other sizes. Ontario cheese is easier at 23c. per lb. Seedless raisins in bulk are offered at 21c. to 22c. per lb. Seeded raisins are quoted at 19½c. to 21c. per lb. Number one B. C. potatoes are quoted at $45.00 per ton and Ashcrofts at $50.00 per ton. Ten ounce packages of new California figs are quoted at $1.50 to $1.80 per dozen.

Beans—Ashcroft, per cwt. ...	5 50	6 00
Do., Kootenashi, per cwt. ...	5 75	6 25
Rolled oats, 80s	....	3 00
Rice, Siam	5 50	6 00
Japan, No. 1	7 50	8 00
Tapioca	7 00	7 50
Sago	7 00	7 50
Sugar, pure cane, gran., cwt...	....	9 67
Cheese, No. 1, Ont., large	0 23	0 24
Alberta cheese, twins	....	0 25½
Do., large	....	0 24½
Butter, creamery, lb.	....	0 37
Do., dairy, lb.	0 25	0 30
Lard, pure 3s	12 30	12 60
Eggs, new laid, local, case ..	11 00	11 50
Tomatoes, 2½s	4 00	4 35
Lemons, case	....	12 50
Corn, 2s, standard case	3 50	3 85
Peas, 2s, standard case	4 20	4 30
New early June peas, case ...	....	4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye ½s, case	21 00	21 50
Strawberries, 2s, Ont., case ..	8 15	8 40
Raspberries, 2s, Ont., case	8 40	9 25
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
B. C. Tomatoes, 4-bas. crate, ea.	....	2 75
Apples, evaporated, lb.	....	0 19
Do., 25s, lb.	....	0 19½
Pineapples, Hawaiin, sliced 2's..	6 90	7 00
Peaches, evaporated, lb.	0 16	0 18
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 10	0 10
Do., 70-80s	0 11½	0 12½
Potatoes, B.C. per ton	....	45 00
Do., Ashcrofts, per ton	....	50 00

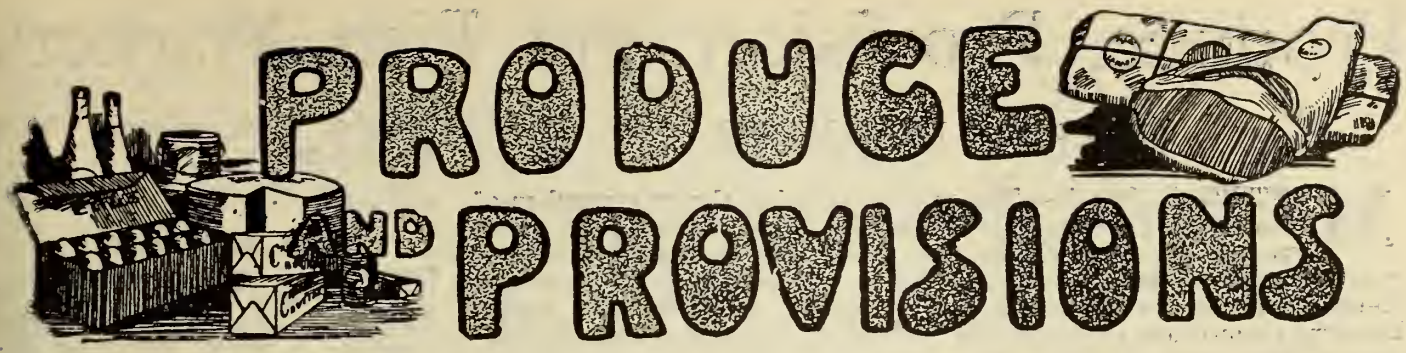
Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax, N. S., October 4—Grocery markets, generally are steady, showing few price changes. Sugar made a slight reduction; granulated now quoted at $8.45 and yellow at $8.00. The flour and feed markets are not very active but are showing signs of brightening. Eggs are plentiful at 48c. per doz. Yellow eye beans are easier at $6.00. Cheese is lower at 20c per lb. American clear pork dropped slightly to $33.00.

Flour, No. 1 patents, bbl.	....	11 00
Cornmeal, bags	....	2 50
Rolled oats, per bag	....	3 95
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.	....	10 00
Sugar, standard, gran.	....	8 45
Do., No. 1, yellow	....	8 00
Molasses, gal.	....	0 70
Cheese, Ont., twins	....	0 20
Eggs, fresh, doz.	....	0 43
Lard, compound	....	0 16
Do , pure, lb.	....	0 22
American clear pork, bbl.	....	33 00
Tomatoes, 2½s., stan., doz.	....	2 00
Breakfast bacon	....	0 33
Hams, aver. 9-12 lbs.	....	0 35
Do., aver., 12-18 lbs.	....	0 35
Do., aver. 18-25 lbs.	....	0 31
Roll bacon	....	0 25
Butter, creamery, lb.	....	0 48
Do., dairy	....	0 36
Raspberries, 2s Ont., doz.	....	4 00
Peaches, 2s., standard, doz.	....	3 30
Corn, 2s, standard, doz.	....	1 60
Peas, standard, doz.	....	1 95
Strawberries, 2s, Ont., doz. ...	....	4 00
Salmon, Red Spring, flats, cases	....	....
Do., pinks	....	7 00
Do., Cohoes	....	14 00
Do., Chums	....	6 00
Evaporated apples, per lb.	....	0 15
Dried peaches, per lb.	....	0 22
Potatoes, Nat., 90-lb. bag.	....	1 50
Onions, Jersey	....	4 50
Onions, Spanish	....	5 00
Beans, white	....	4 50
Do., yellow eye	....	6 00
Bananas, lb.	0 09	0 10
Lemons, Ca..	....	15 00

In this store good equipment and attractive interior displays help increase sales



Prefers a Credit Business to Selling Strictly for Cash

Fredericton Provision Co., Fredericton, N.B. Finds Combination of Groceries and Meats a Profitable Investment — One Helps the Sale of the Other

HAVING a meat department along with one for groceries is good business, according to W. J. Stapleton, manager of the Fredricton Provision Co., Fredricton, N. B. Two and a half years ago this company took over the Morgan Grocery Co., and since that time have been carrying fresh meats. "The meat department provides half the revenue," Mr. Stapleton told a representative of Canadian Grocer recently. "Meats and groceries can be worked well together," he added. "One helps to sell the other, and I find that in selling groceries to customers the suggestion of meats very often means a sale. The same is true in the sale of meats. A customer at the meat counter may be very often just waiting for a suggestion of some speecial line of groceries."

Where Display Counts

Display plays an important part in the store of the Fredricton Provision Co. and both in the grocery and meat departments, goods are displayed to the best possible advantage. A refrigerator counter is used in the meat section, and here is displayed cooked meats, as well as butter, shortening and cheese. The windows in the summer months are used almost exclusively for the display of fruits and vegetables. Sale of fruits and vegetables averaged $200 per week all summer, and Mr. Stapleton believes that the constant display of the same meant a good deal in the way of increasing sales. "Window and counter displays cannot be used too much" remarked Mr. Stapleton.

In the conduct of this business, customers must pay their accounts when due, and if they do not, their credit is cut off. "If a new customer should come in and want credit," Mr. Stapleton stated, arrangements are made whereby the account is to be paid at certain dates, and if the arrangement is lived up to, further credit is extended, but if the account is not met as stipulated, all further credit is cut off until the balance is paid. Fifty per cent of our business is credit, made up of several large accounts up to $800 and $1,000 per month. These are boarding houses and such like.

Prefers A Credit Trade

"Personally I do not prefer a business conducted on cash lines, to that of a credit trade. A credit business allows a better margin of profit, and permits of a larger turnover. People will buy more goods on credit than when paying cash. I prefer good credit customers, and believe in making sure of their reliability. A new customer is always investigated before credit is allowed, and if favorable they are given credit up to two weeks."

What Does the Public Think Of Your Store?

Knocks, boosts and suggestions, good and bad, intermingled in about equal number, came to a certain store as a result of a "we want to know" contest. More than 1,500 responses of all sorts came to the store in response to offers of $10, $5, $3 and $2 worth of merchandise.

Four questions were asked in the contest:

1—What do you think of us?

2—What do you like about our store?

3—What can you suggest that will help?

4—What can you suggest that will help us reach our goal of serving you best, all ways, always?

The value of the contest to the store was felt to be not only in the institutional advertising produced, but also in giving a clear insight into the views and buying habits of customers. It was discovered that mothers with small children, who form a large part of the trade, appreciate consideration of the fact that there are accommodations for the children. Some of the letters made vivid and pointed comparisions with other stores in this town, showing that the customers are observant shoppers.

The influence on the individual of treatment by clerks demonstrated by a number of letters, many of which condemned unreservedly the treatment they had received at the hands of salespersons, while others gave full praise to clerks that had been of service.

First place in the contest was divided between two women whose suggestions were considered valuably constructive. One was a plan for continuing sales until 1 p. m. next day if it rained when the sale was scheduled; the other was a suggestion for increasing business in the suburban districts.

A CORRECTION

In an article that appeared in last week's issue on the broom situation, it might appear that there has been a recent reduction on brooms of 25 per cent. This however, is not the case. The reduction of 25 per cent represents the total reduction made in brooms from the highest price during the past few years.

WILL OPEN TRADE OFFICE IN INDIA

Montreal,—According to Major Chrisholm, trade Commissioner for Cuba, Venezuela, Columbia, Panama, Mexico and Jamaica the Canadian Government will open a trade office in India..

Major Chrisholm will leave for Calcutta on October 16th. but will be at the offices of the Canadian Manufacturers' Association, Montreal from October 5 to 15, in order to meet exporters and those desirous of obtaining information on trade prospects in Central America.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Oct. 5.—The produce market shows a number of interesting changes this week. Live hogs are lower in price, smoked and cooked hams are lower. Bacon stays firm with a good demand. Lard is steady in price. A demand for butter and cheese from the United States, in view of the low prices has stimulated trade and not only has this helped the market but the British buyers have taken a hand and a stronger market for both is the result. There is no change in poultry although the tendency is towards easier prices. Fish prices are lower with an improved demand. The only advance in fish is one cent more for B.C. salmon and for lake trout. Egg prices are much stronger with a limited supply of new laid eggs and a higher price. The whole produce market shows more activity this week.

BUTTER MARKET STRONGER

Montreal.

BUTTER—Although there is no change in the wholesale prices of butter, the market shows more strength on account of the activity in the export market which opened with a demand from the United States. The strength developed has resulted in an advance of ¼c per lb. in the manufacturer's price and wholesale prices may be expected to go higher.

BUTTER—	
Finest creamery prints	0 39
Creamery solids	0 38

STRONGER CHEESE MARKET

Montreal.

CHEESE—In consequence of the lower prices that have been paid for cheese, the receipts in Montreal show a big decline. This week, however, a reaction has taken place and the market shows strength. A demand from the United States has stirred up buying in Great Britain and cable enquiries have been numerous. This has strengthened the market considerably although as yet there is no definite change in prices.

Large, per lb.	0 21
Twins, per lb.	0 20
Old white	0 30
Triplets, per lb.	0 22
Fancy old cheese, per lb.	0 30 0 33
Stilton, per lb.	0 35
Quebec	0 20 0 21

COOKED HAMS LOWER

Montreal.

COOKED MEATS—In view of the cooler weather and lighter demand for cooked meats, cooked hams are reduced 2c per lb. this week. The regular ham is now selling at 52c, sandwich at 55c per lb. Other lines of cooked meats are unchanged in price.

Jellied pork tongues	0 35
Jellied pressed beef, lb.	0 37
Hams, cooked	0 52 0 55
Pork pies (doz.)	
Sausage, pure pork	0 20
Mince meat, lb.	0 15½
Ox tongue, tins	0 65
Head cheese, 6-lb. tins, per lb.	0 10

EGG PRICES HIGHER

Montreal.

EGGS—The egg market shows increased strength this week with smaller offering of new laid eggs. The supply is now at a minimum and prices quoted are from 52c to 60c per doz. The demand, however, is swaying to select from storage stocks which are quoted at 45c to 46c per doz. Higher prices may be expected on new laid eggs as the supply is limited.

Extras	0 52 0 60
Fresh selects	0 45 0 46
Do., No. 1	0 38

LOWER PRICES FOR HAMS

Montreal.

SMOKED MEATS—The feature of the market for smoked meats is a weaker feeling in hams on account of more liberal supply available and the somewhat limited demand at this season of the year which results in easier prices for smoked ham. The 8 to 10 lb. sizes are selling at 32c per lb. and the heavier weights at 30 and 31c per pound. On the other hand trade in bacon has been fairly active and prices have ruled steady.

BACON—	
Breakfast, best	0 34 0 40
Smoked breakfast	0 36 0 42
Cottage rolls	0 32
Picnic hams	0 22
Wiltshire	0 32 0 35

MEDIUM SMOKED HAMS—	
Weight, 8-14, long cut	0 35
Do., 14-20	0 35
Do., 20-25	0 31
Do., 25-35	0 27
Over 35 lbs.	0 24

LARD PRICES STEADY

Montreal.

LARD—A steady feeling has prevailed in the lard market under a fair demand for local and country accounts. Prices quoted by the wholesale trade are unchanged.

Tierces, 60 lbs.	0 17
Pails, 20 lbs.	0 17½ 0 18½
Tubs, 20 lbs.	0 17 0 18
Bricks	0 20 0 21

BARRELLED PORK UNCHANGED

Montreal.

BARRELLED PORK — There is no change in the market for barrelled pork this week. Prices are steady with a fair trade passing.

Heavy mess pork (bbl)	30 00
Plate beef	22 00

LIVE HOGS EASIER

Montreal.

FRESH MEATS—The course of prices for live hogs has been somewhat irregular. A weaker feeling has prevailed in this market and prices closed 50c to 75c per cwt. lower than those prices quoted a week ago. $9.50 and $9.75 per cwt. is quoted for select live hogs weighed off cars. Prices on fresh cuts of pork unchanged, and there is no change in the market for beef, prices being steady with a fair trade passing.

FRESH MEATS—		
Hogs, live (selected off cars)	9 50	9 75
Abattoir killed, 65-90 lbs.	0 17	0 18
Fresh Pork—		
Legs of pork (foot on)	0 24	0 26
Loins (trimmed)	0 28	0 31
Trimmed shoulders		0 19
Untrimmed		0 17
Pork sausage (pure)		0 20

Fresh Beef—	(Cows)		(Steers)	
Hind quarters	0 12	0 18	0 12	0 20
Front quarters	0 05	0 09	0 06	0 10
Loins	0 25	0 28	0 28	0 30
Chucks	0 08	0 09	0 08	0 10

EASIER PRICES ON FISH

Montreal.

FISH—There is a good supply of fish on the market with easier prices and an increased demand. The higher prices of fresh eggs should increase this demand noticeably. Market cod, haddock, Gaspe salmon and doree are lower in price. B. C. salmon and lake trout are slightly higher in price There is a good demand for oysters and it is expected that prices will go higher than the present quotations.

Market Cod	0 05½
Steak Cod	0 09
Gaspe Salmon	0 22
Dressed B. C. Salmon	0 26
White fish	0 18
Haddock	0 06½
Halibut	0 22
Trout, lake	0 18
Chicken halibut	0 16
Sword fish	0 20
Flounders	0 10
Dressed Pike	0 12
Doree	0 18
Mackerel	0 20

OYSTERS—	
Standard No. 1 can	2 60
Do., No. 3 can	7 50

Hard Boiled

The black-haired waitress very much out of sorts, sailed haughtily up to the table at which sat the grouchy breakfast customer. She slammed down the cutlery, snatched a napkin from a pile tosed it in front of him.

Then striking a furious pose:—

"Watcha want?" she snapped

"Coupla eggs," growled the customer.

"How ya want 'em?"

"Just like you are."—Life.

ONTARIO MARKETS

TORONTO, Oct. 5.—Butter, cheese and eggs are firmer with higher prices on butter, but eggs and cheese show little change in quotations. Lard continues easy under a slight reduction. Margarine remains steady under a fair demand. Cooked hams show a further reduction while other cooked meats are unchanged. The live hog market was fairly steady during the week, but there are indications for lower levels. Cattle, under heavy receipts, dropped several points. An easy feeling prevails in the market for smoked meats and there is a strong possibility for reductions. The fish market shows practically no change outside of a gradually improved demand. Poultry is easier with lower prices on spring chickens and fowl.

BUTTER MARKET HIGHER

Toronto.

BUTTER—The market has developed a firmer tone with prices advanced one cent per lb. making No. 1 creamery 41c per lb.

Creamery prints	0 41	0 40

CHEESE MARKET FIRM

Toronto.

CHEESE—The market is slightly firmer but quotations to the retail trade are unchanged.

Large, new	0 20	0 22
Do., June	0 24	0 25
Stilton, new		0 25

EGG PRICES FIRM.

Toronto.

EGGS—There is practically no change in the market situation as compared with last week. Prices are firm and unchanged.

Selects	0 50	0 51
No. 1	0 44	0 45
Selects in cartons	0 53	0 54

LARD DOWN ONE HALF CENT

Toronto.

LARD—Quotations are reduced one half cent per pound. One pound prints are now quoted at 20c, and on the tierce 17½c per pound.

LARD—

1-lb. prints	0 20
Tierces, 400 lbs.	0 17½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

NO CHANGE IN SHORTENING

Toronto.

SHORTENING—This market is unchanged although in some quarters the opinion is expressed that the recent advance in cotton has resulted in a stronger market for cotton seed oil which to a certain extent can be expected to react in a stronger market for shortening. While there are others who are of the opinion that the shortening market cannot be expected to show much strength while the hog and lard market remains in a weak condition.

SHORTENING—

1-lb. prints	0 16½	0 17
Tierces, 400 lbs.		0 14½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

MARGARINE STEADY

Toronto.

MARGARINE—The market is quiet with a fair demand. The best grades are quoted at 21c per lb.

ANOTHER DROP IN COOKED HAMS

Toronto.

COOKED MEATS—Cooked hams are further reduced one cent per pound. Ordinary round hams are quoted at 47c to 51c and square pressed at 51c to 55c per lb. Other cooked meats remain unchanged.

COOKED MEATS—

Boiled hams, lb.	0 47	0 51
Do., square pressed	0 51	0 55
Boiled shoulders, lb.		0 38
Head cheese, 6s, lb.		0 12
Choice jellied ox tongue, lb.		0 65
Jellied pork tongue		0 40
Bologna	0 16	0 18
Macaroni and cheese loaf, lb.		0 23

Above prices subject to daily fluctuations of the market.

CURED MEATS EASY

Toronto.

PROVISIONS—The market is an easy one with a prospect for a reduction on smoked hams and bacon.

Hams—		
Small, 6 to 12 lbs.		0 33
Medium, 12 to 20 lbs.		0 33
Large, 20 to 35 lbs., ea. lb.	0 22	0 29
Heavy, 35 lbs. and upwards		0 20
Backs—		
Boneless, per lb.	0 46	0 47
Rolled, per lb.		0 51
Peameal	0 40	0 43
Bacon—		
Breakfast, ordinary, per lb.	0 30	0 36
Do., special trim		0 41
Cotage rolls		0 30
Roll, per lb.		0 23½
Wiltshire (smoked boneless) lb.		0 29½
Do., three-quarter cut		0 33½
Do., middle		0 35½
Dry Salt Meats—		
Long clear bacon, av. 50—		
70 lbs.		0 21½
Do., av. 80-90 lbs.		0 19½
Clear bellies, 15-30 lbs.	0 20½	0 21½
Fat backs 10-12 lbs.	0 14	0 16

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—		
Mess pork		30 00
Short cut backs, 200 lbs.		38 50
Picked rolls, bbl., 200 lbs.—		
Lightweight		42 00
Heavy		37 00

HOG MARKET WEAK

Toronto.

FRESH MEATS—The hog market during the week ruled fairly steady with prices remaining as a week ago. Packers, however, still maintain that lower prices will rule. The cattle market fell off 50c to $1.00 per cwt., under heavy receipts. There is practically no change in dressed meats.

Dressed, light per cwt.	14 00	16 00
Do., heavy, per cwt.	10 00	12 00
Live, off cars, per cwt.		10 25
Live, fed and watered, cwt.		10 00
Live, f.o.b. per cwt.		9 25
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 25
Fresh hams, lb.		0 27
Tenderloins, lb.		0 50
Picnics, lb.		0 13
Montreal shoulders, lb.		0 16
Boston butts, lb.		0 19
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 17
Front quarters, lb.	0 05	0 08
Ribs, lb.	0 16	0 22
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 20	0 23
Hips, lb.	0 10	0 12

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 14
Spring lamb, lb.	0 16	0 18
Yearling lamb, lb.	0 08	0 10
Sheep, whole, lb.	0 05	0 07

Above prices subject to daily fluctuations of the market.

OYSTERS IN DEMAND

Toronto.

FISH—There continues to be an improvement in the demand for fish but market conditions show no change as compared with last week. The oyster season is opening with a fairly active demand considering weather conditions, No. 1 tins are quoted at $3.90 to $4.15, No. 3 tins at $11.40 to $1165 and glass jars at $6.25 per doz.

Toronto.

FRESH SEA AND SALT FISH

Cod steak, lb.	0 09	0 10
Do., market, lb.		0 09
Halibut, chicken	0 16	0 17
Do., medium	0 22	0 23
Whitefish, Government		0 11½
Do., Georgian Bay	0 17	0 18
Fresh Herring	0 08	0 09
Flounders, lb.	0 09	0 10
Fresh trout, lb.	0 14	0 15
Hadock	0 09	0 10
Spring Salmon	0 24	0 25
Fall salmon	0 12	0 13
Rainbow salmon	0 12	0 13
Cohoe salmon	0 19	0 20
Mackeral	0 11	0 12
Yellow pickerel, lb.		0 17
Oysters, No. 1 tins	3 90	4 15
Do., No. 3 tins	11 40	11 65
Do. Glass jars, doz.		6 25

FROZEN FISH

Halibut, medium	0 22	0 23
Do., chicken	0 16	0 17
Do., Qualla	0 13	0 14
Flounders	0 09	0 10
Pike round	0 06	0 07
Do., headless and dressed		0 08
Salmon, Cohoe		
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11

SMOKED FISH

Haddies, lb	0 10	0 12
Fillets, lb.		0 17
Kippers, box	2 25	2 75
Bloaters		2 00

POULTRY MARKET LOWER

Toronto.

POULTRY — Under heavy receipts the market has developed an easier tone with prices on spring chickens and fowl down two to four cents per pound.

Prices paid by dealers—

	Live	Dressed
Turkeys	0 40	0 45
Chickens, spring	0 22	0 25
Roosters	0 14	0 18
Fowl over 5 lbs.	0 20	0 25
Fowl, 4 to 5 lbs.	0 18	0 20
Fowl, under 4 lbs.	0 14	0 16
Guinea hens, pair	1 25	1 50
Prices quoted to retail trade:	Dressed:	
Turkeys	0 40	0 50
Ducklings	18 to 20	25 to 30
Hens, heavy		0 30
Do., light	0 25	0 28

WINNIPEG MARKETS

WINNIPEG, Oct. 5.—The produce and provision market has shown a weaker tone and price changes are in order. Hog prices are lower and cooked, smoked and cured meats have declined in sympathy. The butter and cheese market has shown no change in quotations. Eggs have advanced. Good shipments of poultry are arriving and lower prices are quoted on same. Lard and shortening are weaker.

BUTTER PRICES UNCHANGED

Winnipeg.

BUTTER—The butter market shows no change. Best table grade creamery butter is quoted at 40c per lb.

BUTTER—

Creamery, best table grade	0 38	0 40
Dairy, best table grade		
Margarine	0 21	0 25

CHEESE MARKET IRREGULAR

Winnipeg.

CHEESE—The cheese market is irregular and while there are no changes in quotations the general trend is towards a weaker market until the export demand shows more activity.

CHEESE—

Stilton cheese, large, lb.	0 26
Ont., large, lb.	0 22
Ont. twins, lb.	0 22½
Ont., triplets lb.	0 23

EGG PRICES STEADY

Winnipeg.

EGGS—There is very little change in the egg prices this week. The market however, has a slightly firmer tone. New laid in cartons are quoted at 50c per doz. with No. 1 candled at 37c.

COOKED MEATS LOWER

Winnipeg.

COOKED MEATS—Cooked ham is reduced 1c per lb. making best quality 52c to 56c per lb. Practically all lines of cooked meats have shown a decline in sympathy with the decline in the prices of hogs. Jellied ox tongues are quoted at 58c per lb. with pork tongues at 38c.

Cooked Meats

Best quality, skinned, 8-14 lbs.	0 56
Do., 13-16 lbs.	0 52
Roast ham, lb.	0 55½
Roast shoulders, lb.	0 37
Pork tongues, lb.	0 38
Head cheese, 6-lb. tins, lb.	0 15
Jellied Ox Tongues, lb.	0 58
Luncheon cooked meats, lb.	0 17

SMOKED MEATS REDUCED

Winnipeg.

PROVISIONS—Following the lower prices on hogs practically all lines of smoked and cured hams and bacon are reduced. Best quality smoked ham is quoted at 42c to 45c per lb. Best quality back bacon has shown a decline of 3c per lb., now quoted at 51 c.

Hams—

8 to 16 lbs., per lb	0 45
16 to 20 lbs., per lb.	0 42
Boneless, 8-16 lbs., per lb.	0 51
Skinned, 14-18 lbs., per lb.	0 45
Back, 6 to 10 lbs. lb.	0 51
Cottage rolls, boneless	0 24
Bellies, 6 to 10 lbs. per lb.	0 35

POULTRY MARKET EASY

Winnipeg.

POULTRY—The market continues easy under heavy receipts. No. 1 milk-fed broilers have declined 2c, now quoted at 38c, per lb. An improvement in the demand for poultry is noted.

POULTRY—

D. P. chickens, 3 lbs. and under	0 34
Do., 3½ lbs. and over	0 36
D.P. fowl, 3½ lbs. and under	0 24
Do., 3½ lbs. and over	0 26
No. 1 broilers, per lb.	0 38

LARD MARKET EASIER

Winnipeg.

LARD—The lard market is showing an easier tone and prices have declined one half cent per lb. Best quality No. 1 lard in tierces of 400 lb. is quoted at 18c with 20 pound wooden pails $4.00. Shortening has declined one half a cent as well bringing the price in tierces of 400 lbs. to 15c.

Pure lards, No. 1 quality, per lb. (in tierces 400 lbs.)	0 18
Do., wooden pails, 20-lb. pails	4 00
pails), per pail	3 40
Shortening, tierces of 400 lbs.	0 15

GOOD DEMAND FOR FISH

Winnipeg.

FISH—There is little change in market conditions and fish dealers report a good volume of business. There is no change in quotations.

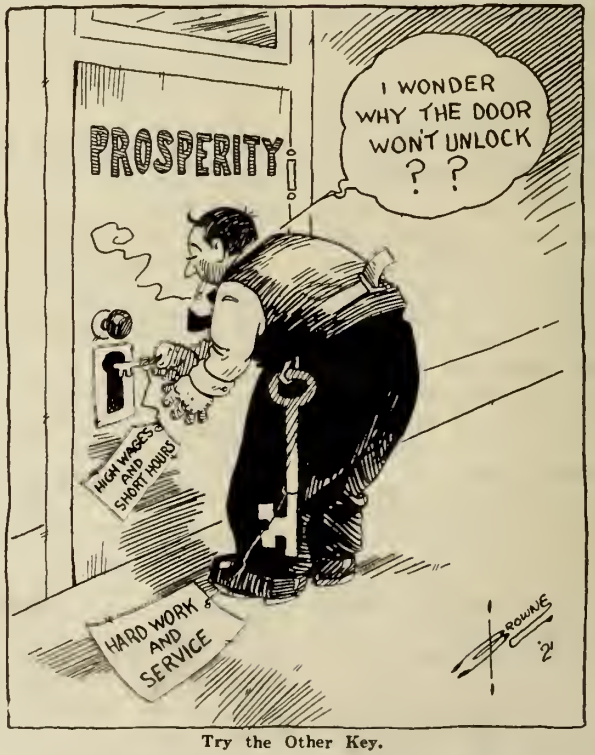
Black cod, lb.	
Brills, lb.	0 09
Herrings, Lake Superior, 100 lbs., sacks, new stock	3 50
Halibut, chicken, cases 300 lbs	0 15½
Do., broken cases	0 16½
Salmon—	
Cohoe full boxes, 300 lbs.	0 19
Do., in broken cases	0 20
Soles	0 09
Whitefish	0 13½
Do., broken cases	0 14½
SMOKED FISH	
Bloaters, Eastern National, case	3 50
Do., Western, 20-lb. boxes, box	2 10
Haddies, 30-lb. cases, lb.	0 14
Do., in 15-lb. cases, lb.	0 14
Kippers, East., Nat., 20 count, per count	3 75
Fillets, 15-lb. boxes, lb.	0 20
SALT FISH	
Steak Cod, 2s, Seelys, lb.	
Holland Herring, milkers, 9-lb. pails, per pail	1 35
per barrel	7 00
Do., mixed, 9 lb. pails, per pail	1 25
Labrador herrings, 100-lb. bbls..	

HOG MARKET DECLINES

Winnipeg.

FRESH MEATS—The hog market during the week has shown a weaker tone and has declined 75c per cwt. Selected live hogs are quoted at $11.00 per cwt. Receipts arriving are very light and higher prices are expected. Quality butcher heifers are sold from $3.50 to $4.00 while other grades range from $2.50 to 3.25. Best quality veal calves are quoted from $4.00 to $5.00. The sheep and lamb market is ruling steady and good lambs are quoted from $600 to $8.00 with mutton sheep from $3.00 to $4.00

Selected, live, cwt.	11 00	11 00
Heavier	6 00	9 00
Light	10 50	11 00
Sows	5 00	5 50
Fresh Pork—		
Legs of pork, up to 35 lbs., lb.	0 24	0 32
Spare ribs		0 18
Loins of pork, lb.	0 34	0 37
Fresh hams, lb.	0 28	0 34
Shoulders	0 22	0 26
Fresh beef—from steers and heifers—		
Hind quarters, lb.	0 11	0 19
Front quarters, lb.	0 06½	0 08½
Whole carcass, good grade, lb.	0 08½	0 13
Mutton—		
Choice, lb.		0 22
Choice long hinds (leg and loin)		0 35
loin)		0 25
Choice Stews		0 07½
Lambs—		
Choice, 30-45 lbs.		0 20
Veal'		
Good veal, 40 to 80 lbs., hind quarters		0 27



Try the Other Key.

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

Oleomargarine that Sells

When you desire a real high-grade Oleomargarine, which does not merely sell once, but repeats continually after the first sale—buy and feature

"Mayflower" Brand Oleomargarine and "Clover Blossom" Brand Oleomargarine

These are brands which give SATISFACTION, and for which a LARGE and STEADY demand has already been created.

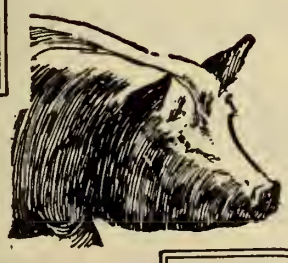
If you haven't already tried at least one of them, order a shipment to-day, and in this manner give your customers the pleasure of using Oleomargarine which is manufactured by one of the largest Oleomargarine concerns.

We are sole agents for these brands. You can either order direct or purchase through our traveller

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO

Montreal **Hamilton**



CENTURY SALT

A sparkling white salt refined to the utmost possible point of purity. Well advertised. Deservedly popular.

SIFTO SALT

Once the ladies try it—no other salt ever has a chance with SIFTO for table use. It flows freely in any weather. It is a true, white sparkling salt.

DOMINION SALT CO. LIMITED. SARNIA

If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited, SARNIA, CANADA.
Manufacturers and Shippers.

The Star System — *For Safe Egg Handling*

EFFICIENT DELIVERY SERVICE PAYS

Gets trade. **Holds trade.**

MAKE your delivery efficient. STAR EGG CARRIERS and TRAYS save time in the store and on the wagon. Most convenient for the housewife.

Prevent breakage — eliminate complaints. Let us show you how in actual figures. Cost less to use.

JOHN G. ELBS - ROCHESTER, N. Y.

STAR EGG CARRIER & TRAY M'F'G COMPANY

1037 JAY STREET ROCHESTER NEW YORK

HEINZ OVEN BAKED BEANS

Require but little selling effort to keep them moving, outbound, over your counter. Proper displaying is all that is needed. That is what makes them so profitable for you to handle.

Along with the other 57 Varieties, Heinz Oven Baked Beans are so well and favorably known that people buy them without hesitancy, feeling sure of their goodness.

H. J. HEINZ COMPANY

APPLES

Get our quotations before you purchase

GEORGIAN BAY FRUITS

Before you place your order for your apple requirements for winter use it will pay you to get our prices. You'll find them most reasonable and our service and delivery all you could desire.

Georgian Bay Fruits are well known for their fine quality and flavor. You can count on them to please your customers. Write us.

LEMON BROS.

Owen Sound, Ontario

Fruit, Produce & Commission Merchants

Why do you ask your druggist for a certain kind of shaving soap?

This question is asked merely to demonstrate a fact. Your brand of shaving soap is advertised and you want it.

For the same reason, many millions of people have made Postum as well known as oranges, Grape-Nuts as well known as prunes, and Post Toasties the most popular Corn Flakes in Canada.

And there's a further reason why the successful grocer specializes on Postum, Grape-Nuts and Post Toasties.

The Postum advertising policy is not erratic. The systematic and uninterrupted appearance of Postum, Grape-Nut and Post Toasties messages throughout the year eliminates all risks on the part of the grocer, guarantees quick and profitable turnover on every package to the consumer

Canadian Postum Cereal Company, Limited.
Windsor, Ontario

Westward Ho!

Having established the

"PERFECT"
FAMILY

of grocery products firmly in the Maritime Provinces, we are now ready to serve the Ontario and Quebec field. Pending announcement of Representation, we will be pleased to answer mail enquiries. May we quote on

"PERFECT" Baking Powder
"PERFECT" Coffee
"PERFECT" Spices
"PERFECT" Lemon Pie Filling
Pickling Spice, Herbs

Canada Spice & Specialty Mills,
Limited

ST. JOHN, N. B.

REINDEER FLOUR

—the Flour that you can always recommend

Our special, unique process of milling only the finest No. 1 Canadian Hard Wheat produces a flour of unusual quality and enhanced food value. Exacting milling standards, and careful inspection, maintain this high quality year in and year out. So that when you recommend

REINDEER FLOUR

you can do so with absolute assurance that it never varies in quality, never fails to make good.

Peterboro Cereal Company,
Peterboro, Ont.

Branch Mill: Campbellford, Ont.
General Sales Office: Peterboro, Ont.

The Year 'round Health Drink

MARSH'S GRAPE JUICE

Are you ready for the coming

SOCIAL SEASON?

Marsh's Grape Juice makes ideal "punch." Keep it well displayed during the coming Social Season along with **Marsh's Unfermented Wines.**

These delightful beverages will be much in demand for social affairs this fall.

The Marsh Grape Juice Co.
NIAGARA FALLS, ONT.

AGENTS

Agents for Ontario, Quebec and Maritime Provinces:

THE MacLAREN WRIGHT, Limited,
Toronto and Montreal

Agents for British Columbia:

F. G. EVANS CO., LTD.
Toronto and Montreal

Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.
Newmarket, Ontario

7 Direct Lines Out of Stratford

Make It the Quickest Shipping Centre

We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits" — ***saving double freight and double cartage.***

Phones—Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.

James Lloyd & Son Box No. 266 **Stratford, Ont.**

WE ARE NOT TRYING

to load merchants up with dead stock. A few packages up in the shelves and a case or two in the warehouse is no good to our business (or yours) unless it is moving.

Don't buy Columbia until you are convinced it is worthy of a fair trial. Then buy carefully until you are sure it is O.K. After that we know how your buying will go and we are quite willing to wait for the big orders until that time.

The Columbia Macaroni Co., Ltd.

Lethbridge, Alberta

SAL SODA
In Handy 2½ lb. Cartons

Why waste time and money weighing and wrapping bulk Sal Soda when you can sell Arm and Hammer Brand — the highest quality made—in handy 2½ lb. cartons? These convenient containers protect the great strength and purity of this superior Sal Soda until it reaches your customers. They're packed 36 to the case. Your wholesaler can supply you.

CHURCH & DWIGHT, LIMITED
MONTREAL

PRIDE OF CANADA
Pure Maple Syrup

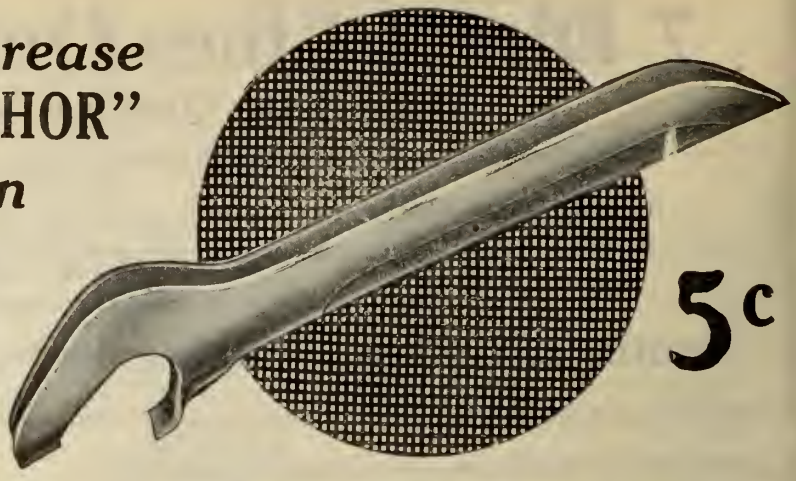
Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Fall Trade

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 95 King St., E, Toronto, Can. J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

Would you like to increase your sales of all "ANCHOR" Sealed Goods and earn

50% Profit, Extra?



5c

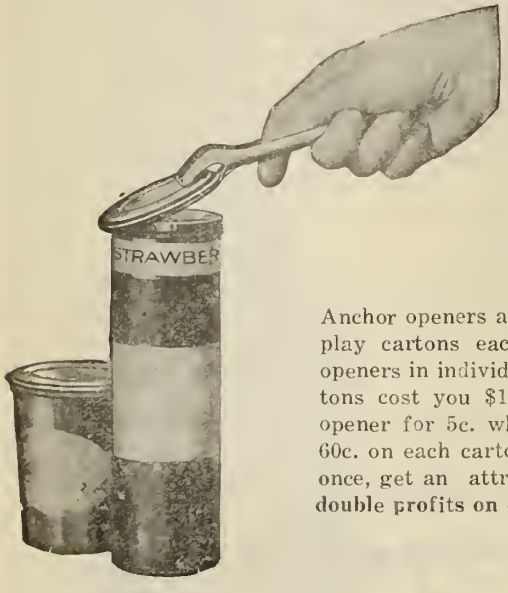
Well, you can easily do it if you fill in the coupon below and then arrange a good display of "Anchor" sealed products in your window and on your counter grouped about an attractive display carton of this popular

ANCHOR OPENER

"Removes the Cap without Mishap"

This excellent opener easily removes the tops from jars and tumblers sealed with "Anchor" caps or similar seals without fuss, muss or trouble. Every housewife has been looking for an ingenious opener of this type and the speedy manner in which Anchor openers sell wherever they are introduced has shown that they fill a long felt want.

Many grocers have tried the above plan with great success greatly increasing their sales of Anchor Sealed Goods and selling many boxes of these handy openers on each of which there is a profit of fifty per cent.



Anchor openers are packed in handsome display cartons each containing three dozen openers in individual containers. These cartons cost you $1.20 net and you sell each opener for 5c. which gives you a profit of 60c. on each carton. Fill out the coupon at once, get an attractive display and reap double profits on every sale.

MAIL THIS TODAY

Anchor Cap & Closure Corporation
275 Wallace Ave., Toronto

Enclosed find (P. O.) (money order) for $.....
for which (express) (mail) me..... cartons of Anchor Openers.

NAME..... ....

ADDRESS ....
.....

Anchor Cap & Closure Corporation

275 WALLACE AVE., TORONTO

Packed in England

Everybody Likes Tetley's

IN a country where the estimated tea consumption is in the neighborhood of 5 pounds per person, you have tea drinkers who know good tea. They drink enough of it to know good tea, too!

And it is here that Tetley's is daily growing more popular, and the demand for both Tetley's Sunflower Tea and Golden Tips is steadily increasing. We are meeting this demand adequately by keeping a big supply of Tetley's Tea on hand all the time, so that we can fill your orders promptly.

The excellent cup quality of Tetley's is the result of a blending knowledge that has been gained over a period of 100 years. The clear deep color, and full-bodied fragrance are unexcelled.

Your order will be given immediate attention.

TETLEY'S TEA

Makes good tea a certainty.

KNOWLER & MACAULAY, Ltd
VANCOUVER
Selling Agents for
British Columbia

MASON & HICKEY
Head Office, WINNIPEG, MANITOBA
Selling Agents for
Manitoba, Saskatchewan and Alberta

A Reputable Article that En sure Repeat Orders and Steady Sales

This is a retail druggist's unsolicited opinion of Eno. You cannot sell an article which gives your customers greater satisfaction than this universal laxative, for Eno has over fifty years' popularity and proved merit behind it. Apart from this, Eno trade is **profitable** trade—for Eno is too well advertised to stay on your shelves. There is a huge demand for Eno to-day, and sales are bigger now than ever before.

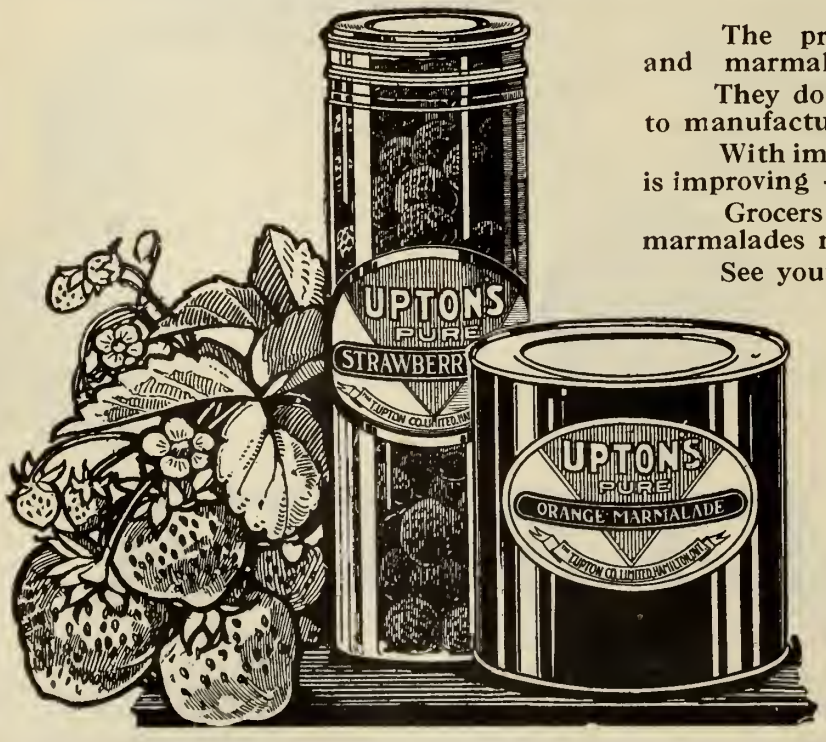
Is your stock sufficient to cope with new customers' requirements?

"Brings Health to Your Customers and Profit to Your Business"

ENO's FRUIT SALT

Prepared only by
J. C. ENO, LTD., "Fruit Salt" Works, LONDON, England
Sole Sales Representatives
HAROLD F. RITCHIE & CO., Limited, 10 McCaul St., TORONTO
Also at New York and Sydney, Australia

Grocers Should Buy Jams Now



The present low prices of jams and marmalades are artificial prices.

They do not bear a true relationship to manufacturing costs.

With improved demand - and demand is improving - prices must and will rise.

Grocers should buy jams and marmalades now - in quantities.

See your jobber

Jams and Marmalades that a Grocer can safely recommend to his best customer.

The T. Upton Co., Limited

HAMILTON, CANADA

Grocers Who Handle
CHASE & SANBORN'S
Teas and Coffees in Packages

Meet the demand of their customers
Simplify and facilitate Tea and Coffee sales
Save time—eliminate waste—guarantee correct weight.

The bright, clean, attractive packages---the uniform quality--the reputation of goods and house--are all familiar to the buying public, and make the selling of CHASE & SANBORN'S merchandise easy and pleasurable.

CHASE & SANBORN - - MONTREAL

Satisfaction and Repeat Orders Always Follow in the wake of these 'All Canadian'

Malcolm Milk Products

Only rich creamy milk from the finest dairying section of Ontario is used in preparing these "all Canadian" leaders. Careful periodical inspection of the herds from which we derive our supplies fresh daily, plus careful laboratory testing and hygienic processing insures the purity of Malcolm Milk Products to be always the highest.

You can recommend these excellent lines to your customers and know that their great purity, and high standard of quality will bring them back time after time for "the milk products that are made in Canada by Canadian workmen for Canadian people."

The Malcolm Condensing Co., Ltd.
St. George, Ontario

The Line Of Quick and Easy Profits

—that is the Biscuit in the Striped Package

Som-mor
Fairy Soda
Graham Wafers

Everything has been done to make it the fastest selling and most profitable line of biscuit on the market.

Every buyer of Som-Mor and the other varieties of Biscuit in the Striped Package is a "repeater." Every new customer you sell will mean a continuous succession of repeat sales—and quick and easy profits for you.

Social Tea
Ginger Snaps
Royal Arrowroot

North-West Biscuit Company, Ltd.

EDMONTON, ALTA.

Winnipeg Regina Calgary Victoria
Moose Jaw Saskatoon Nelson Vancouver

96

The most economical Dessert for your customers—the most profitable to you

Junket
MADE *with* MILK

This delicious dessert can be made into so many delightful dishes at such **low cost** that it never fails to win steady, profitable repeat orders once it is introduced. Junket is made with milk, is highly nutritious and comes in 10 tablet packages that retail at 15c each with an extra good profit.

NESNAH
JUNKET POWDER

This is a junket in powder form. It comes already sweetened and flavored. Just stir in milk, let it set a few minutes and you have a dainty dessert. Four delightful flavors. Also excellent for making ice cream. Retails at 15c. a package with a good profit. Try these two live sellers.

Chr. Hansen's Canadian Laboratory

TORONTO, CANADA

LOGGIE, SONS and Company

Selling Agents for Canada

32 FRONT STREET WEST, TORONTO

More Money in Macdonald's

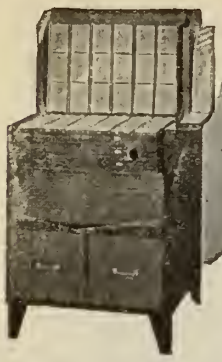
DEALERS are making more money on Macdonald's now than ever before—because more Macdonald's is being sold than ever before.

The quality and value which have made Macdonald's Canada's standard tobacco since 1858, and one of the most extensive tobacco advertising campaigns ever placed in Canada are uniting to still further increase the demand for the tobacco with a heart.

A greater demand, bringing a quicker turnover, can result in only one thing—a **larger profit** for the dealer who carries Macdonald's Tobacco. Does that include you?

The Tobacco with a heart

MACDONALD'S



Barr Registers Limited

Manufacturers of
THE BARR ACCOUNT REGISTER

Trenton, Ont.

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at $10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?
II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased?
III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock?
IV. After 15 months to continue to give you this service for nothing as long as you remain in business?

That is what the Barr Register will do. ***Write us and let us demonstrate.***

GEORGE LANE, Western Representative - 227-231 McDermot Avenue, Winnipeg, Man.

Tie Up to Sunset Profits

Sunset sells itself when DISPLAYED —Always satisfies customers. . . . . REPEATS quickly —Clean, PROFITABLE business . . .

Sunset Soap Dyes

The Real Dye for All Fabrics

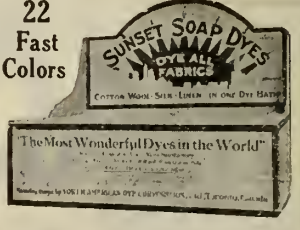
—they grow fast. Each Sunset sale pays its own generous profit, then keeps right on multiplying itself into additional sales and profits. For women who use Sunset tell others of their wonderful success. Boosting customers build that permanent good will upon which dealers prosper.

Display Sunset. Tie your store to Sunset advertising and Sunset good will. Keep the attractive Counter Display Case with Color Card always within easy reach of customers. Run an occasional window with the handsome Cut-Out, Display Case, Color Card and Packages. Place the Cut-Out in the store when not in the window. Sunset sells itself when you show people you have it. If you have any trouble in getting Sunset, write

Sales Representatives
HAROLD F. RITCHIE & CO., Ltd.
Toronto, Canada.

COUNTER DISPLAY CASE packed 1 gross assorted colors of Sunset, with Color Card. No extra charge. Ask your jobber. If Color Card you have is soiled or damaged, write for fresh one.

22 Fast Colors



WINDOW CUT-OUT, FREE 28" x 40". Many beautiful colors. If you have one, *keep it working for you;* if not, write and we will send you one, free. Address:

Manufacturers
NORTH AMERICAN DYE CORPORATION, LTD., Toronto, Can.

Here is the Finest Separated Milk on Earth In Powder Form

Every Good Grocer is the emergency Milk-man for his customers. Milk means so much in the home. It must be sweet, and fresh and pure.

When you recommend **"Drimilk"** you can "bank on it".

The Drimilk Company Limited

Courtland, Ontario

Executive Offices:
Spadina Cres., Toronto

Eastern Offices:
10 Ste. Sophie Lane, Montreal, Que.

Western Distributors:
Donald H. Bain Co., Winnipeg, Man., and all cities West.

$100 SAVED

And a More Sanitary Machine

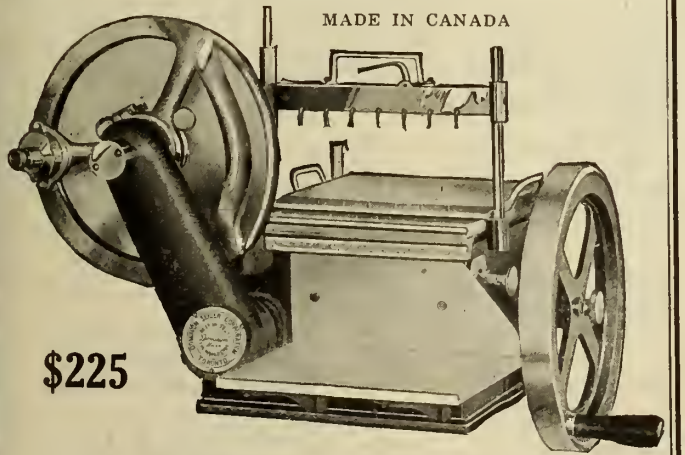
Think of a machine composed of Reinforced Porcelain, only 1 in. metal in contact with your meat.

And You Have the Dominion

A Machine without Frills

Few parts, equal in performance and capacity to any the world over.

MADE IN CANADA



$225

Give us a call and see machine demonstrated. Write for circular and booklet. Dominion Slicer Corporation, 110 Church St., Toronto.

Are You Fully Protected?

TO adequately protect your business interests you must guard the numerous documents and papers in your office against loss through fire.

A Taylor Safe will provide the security you need.

These safes are scientifically constructed to resist heat.

Duration and intensity of fire, or impact from fall, need not be considered if it's a "Taylor."

Made in 40 different sizes.

Write for quotations

J. J. Taylor Limited

TORONTO SAFE WORKS
TORONTO

Branches: Montreal, Winnipeg, Vancouver.

Shirriff's

TRUE ORANGE MARMALADE

The Reason Is -

It's Good Marmalade

SHIRRIFF'S Marmalade finds a ready sale always—because it's good marmalade There is no other way in which a product can hold its place in public favor. Shirriff's Marmalade is not a luxury, but a necessity, in thousands of homes in Canada. The fact is, Shirriff's is so delicious that people who have once tried it, would never be without a jar (or pail) of Shirriff's Marmalade in the house. If **you** have some customers who do not know how delightful good marmalade really is—introduce them to Shirriff's. It may lead to much profitable business. Most certainly it will uphold your store's reputation for quality.

IMPERIAL EXTRACT COMPANY
TORONTO, CANADA

Sole Selling Agents
Harold F. Ritchie
& Co. Limited
Toronto & Montreal

INDEX TO ADVERTISERS

A

Anchor Cap & Closure Corp. 54

B

Bickle, John, W. Greening 10
Bain & Co., Donald H.. 12
Baker, Walter & Co. .. 64
Barr Registers Ltd... 60
Greening 10
Birdland Society 15
Podley Co. C. J. Co. ... 11
Buffalo Specialty Co. . 5

C

Cal. Prune & Apricot, Co., Inside back cover
Canada Spice & Specialty Mills 52
Can. Postum Cereal Co. 51
Ltd. 52
Can. Nashua Paper Co. 13
Chase & Sanborn 57
Church & Dwight. 53
City Dray Co., Ltd. ... 21
Codville Co. 14
Clark. Ltd. W. 2
Clark D. W. & Sons. .. 15
Columbia Macaroni Co. 52
Connecticut Oyster Co., 8

D

Davies & Co., Wm., Ltd. 49
Dom. Salt Co..... 50
Dominion Slicer Corp. . 61
Dri-milk Co., Ltd. 61
Duncan, C. & Son 12

E

Emond Jos. 16
Eno, J. C. Co., Ltd. 56
Escott Co., Ltd., W. H. 14
Estabrooks Co., Ltd., T. H. 21
Eureka Refrigerator Co., Ltd. 20

F

Frost Moorman & Co.. 15

G

Gipe, Hazard & Co. ... 64

H

Hatton D. & Co. 7
Hamblin-Brereton. ... 15
Hayne, John 63
Hansen's Can. Lab., Chris 58
Heinz, H. J. 50
Hull Oil Mfg. Co. 16
Hanson Co., Ltd., J. H.. 16

I

Imperial Extract Co. .. 62
Interlake Tissue Mills Co., Ltd., ... 20

J

James & Co., F. T. 17

K

Keatings Ltd. 17

L

Lachaine, Geo. D. ... 16
Laing &Waters, ... 15
Langley Harris & Co. . 3
Lambe, W. G. A. & Co. 15
Lea & Perrins 4
Lemon Bros. 50
Leonard Fisheries 10
Lloyd, Jas. & Son. 52
Loggie, Sons & Co. ... 52

M

McLauchlan, Jos. K. ... 15
Macdonald, Reg., W. C. 59
Malcolm Condensing Co. 57
Macklem, W. L. 12
Mickle Geo. T. 16
Moore & Co., R. M. ... 63
Magor, Son & Co. 22
Marsh Grape Juice Co. 52
Association, Ltd. . 53
Maple Tree Producers
Mathieu Co., Ltd., J. L.. 19
New Brunswick Potatoe Exchange 63

N

Nonsuch Mfg., Co. ... 20
North West Biscuit Co. 58
North Amer. Dye Corp. 60

O

Oakey & Sons, Ltd., J. . 13
O'Donnell & Co., John J. 15

P

Palmolive Soap Co.—Inside front cover
Patrick & Co., W. 15
Pennock & Co., H. P. .. 13
Peterborough Cereal Co. 52

R

Red Rose Tea 21
Reliance Ink Co. 14
Rock City Tobacco Co. 18
Ross Can Co. 63

S

Salada Tea Co., Ltd. .. 19
Scott-Bathgate Co., Ltd 14
Scott & Thomas 15
So-Clean Ltd. 63
Soper, E. N. & W. E... 15
St. Arnaud Fils Cie. .. 16
Star Egg Carrier Co... 50
Co. 20

T

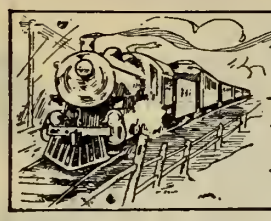
Tetleys Tea Co. 55
Taylor J. & J. Ltd. 61
Tippett & Co., Ltd. ... 16
Ltd. 63
Toronto Salt Works ... 63
Toronto Pottery Co., Ltd. 63
Trent Mfg. Co. 63

U

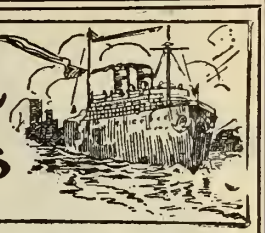
Upton Co., Ltd., U. ... 56

W

Wallace Fisheries Ltd.. 9
Watson & Truesdale .. 13
Western Canada Flour Mills 22
White & Co. 6, 21
White Cottell's 63
Whittall Can. Co. A. R..... ....Front Cover.
Williams Storage Co... 13
Wiley, Frank H. 12



BUYERS' MARKET GUIDE
Latest Editorial Market News



TEA POTS,
MIXING BOWLS
And other lines of Rockingham and Cane Ware.
Special price on Crate lots.
The Toronto Pottery Co., Limited
Toronto - Canada

We are now located in our new and more spacious warehouse at
60-62 JARVIS STREET
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS, GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

GREEK FIG CROP SHORT

The 1921 crop of Greek figs this year will be about 20 per cent below that of 1920, according to advices received from Smyrna. There were very few rains during the winter season and the condition of the crop has been further damaged by excessive heat at the present time.

As a result of this condition, the market this year is expected to be a strong one, particularly so in view of the fact that large purchases have been made for shipment to Great Britain.

GASOLINE MANTLES
FOR THE FINEST···BUY AN R.M.
ASK FOR SAMPLES & PRICES
RECOGNIZED AS THE STANDARD MAKE
FOR LIGHTING SYSTEMS
FOR HANGING LAMPS AND LANTERNS.
R.M. BAG
JUNIOR R.M. BAG
R.M. Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

MAKE BUSINESS BETTER
By Boosting Your Business

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

PRINTED BALLOONS
Most effective to announce special sales, anniversaries and other merchandising events. Novel—Inexpensive. Trade marks—special designs—and any wording can be imprinted.
Robertson & Murphy Limited
247 St. Paul St. West, Montreal

WANTED

WANTED—MAN SEEKS GOOD PROPOSITION, thorough, practical experience grocery, produce, wholesale and retail; wholesale preferred. Expert office man. Could invest small capital. Box 92, Canadian Grocer, 153 University Ave., Toronto, Ont.

YOUNG MAN WANTED AS MANAGER FOR dried fruit broker's office in Montreal. Give full particulars in first letter. Box 98, Canadian Grocer, 153 University Ave., Toronto, Ont.

Are Your Goods Selling in the Prairie Provinces

We have nine men regularly calling on the retail trade and shipping through Western Jobbers. Splendid trackage facilities and warehouse space. Good credit rating. Our men are now selling Red Cross Pickles, Burdicks Marmalade, O.U.G. Fruit products and some other smaller lines. We are looking for one other good kindred line on brokerage basis and can guarantee results.

Reynolds Moore & Bentz Limited,
109 Higgins Avenue,
Winnipeg, Manitoba

Opportunities are offered every week on this page.

Are you making use of them?

FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

WANTED — EXPERIENCED CLERK WITH first class references, for General Store, (one who can speak some French preferred), state age, salary expected, religion. Box 106, Canadian Grocer, 153 University Ave., Toronto.

Good Sellers make business easy

BAKER'S
Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Made in Canada by
Walter Baker & Co. Limited
Dorchester, Mass. Montreal, Can.
Established 1780

WANTED

SPECIALTY SALESMAN—TO SELL EXCLUSIVELY in Fort William territory, products of well known, long established firm. Good opportunity for energetic salesman. Apply stating experience, to Box 104, Canadian Grocer, 153 University Ave., Toronto.

200% More Sales

Yes—and some live grocers report even greater increases than that in the sale of Sunsweet Prunes. How do they do it? Simply because they have the good profit-sense to put prunes to the fore—to display this top-quality fruit in tastefully arranged windows instead of keeping their stock hidden in wooden boxes under the counter. For example:

"The Sunsweet Prune display was the most successful display we ever had. It not only increased our prune sales 200% but was a tremendous help to our other sales."

"I put in a large window display of Sunsweet Prunes and the results have been remarkable. Not only have we sold over *fifty times* the amount of prunes we ordinarily sell, but a window display of prunes alone has caused hundreds every day to stop and look."

"Our window display has certainly proved a success. The sales of Sunsweet Prunes have been really enormous. I am now selling about 500 to 600 pounds a week instead of 100 pounds."

Sell them the year 'round

You see, there's no mystery about it. People *want* prunes. And our hammer-hammer advertising has sold them on Sunsweet Prunes. So it is up to you only to remind them that *you* have them. See that your jobber keeps you supplied with Sunsweet Prunes; and write us for sales-helps and merchandising "pointers" that show you how to sell prunes at a healthy profit the year 'round. California Prune & Apricot Growers Inc., 1099 Market Street, San Jose, California • 10,800 grower-members.

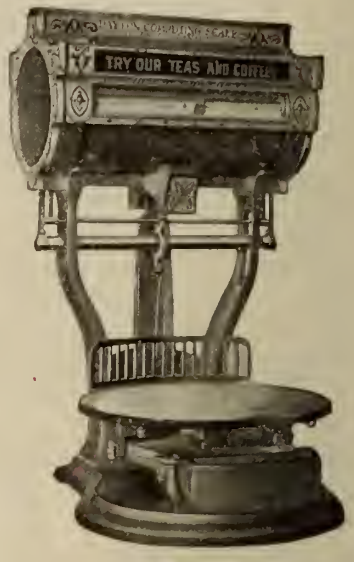
Canadian Representatives: Sainsbury Bros.
Offices: Toronto, Montreal, Winnipeg, Vancouver, Halifax.

SUNSWEET
CALIFORNIA'S NATURE-FLAVORED PRUNES

At your instant service:

30,000 PRICE COMPUTATIONS

ready-made, mechanically accurate, satisfying



Why not make several sales while you're working out

ONE PRICE COMPUTATION

laboriously and possibly inaccurately, with a pencil

Why burden human hands and human brains with any task that can be done ten times, one hundred times,—or even one thousand times—better by a machine?

Modern high power machinery has banished old standards of output in industry—and old standards of service in merchandising. The greatest of high power machines in the field of modern merchandising is the Dayton Scale. With an adequate "battery" of Daytons on your counters you can serve a DOZEN customers as compared with ONE under the outworn method of laborious, clumsy, inaccurate pencil or mental computations of price and weight. The Dayton lifts the deadweight of drudgery—and sets free human hands and human brains for more important work.

The clerk who is using a Dayton is not pre-occupied by anxiety over correct weights and prices—for he knows that the 30,000 ready-made Dayton computations are correct to a hairsbreadth.
That is why the clerk in a Dayton Service Store can greet and converse with his customer with a free mind and a smile.

—and as business-bringer and a business-keeper, Mr. Merchant, what better asset can you have than the clerk with a smile?

INTERNATIONAL BUSINESS MACHINES CO. LIMITED

FRANK E. MUTTON, Vice-President and General Manager

Head Office and Factory: Royce and Campbell Avenues, Toronto

We also make International Time Recorders, Tabulators and Sorters.

DAYTON

Service and Sales Offices in all Principal Cities of Canada.

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV PUBLICATION OFFICE: TORONTO, ONT., OCTOBER 14, 1921 No. 41

McINTOSH REDS AND WINTER APPLES

Will Build Up Your Trade -- And Increase Your Sales

Okanagan United Growers Limited, Vernon, B. C.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to anyone interested

Apple Time All the Time!

Right clear through till Christmas and after, there's big business in B. C. Box Apples. Have your customers leave their orders now for their winter supply—all apples are two weeks earlier than usual.

Talk to your jobbers now—you can get your winter apples in before bad weather this year—but you must order early.

Boost B. C. Apples 100% Good

This series of advertisements issued by the Producers and Distributors of B. C. Fruits.

WAYAGAMACK PURE KRAFT

Kraft Means Strength

EVERY time a parcel bursts or a bag leaks it means not only a loss to your customer but often the loss of a customer. It creates a bad impression and bad impressions are not easily eradicated.

All risks of such accidents can be avoided by using the best wrapping paper and having your bags and containers made of the highest quality of Kraft Paper.

Wayagamack Pure Kraft

either in the form of a wrapper or bag is unequalled as a protector for every class of goods from nails to motor cars and for groceries, dry goods and hardware of all descriptions. It is strong and resists moisture; it is economical to use giving fifty per cent. more service than a sheet of an inferior grade of paper of equal weight. Any wholesaler will satisfy you on this point by a practical demonstration.

Insist on being supplied with

Wayagamack Pure Kraft

which means

Strength and Security

SALTESEA OYSTERS

FRESH from the OCEAN to your table.

With the original flavor retained.

EVERY DEALER is realizing the value of handling this line.

WRITE TO-DAY.

The Oyster Season is at its Height.

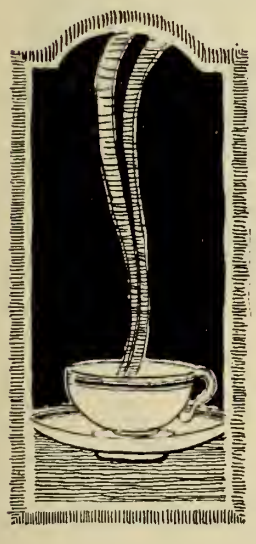
Packed by the

OCEANIC OYSTER COMPANY

MONTREAL

Some Cocoa!

Somilco.



Delicious, Refreshing and Sustaining. This delightful new Cocoa has already been voted the best of its kind, having a wonderful flavor, and making both a tasty hot drink and a most nutritious food.

Somilco can be made instantly by putting two or three spoonsful in a cup and adding boiling water slowly while stirring.
Sold in 5 lb., 1 lb., and ½ lb. tins. Also in sanitary envelopes containing enough for one cup.

J. Hungerford Smith Co. Ltd.

19 ALICE STREET TORONTO

MACDONALD'S

Keep Your Stock Complete
—*Not Superfluous*

The successful retail businesses of to-day testify to the wisdom of concentrated selling effort. You, as a retail merchant, require a stock that is complete—that will satisfy the majority of people who enter your store. Yet, there is no reason why you should cumber up your store and tie up your capital with a stock that is superfluous.

You will find a distinct advantage in concentrating on the Macdonald line of tobaccos, because Macdonald's provides you with a tobacco to suit every smoker's taste. Macdonald's Tobaccos sell rapidly — a demand has been created by our advertising before the goods reach your shelves and there is an extra-generous profit in Macdonald's that makes it a line worth pushing.

The Tobacco with a heart

TWO OF THE BEST

Lines for you to feature, Mr. Grocer, are:

CLARK'S TOMATO KETCHUP

CLARK'S PORK and BEANS

Both are well advertised.

Both sell at Popular Prices and both have a quality which spells "Reputation" to you.

Get Quick Returns by Stocking

Clark's Sellers!

Made in Canada - By Canadians

"SAPON"

(PATENTED)

GOLDEN CEREAL SOAPS

Why your customers will like these really superior and different Toilet, Skin and Bath Soaps

Sapon Soaps unlike ordinary soaps are **not** made from boiled fats and oils. Fine Cereal products especially processed form the basis which makes them far superior in skin cleansing and healing qualities than the old fashioned fats and oil soaps. Amino acids developed in Sapon Soaps and not present in other soaps are responsible for their great skin healing properties.

IDEAL SOAPS FOR LOCALITIES WHERE WATER SUPPLY IS UNUSUALLY HARD

Washing in hard water with ordinary fat soaps only clogs up the skin pores with a waterproof substance known as insoluble lime soap.

Sapon Soaps contain nitrogen which makes the formation of this pore clogging product absolutely impossible in the hardest and most alkaline water. Sapon Soaps are therefore healthier and more cleansing for the skin than other soaps. They are ideal soaps for use with hard water. Sapon Soaps are perfumed in Rose, Violet, Eau de Cologne, etc.

SAPON SOAPS

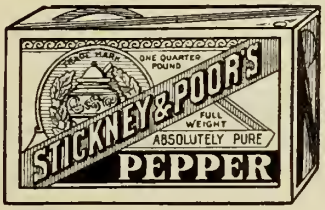
Manufactured at HAMILTON, CAN., also London, Eng., Marseilles, France, and New York

Dress up your stock with a complete assortment of

STICKNEY & POOR'S

BLACK, WHITE AND RED

PEPPERS



You will find our peppers, full strength and of uniform quality. Neatly packaged. They look well on your shelves. When your customers ask for pepper, sell them Stickney & Poor's Pepper. When ordering pepper don't forget the rest of the S. & P. Line.

Your Co-operating Servant,
"MUSTARDPOT."

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

Eureka Refrigeration Equipment

Buy yours and protect yourself

Prospective purchasers of Eureka Refrigerators or Eureka Freezer Counter Cases should take our advice and purchase your new Eureka Refrigerator or any other Eureka Refrigeration Equipment this Fall. By doing so you will get the best of attention to your order and will also get your order when you want it, in other words you will get prompt shipments NOW, but later on about the first of the year we will not be in such a good position to promise this, as we anticipate breaking all previous records in our output. Therefore, the wise grocer will install his new Eureka Refrigerator this Fall before the Winter and Spring rush and protect himself.

Eureka Refrigerator Co., Ltd.

Head Office and Factories:
OWEN SOUND, ONTARIO

QUAKER BRAND

Quaker Brand canned fruits and vegetables are the choicest products of the fertile valleys of British Columbia.

Canneries are located at strategic points throughout the Province in the centres of each district where certain fruits or vegetables reach their highest perfection.

In stocking Quaker Brand you offer your customer the best canned goods Canada can produce.

Dominion Canners B. C. Ltd.
Head Office: Vancouver, B.C.

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

THE W. A. MARSHALL CO.
WINNIPEG, MAN.
GROCERY SPECIALTY BROKERS
Agencies Wanted
Satisfactory Representation Guaranteed

DONALDSON PHILLIPS AGENCIES LTD.
744 Hastings West. VANCOUVER Cable Address "LIVEWIRE"
MERCHANDISE BROKERS, IMPORTERS, EXPORTERS
Canned Salmon, Nuts, Dates, Seeds, Cocoa-butter, Cereals etc.

DONALD H. BAIN CO.

CANADIAN BRANCHES:
Winnipeg (Head Office) Manitoba
Saskatoon—Regina Saskatchewan
Calgary—Edmonton Alberta
Vancouver British Columbia
Montreal, Quebec
Great Britain
London, England

Wholesale
Commission Merchants
Brokers
Importers and Exporters

Cable Address—All Branches
"DONBAIN"

CODES:
A.B.C. 4th and 5th Editions
Armsby 1911, Western Union and Bentleys

We have splendid warehouses, storage and trackage facilities at all jobbing points at reasonable rates. May we solicit your consignments?

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

Stroyan-Dunwoody Co.

Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

The Advertisers would like to know where you saw their advertisements—tell them.

Now is the Time to Buy—don't wait.

Consult these Advertising Pages.

Our Advertisers will *save* you Money—buy now.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Personal Marketing Service

The "House of Scott-Bathgate" offers manufacturers who are desirous of successfully placing their products in the rich Western field a personal selling organization with an 18-year-old reputation for producing big results.

We have successfully placed such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies and we can do the same for yours. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE

WINNIPEG, MAN.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
Fort William, Ont.

ASK OUR AGENTS FOR PRICES OF

PURNELL'S

The Quality **PICKLES**

BV FRUIT SAUCE IS OUR SPECIALITY

Purnell & Panter, Ltd., Bristol, England

Goods well advertised and well displayed are easiest sold. Advertised to ½ million buyers weekly. Codville Co. Ltd.

6

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S. : Winnipeg, Man

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

LAING AND WATERS
Manufacturers Agents & Grocery Brokers
28 Wellington St. East
TORONTO
Desire correspondence with manufacturers unrepresented in this district.

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

C. A. MANN COMPANY
Strictly New Laid Eggs
Choice Creamery Butter
Fancy Dressed Poultry
Special Attention to Grocers' Orders.
Satisfaction Assured.
LONDON, ONTARIO
PHONE 1577

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in
Canadian Grocer

It reaches the Buyers It's a Business-Getter
Rates and Information on Request

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA.

TELEPHONE MAIN 7143

ST. ARNAUD FILS CIE.

GROCERY BROKERS

Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

GEO. D. LACHAINE

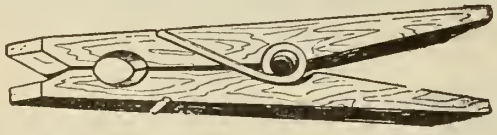
Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N. S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P. Q.
Over 30 years in Business. Best references and Connections.
18 Dalhousie Street, QUEBEC.

TIPPET & CO., LIMITED

Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

Be Sure You Ask Your Jobber for

Dominion Spring Clothes Pins



Manufactured by

The J. H. Hanson Co., Ltd.
MONTREAL

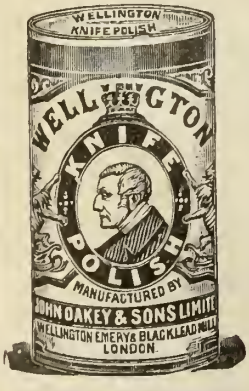
B. & S. H. THOMPSON & CO.

LIMITED

Head MONTREAL Office

Agents for Canada for the HOMCO Products, including Hard and Soft Soaps, Soap Chips, Salad Oils, Compound Lard, Castor Oils, Sanctuary Oil, etc.

ENQUIRIES INVITED



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.

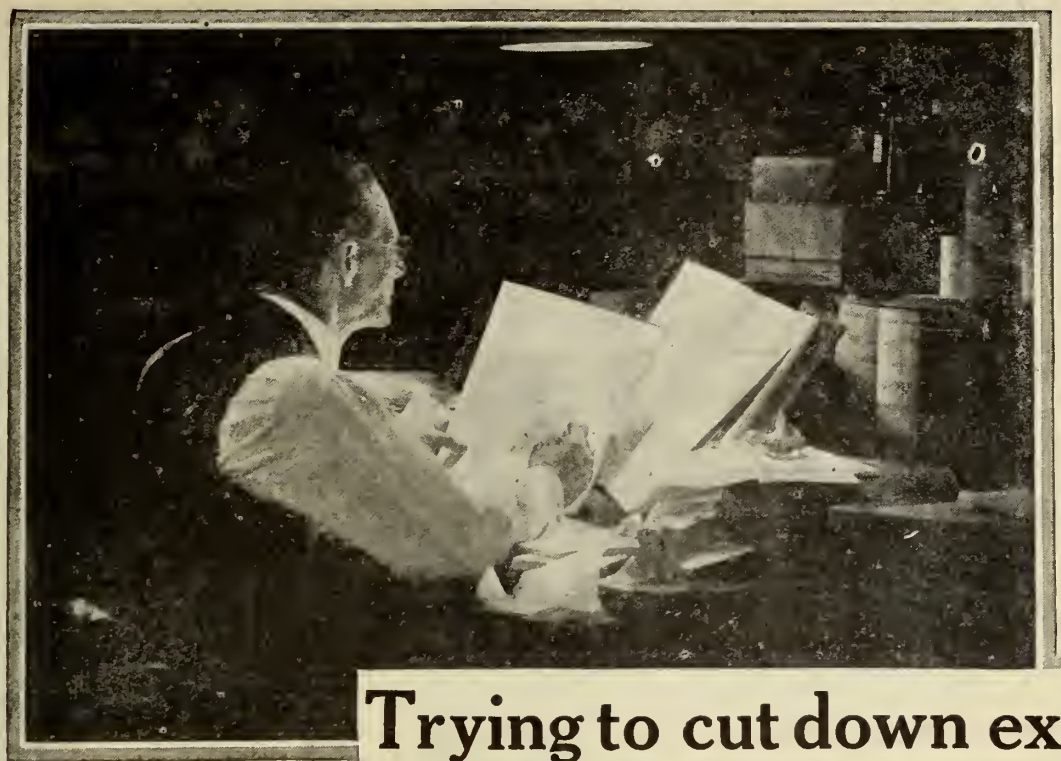
Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

Canadian Malt Extract Sells Itself

Guaranteed pure and wholesome with clear, proven instructions supplied free, every 2½ lb. can of Cream of Malt Extract makes 5—7 gallons of foamy, delightful beer, satisfies your customer, and brings many repeat orders.

Write for agents' terms—good proposition—no license required to handle our product.

CANADIAN MALT EXTRACT CO. Reg'd
267 St. Urbain St., Montreal



Trying to cut down expenses

New business conditions have forced every merchant to face the problems of reducing expenses.

Thousands of merchants have solved the problem by using new model National Cash Registers.

These cash registers reduce costs of selling, delivery, and bookkeeping. They stop expensive leaks and losses. They also point the way to other economies by giving merchants, every day,

necessary business facts

1 Sales made by each clerk.

2 How goods are moving in each department.

3 Amount of capital tied up in outstanding accounts.

4 Volume and profit on credit business compared with volume and profit on cash business.

5 Total of money paid out.

These facts show how, when, where, and how much to reduce expenses.

National Cash Registers pay for themselves out of part of what they save.

A National Cash Register is the only machine that issues a receipt, indicates, adds, prints, classifies, and distributes records *at the time of the sale*, all in one operation. No figure work. No delays. No mistakes. Just read the totals

NATIONAL
CASH REGISTER COMPANY
OF CANADA LIMITED — TORONTO ONTARIO

The Real Test of Popularity is the Sales Record of a Product — Judged by this

Bee Hive Corn Syrup

is a Rapid and a Profitable Seller

Its delicious flavor is the result of our perfect system of manufacturing.

Fall and Winter always increase the demand for this ready seller. It is ideal for serving on pancakes, for desserts, for after-four spread on bread for the kiddies, for economizing on sugar and as a welcome change for more costly desserts.

Like the other "St. Lawrence" quality lines, it will guarantee satisfaction on both sides of the counter.

Order a supply and get up a good Fall display — it will pay you well.

St. Lawrence Starch Co. Limited

PORT CREDIT, ONT.

It's The "SOMETHING EXTRA GOOD"

"If you've got something extra good"--

Say, if you had a penny for each time that's been said to you and your clerks, you'd have retired long ago.

It's the public cry for the best of things, and the grocer who recognizes this always sells Red Rose Tea because he's not only interested in an extra good tea, but he's anxious to establish a high class, permanent trade.

Then sell Red Rose Tea.

T. H. ESTABROOKS CO., LIMITED

St. John, N. B., Toronto, Ont., Winnipeg, Man.,
Montreal, P. Q., Calgary, Alta.

Storage and Distribution

Winnipeg

Insurance 30c

We operate the largest fleet of motor trucks in

Western Canada

Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

The City Dray Company

LIMITED

Frost and Wood Building,
Cor. Pacific and Princess Streets.

Track P. 18 **Winnipeg**

Money-Saving Information

"The most useful information contained in any paper I get"—so a Western banker writes in to-day's mail, renewing his subscription for FINANCIAL POST.

"Very often," his letter goes on to say, "I am called on to suggest investments for small amounts, sometimes as low as a few hundreds, and I find your Investors' Inquiry Service a reliable partner to consult. If every investor knew there was such a service at his call it would surely lessen the losses of many of these people."

The Investors' Inquiry Service fills just that need. Unless you are perfectly sure of your investments, write us before you buy. It costs FINANCIAL POST subscribers nothing to be sure before placing hard-earned savings in stocks that may never have a chance of paying dividends.

Trained service men will give you the benefit of keen analysis based on the facts behind the securities you are considering. This is one of many features enjoyed by our readers.

THE FINANCIAL POST

143 UNIVERSITY AVE., TORONTO, CAN.

Send me for one year (52 issues) The Financial Post. I attached $5.00. Commence at once.

Every good grocer should stock these proven "sellers"

ROBINSON'S "PATENT" BARLEY
and
ROBINSON'S "PATENT" GROATS

The sales records of any products are infallible signs of their popularity. Judged by these Robinson's "Patent" Barley and Robinson's "Patent" Groats are popular sellers of the highest rank and their sales make for satisfied customers.

MAGOR, SON & COMPANY, LIMITED
191 St. Paul St. West, Montreal 23 Scott Street, Toronto

"Saxonia Brand Fruits"

Packed in half and one-pound packages.

PRESERVERS OF

Candied, Glace, Crystallized and Drained, Citron, Lemon, and Orange Peels, Pineapple, Ginger, Assorted Fruits, Bigarreaux Cherries, Maraschino Cherries, etc.

Saxonia Fruit Preserving Co., Limited
Factory
First Avenue and Ernest St., Montreal, Que.

Sole Agents for Canada
The John T. McBride Co., Limited
189 St. James Street, Montreal, Canada

FLOWERDALE TEA

Letter from Ontario Grocer

Gentlemen:—

Will you please ship me at the earliest possible date fifty pounds **"Flowerdale"** tea and a small amount of a real good green tea of a quality on a par with **"Flowerdale,"** as I find a few people want their tea mixed and I do not want to spoil the exquisite flavor of **"Flowerdale"** by mixing an inferior grade of green. I have gotten **"Flowerdale"** started with very little trouble and I know from the way everybody speaks of it, that the trade will grow.

My greatest triumph was when I sold a lady who used "———" tea for thirty years, in fact all her married life. She had been recommended by a friend who enjoyed "Flowerdale."

Yours faithfully,
(Name on application.)

Sell our blended teas in bulk; no worry as to whether your new shipment is as good as the last—we maintain the quality.

R. B. HAYHOE & CO.
Importers
7 Front St. E., Toronto, Canada

CANADIAN GROCER

VOL. XXXV TORONTO, OCTOBER 14, 1921 No. 41

Candy Customer Demands Attention

Grocer in the Maritimes is Constantly Increasing His Turnover of High-Grade Candy—Has a Special Display Case and Keeps Stock On Top of the Case, as well as Attractively Arranged Within

A GROCER in the Maritimes whose annual turnover in candy is more than three thousand dollars, believes that there is a place in the grocery store for the development of a high grade candy business. C. H. Burtt, Fredericton, N. B. has a special display case at the front of his store for showing candies, and he always keeps the top of the case covered with packages, as well as attractive displays within. Mr. Burtt sells a great deal of candy at the week-end, and at this time he is constantly drawing attention to the case, suggesting a box of nice candy to his customers. In this way he first got his stock of high grade candy moving and he has kept it moving ever since. He is well pleased with his sales, but is not satisfied to rest on his oars, but intends that even a much larger turnover must be shown from his candy department.

When Shipment Arrives

"Every time a shipment comes in," he states, "I announce that there is a fresh supply in stock and I make an effort to get rid of as much of this candy as possible before the end of the week."

A number of things should be carefully considered in choosing a brand of package candies. So much depends on the manufacturer, that it is wise first of all to be sure that he is doing business with the right house.

The artistic appearance of the package is second only to the quality of the candy itself. A box of chocolates should be a feast for the eye as well as a dainty morsel to eat. Loud colored packages and flaming chromos should be shunned as the plague, even though they may appeal to a certain class of trade. Such trade will never build up a grocer's reputation as the owner of a high class quality store. It is much more profitable in the long run to educate the low class trade to a higher class of goods than it is to antagonize what high class trade is enjoyed. The crowd will be just as eager to buy the "correct thing" in confectionery when they know what that is.

"After being satisfied that the packages are in good taste and artistic, the next thing to do is to assure yourself of the quality of the candy," Mr. Burtt advises. "As a rule, high class packages contain high class candy, for the two things go together hand in hand. One of the most important things to obtain is a condition of freshness when the candy is sold to the consumer. This is a matter of service that can only be had by dealing with a house that can supply you with small lots of candy, that come direct to you from the refrigerator rooms of the candy factory."

Package candies should be displayed on top of the show cases where it is possible, as few people will go to the trouble of selecting a box inside the case unless they came in purposely to buy a box of candy. If the packages are piled out on top of the case, many who have not the slightest notion of buying candy when they entered the store will pause and examine a box or two, hesitate a moment, and then buy.

The Right Kind of Goods

Before going to a lot of trouble displaying goods, it is well to be sure in the beginning that you have the right kind of goods to display. It is of the greatest importance to select the right line—a line of artistic and attractive packages, containing chocolates of superior merit and quality. A man's reputation for quality, reliability and class is one of the biggest assets he has, and this reputation is made partly by the kind of confectionery he sells. His candy case may have a far wider influence than he suspects. It may even be an index to his entire store and business methods. The person who may be relied upon to sell his customer a fresh box of chocolates every time is pretty sure to gain that customer's confidence and sell him pretty nearly everything else he buys.

Nearly everyone has a sweet tooth, and if the selling of candy is handled properly, there is probably more money in this than in many other lines. But catering to the candy customer requires a little time and attention. If a man sells paints he can pile his stock out in the back room in any old way and order and hand his prospective customer a color chart over the counter, letting him select whatever shade he desires. But the selling of candy requires different methods. The candy counter must be so arranged and the goods so displayed as to create the desire to buy. A grocer cannot just pile the candy in the case on the side of the store and expect to double his candy business.

For the Limited Purse

To secure the custom of those people who wish to spend but five or ten cents on candy, instead of giving them a half-pound of poor candy at ten cents it is better to give them a quarter of a pound of good candy at the same price. In candy, quality comes before price. The average customer will better appreciate a delicious taste for a minute than an indifferent taste for several minutes. In some stores are found counters which have trays of various candies weighed out in ten-cent portions so that the customer can select and help himself. The person who has a particular liking for candy soon acquires a habit of running into the store, getting the favorite ten-cent bag of candy and skipping out along on his business. Much is heard about selling candy to children, but there are many business men and women who eat as much or perhaps even more candy than does the average child. And it must be remembered that the children have money but once in a while, whereas the adult candy-eaters have generally at all times a dime to spare for a bite of candy.

Selling the Small Confections

One of the most profitable, but at the same time most commonly overlooked opportunities in candy selling, is the pushing of the handy packages of confections put out by various manufacturers. Mints, gums, almonds, and chocolate bars, peanut candies and the like can be bought all wrapped, requiring no trouble to weigh or wrap. With this

Continued on next page

Says Confidence Has Been Restored

Montreal Wholesale Grocer Believes that the Wholesale Grocery Business Has Seen the Turning Point—"Prices have Seen the Bottom and Certain Lines Have Already Gone Up"

DISCUSSING present business conditions with Zepherin Hebert of Hudon, Hebert & Cie, wholesale grocers, Montreal, Mr. Hebert says:—

"We are greatly pleased in stating that indeed, according to us, the wholesale grocery business has seen the turning point. For two or three months past, conditions have changed considerably. Our business now is being carried on in such a manner as proves to be profitable

Confidence is Restored

"Conditions have improved in so far as confidence has been restored with the retailer as well as the consumer. In the fall of last year and the winter of this year, goods were being sold by the wholesaler at ridicuously low prices, for the sole reason that the retailer as well as the consumer was not interested in buying. There was no earthly reason why certain goods should have been sold at a sacrifice, in view of the fact that said articles stood at their intrinsic value or actual cost. Yet, one must always reckon with that particular mentality of both the retailer and the consumer which has them to view matters, generally speaking, from a standpoint which does not always conform fully to conditions and circumstances.

"The idea that prevailed at the time among the two above mentioned classes was that in so far as there had been a bad break in sugar, they both expected that everything had to come down in the same proportion. They did not realize that there was a big element of speculation that had caused sugar to soar up to such a high level, and that it was inevitable that the time would come when a slide would take place. They anticipated the same thing to happen to canned goods and many other articles, not realizing that such goods rested upon their full intrinsic value, as aforesaid. Nevertheless the wholesalers had to put up with these conditions and so as to have the goods to move, they had to reduce their prices considerably.

Brought Good Results

"At all events, this policy has had very good results, as the retailer and the consumer fully understood, after a certain time, that prices could only go up, which was quite legitimate and reasonable. Therefore those breaks that were expected, not materializing and, just on the contrary, prices soaring up proportionately, with the restoring of confidence, brought about a much saner condition in the wholesale grocery business.

"Had the retail trade and the public not been so diffident last fall, and further had they been enabled to fully grasp the condition that existed, there would have not been such a depresion in the wholesale grocery business, with the consequent effect that goods could have been kept up to their legitimate level, thereby eliminating that writing off of a marked depreciation at the time of inventory.

Optimistic in Proper Bounds

"Although we may have resumed, in the wholesale grocery trade, what we may call a new normal, yet all retailers are buying, if not sparingly, at least very cautiously They can only be encouraged to follow such a policy until such time as general conditions have improved Although there may be at the present time unemployment which is very marked, we are confident, however, that gradually there will develop conditions such as will ameliorate the general course of things. One, however, must be optimistic and be so within the proper bounds.

"There is no doubt, as far as the Province of Quebec is concerned at least, that conditions, out in the country, are muh better than those in large centres. This need not be explained, as reasons for it are obvious to any one.

Prices Have Seen the Bottom

"For the time being, we may say that it is our sentiment that prices have seen the bottom, as no one can expect pre-war prices to come back again. The upheaval has been of such a magnitude that we cannot expect anything else but a new normal to set in. According to us, we have seen this already in this line of business. We say that "we have seen", because for some time past certain markets have gone up considerably in view of a world-wide shortage. We may point out, however, that the lowest to which we have brought our prices, some time ago, as already mentioned, was much below the real value and therefore could not be considered as being a proper level.

Sales Satisfactory

"To resume, we consider the wholesale grocery business, at the present time, to be in a very healthy condition. Prices are fair, consequent with the markets, and the movement of sale is very satisfactory, having due regard to the unemployment that may prevail in certain large centres."

DOWN 25% FROM PEAK PRICES

In an article that appeared in a recent week's issue on the broom situation, it might appear to some that there had been a recent reduction in brooms of 25 per cent. This however, is not the case. The reduction of 25 per cent represents the total reduction made in brooms from the highest price during the past few years.

"Business Better Than for Some Months Past"

Reference has been made in previous issues to improvement of business in various lines. Speaking to an Ontario broom manufacturer this week Canadian Grocer was told that trade in brooms so far as this firm was concerned was considerably better than it has been for several months. The factory is working steadily and even if no orders were being taken, it would require some weeks to keep up with the present orders.

The reason for this he claimed is that merchants have been delaying purchases for several months and they are now in the market for brooms—for his brooms anyway. They are not purchasing many at a time, but a large number of them are buying fairly extensively. Another factor he thinks is that broom prices are pretty much stabilized and dealers feel that they can safely put in a fairly good stock.

CANDY CUSTOMER DEMANDS ATTENTION

(Continued from page 17)

elimination of a greater part of the cost of selling, the profits on these candy goods are usually excellent.

The Display that Sells

But whether the grocer aims to feature the fancy two-dollar box of candy or the thirty-five cent candy or the penny peppermint sticks to children, he must display stock so that it will appeal to the appetite of prospective customers, in such a way that it stimulates them to buy. Candy displays, whether in the window, on the counter or in the case, must be tastily and daintily arranged. They must look fresh and tempting, or they linger long in stock.

When you get into a tight place and everything goes against you, till it seems as if you could not hold on a minute longer, never give up then, for that is just the place and time the tide'll turn. —Harriett Beecher Stowe.

"There goes a woman who makes little things count," remarked Mr. James to his friend.

"In what way?" his friend asked.

"Why, she teaches arithmetic in the infants' school!"

Selling By Weight the Only Method

Syer and Smith, Penticton, B.C., Have Been Selling Fruits and Vegetables by Weight for Some Time Past and Believe it is the Only Fair and Just Method.

THE question of selling fruits and vegetables by weight like all questions has both its supporters and opponents. Canadian Grocer recently published an article on this matter, referring to the proposed action of the Dominion Board of Retail Merchants Association, to have legislation enacted making it compulsory to sell fruits and vegetables by weight.

The Only Fair Way

Syer and Smith, grocery and provision merchants in Penticton, B.C. writing to Canadian Grocer on the subject say:—

"In your issue of Sept. 23rd., you have an article dealing with the selling of vegetables etc., by weight. To our mind it is the only fair way to handle these lines. We were the first in this town to sell bananas by the pound, and it seemed odd to some, but the advantages to all concerned was easily shown when one dozen small bananas and a dozen large ones were weighed and placed side by side, and ask them which they would take if they were sold by the dozen. Naturally they take the large ones. But when the difference in weight was shown them they could easily see the force of the argument.

"The only lines that are sold by the dozen here are oranges, lemons, eggs and green corn. We sell all other vegetables by weight. Cauliflower is really the hardest to handle and make it appear fair to the purchaser. One grocer objects to selling cabbage that way. It is no more trouble to pick up a cabbage and weight it on a computing scale, and say that this one is 20c., than it is to say, these in this box are 15 cents or 20 cents or 25 cents, according to size. Furthermore two cabbages may be the same size in diameter, but one may be soft and the other very firm. The firm one will outweight the other considerable.

Celery Rarely Uniform

"With other vegetables such as carrots, parsnips and potatoes, is it not less trouble to put them directly in a paper bag and weigh them up than to have to put them into a measure first and then into a paper? Celery is rarely uniform enough in size to sell by the stalk, and give a square deal. We sell by the pound. The same with leaf and head lettuce. Apples, grapes, plums, peaches, pears, and all large fruits go by the pound here. People have forgotten about the peck and the bushel.

No More Handling

"Grains for feed purposes are all sold by the pound, not by the bushel. We venture a guess that some of the merchants have been so long away from the bushel measure that they would be at sea if asked how many pounds of different grains in a bushel or a peck.

"From our experience we would say that selling by weight is the proper method and cannot see where there would be any more handling. It also better from a buying standpoint. Some apples for instance are much heavier for the same bulk than another variety. Anyone can weigh good but we think some of the western merchants would have to go back to school and brush up on their tables, if the measure act was alone in force."

Train your clerks. How much would it mean to you, in dollars and cents, if your clerks were ten per cent more efficient? That difference would mean the difference between success and failure for many merchants this year.

This Window Display in Seasonable Lines Was the Subject of Much Favorable Comment.

The autumn suggests many ideas in the way of beautiful displays. Here is one that is very attractive.

Object to Present System of Duty

Old Country Chocolate and Confectionery Manufacturers Do Not Think Canada Should Collect Duty Without Drawback on the Additional Post-War Imposts of the Home Government—Claim These Imposts Should be Deducted in Estimating "Current Domestic Value."

LONDON, Eng.— (Special). The British Manufacturing Confectioners Union have voiced some criticism against the Canadian tariff on Chocolate, confectionery, etc. In a memorandum on Canadian import duty based on British Home-consumption values, that organization contends that the position of British manufacturers is a difficult one in view of the heavy post-war imports. This memorandum cites an extract from the report of the Imperial Customs Conference held in London in the spring, as follows:—

"The Conference gave very careful consideration to the question Whether customs, excise, and other revenue duties paid in the country of manufacture or the amount of any duty remitted or drawback repaid on goods on exportation should be deducted in estimating their "current domestic value," particularly as in the past the policy of the Dominions has not been uniform on this point. The Conference felt that, having regard to the considerable post-war duties levied by the United Kingdom for revenue purposes on such materials as sugar and spirits, a serious handicap was placed upon certain descriptions of British goods in Dominion markets, in some cases sufficiently serious to counterbalance the preferential rates of duty which the Donminions allow.

"The Conference did not, however, feel in a position to make any recommendation on the subject, particularly as the inclusion or exclusion of such an item for duty purposes is a matter which the Dominion legislatures alone can decide.

"Nevertheless it felt that those Dominions which at present insist that revenue duties shall be included in the value for duty purposes and allow no deduction in respect of drawback or remission of duty, might at some future date consider the effect of this rule on inter-Imperial trade and, in view of the high rates of duty levied by the United Kingdom, the extent to which it destroys the advantage which preferential rates give."

The Memorandum was issued to explain the conditions under which United Kingdom exporters of chocolate and sugar confectionery, owing to the import duty levied in Canada being based on home-consumption values without remission of duty.

It reads in part as follows:—

"The tariff was, of course, fixed with a view to:—

1. Giving the Mother Country a preference over the foreigner;

2. Protecting the Canadian manufacturer;

3. Yielding revenue to the Dominion.

"Until the recent revision in the Canadian tariff—operating from May 10th—the preference on the lower-priced British chocolate and cocoa had vanished altogether. This extraordinary state of things, quite unforeseen, has now been remedied by the revision.

"The position of the British manufacturer remains, however, full of difficulty, arising from the heavy import duties imposed by His Majesty's Government to pay in part for the war, and since the armistice to defray some of the swollen expenditure which is still being incurred. Such duties inflate the 'current domestic value,' and automatically increase the duties payable upon the goods when sent into Canada.

Raw Cocoa Duties

"To show how British manufacturers are handicapped, it will suffice to say that the duty on raw cocoa imported into—

United States	is	nil
Holland	is	nil
Switzerland	is	.04d. per lb.
Unit. King.	is (non-Empire)	4½d. "
" "	is (Empire)	3¾d. "

"The taxation on sugar, as stated by Lloyd George, and reduced to a common denominator is now:—

Germany (10 paper marks=1 gold mark) 1.4

France (4 paper francs=1 gold mark) 12.5

United Kingdom (1s. 6d.=1 gold mark) 44.0

"It will be obvious, therefore, that the assessing of Canadian import duties not upon the actual export price but upon the 'current domestic value' in the exporting country bears very heavily on manufacturers in the United Kingdom, since the 'current domestic value' is so much higher in the United Kingdom than in any other country.

"The Canadian import duties on British goods are now:—

Chocolate—1½ cents and 22½% ad valorem

Cocoa—27½% ad valorem

Sugar confectionery—½ cent and 22½% ad valorem

"Chocolate is the worst hit, because it has to pay the Canadian import duties on the inflated home duties on both cocoa and sugar, which amount to 6.03d. per lb., if grown within the Empire, or 7.25d. per lb. if otherwise.

"The pre-war duty on a standard British breakfast cocoa (on which the duty was 22½%—it is now 27½%) was 3.15d. per lb.

"Sugar confectionery also suffers proportionately in respect of its sugar content.

The Change That Is Advocated

"It is contended that ad valorem duties to be just must assume an approximately equal home-consumption value in all the exporting countries, but there is no such basis. Objection has been taken to one obvious remedy, namely, to the abolition of ad valorem duties altogether in favour of specific duties on goods made from dutiable articles, on the ground that a flat rate itself may become in effect an ad valorem duty and that its incidence may work out unfairly. The remedy now advocated is to adopt the plan followed by the Union of South Africa, namely, that

"The home-consumption value of an article is accepted for duty purposes as being the current in-bond price when the article is subject to an import duty in the United Kingdom, or in the case of confectionery, spirituous essences and similar articles on which a drawback of customs and excise duties is allowed on export, the amount of such drawback is allowed to be deducted from the domestic price in assessing the value for duty purposes on importation into the Union of South Africa.

"As an alternative, the difficulty might be met if it were decided that the cost of goods, for the purpose of ascertaining the amount of ad valorem duty payable thereon, should be calculated on the price charged to the consignee for such goods by the vendor thereof, as verified by the genuine invoice of the goods.

"The mass of the people of Canada, it is believed, cherish generous sentiments towards the Mother Country, and would not desire that it should be burdened with a needlessly heavy tariff, especially at a time when the principle of Imperial preference is still on trial. Free trade within the Empire is indeed the ideal of many on both sides of the Atlantic and, though that may not be achieved to-day or to-morrow, the Union respectfully urges that the suggestions of the Imperial Customs Conference should be studied, and deduction in respect of drawback be allowed forthwith by the Canadian Government."

The Handy Coffee Shop has opened a retail store at 8-10 Dundas Street, Toronto, dealing wholesale and retail in coffees and teas.

This "Store on Wheels" a Real Service

Weir Eckenswiller, Windsor, Ont., Fitted Out An Automobile As a Travelling Grocery, Five Months Ago—Daily Sales Now Average $200—Carries the Store to the Door and Says the Service Is Appreciated.

"THE store at your door," is becoming a popular idea in a number of towns in different parts of Canada, and that the idea is meeting with favor from the public, appears evident from the reported success of those who have started operations in this regard.

$200 In Sales Daily

Five months ago Weir Eckenswiller of Windsor, Ont., fitted out an automobile, and commenced to call on the people of Ford and Riverside, two places adjacent to Windsor. In conversation with a representative of Canadian Grocer the other day, Mr. Eckenswiller stated that he was more than pleased with the results of his first summer, and he is planning to extend the territory now covered. He is also going to open a store in Windsor, operating from there, instead of from his home as is at present the case. Sales have steadily increased from week to week, and they now average around two hundred dollars a day. "People appreciate this service" he remarked. "They now depend on me to bring them what they want in the way of groceries and provisions, and instead of me having to go after them as at first, they are now watching for me."

The "Store at Your Door," with its proprietor as it is about to start on its daily rounds.

Showing the interior of the "Store at Your Door."

Is Well Equipped

As will be seen from the accompanying photograph of the interior of this motor grocery, the big car is arranged with shelves, refrigerator, and scales, like any grocery that one finds in the average town. It is complete in every way. Something like the supply boats that operate around the lakes in various parts of the country, during the summer months, it carries to one's door the complete grocery, and the busy housewife can come out of her home and enter the car and purchase what she wishes. Orders are also taken on its daily rounds for delivery on the next trip, and if customers want goods in fairly large quantities, they usually order in this way up to the time of Canadian Groer's interview with Mr. Eckenswiller, he had confined his calls to Ford and Riverside, but contemplated starting in the city of Windsor proper at an early date.

Housewives Appreciate Service

He is of the opinion that service of this kind will grow in popularity, and that a store on wheels not only fills a need of a large number of busy housewives, but the same can be operated along very profitable lines for the grocer. "There are a great many people," he added, "who cannot pick up and go to the grocery store, the minute they think of something they need. Even though they have children who make very good messengers, there are times when they are not available. The 'store at your door' comes along every day, and a visit to the car suggests to the mind of the woman of the house many things."

Fresh Meats For Sale Too

Mr. Eckenswiller has always made a point of carrying fresh meats, so that his motor is really more than a travelling grocery. It is a butcher shop on wheels as well. Carrying on the sale of meats has been the means of selling groceries, and Mr. Eckenswiller remarked that on more than one occasion when a customer just came out to buy the meat for the dinner, he had also succeeded in selling a good order of proceries. He has found it a good plan to stock both groceries and meats, as one helps to sell the other. With a refrigerator in the car, meats and produce can be kept in perfect condition, always fresh, and fruits and vegetables are shown to the customer in the most attractive way. For fruits and vegetables there are places on the shelves allotted for them, and shelf space for fruits and vegetables is all lined with tin, permitting the placing of ice among them, in order to keep them fresh. Sales of fruits and vegetables this past summer have been heavy.

Coffee Mill Is Carried

Everything that is carried in a modern grocery is carried in this store on wheels. It is nine feet long, five feet nine inches long, and six feet in height. Another indication of the service it renders is found in the fact that among other good equipment is a coffee mill for the purpose of grinding coffee for the customer as she requires it.

Novel Plan Tends to Increase Sales

Grocer in Stouffville, Ont., Provides Accommodation for Holding Weekly Market Day in His Store—Farmers and Townspeople Come Together in His Store and Increased Turnover in Groceries is the Result.

WITH an annual turnover of sixty thousand dollars, Ratcliff & Co., Stouffville, Ont. are turning their stock, Mr. Ratcliff recently told a representative of Canadian Grocer, eight times a year. Discussing this point, the advisability of turning one's stock at least once a month was mentioned by Canadian Grocer. In this regard, Mr. Ratcliff did not believe that it was always possible to do so. In his case where his clientele consists chiefly of farmers, he was in the habit of selling them large quantities of goods at a time, and he finds it essential for him to carry a fairly heavy stock, averaging around $8,000. Even in the period of declining prices he had continued to carry a big stock, and he believed the buying of certain lines of goods in good quantities at the present time, was advisable. Certain products were showing a tendency to advance, and he was of the opinion that the lowest levels had been reached in the majority of commodities.

Market in Basement

Ratcliff & Co's. store is a spacious building and ample accommodation for storage is provided. A novel feature and one that is not often found in a grocery store, is found in connection with this business. The farmers' weekly market is held in the basement. The Stouffville market is considered a good one, and is largely attended one day each week. Long tables and benches are arranged in one half the basement, and these quarters are spacious. No charge is made the farmers to come and sell here. It is one way of utilizing the excess space that a very large store such as this one provides. An entrance to the market is provided from out of doors, as well as through the store.

Increases Sales

Asked as to the benefit to his business of having the market each week in the store, Mr. Ratcliff told the Canadian Grocer representative that it had meant a very considerable increase in his sales. Both the farmers and the townspeople are here brought together, and they find it convenient frequently to come upstairs and leave their weekly order for groceries. "In fact," he remarked, "I know of several instances where I have secured new customers, directly because of the weekly market. We are situated in the centre of a rich farming community, and our market is well patronized. This undoubtedly brings patronage to my store, but at the same time provides a service to the community that is much appreciated.

"We do credit business chiefly," Mr. Ratcliff told Canadian Grocer. "However it is a credit trade that is equally as good as cash. Our clients are all reputable people who pay periodically, that is, every week, two weeks, and some every month, as suits each particular convenience. Losses in this regard are practically nothing at all. Serving a farming community, as we do, they are buyers in a large way, principally of the staples. Fancy lines do not make quick appeal, but at the same time, we do not sell goods of inferior quality. People want the best lines available and more than ever before are demanding the same.

Fruit Sales Heavy

"We specialize a good deal in fruits in season, and especially at the week-ends our sales run very heavy. We sold thousands of boxes of berries this past season, not only grown in our own vicinity but we brought in large quantities. We have built up a reputation for selling fruit only in the best condition, and we make it a point to see to it that no spoiled fruit goes out from our store. It is the only way a grocer can handle fruit successfully, and with any kind of profit to himself. We have scarcely any waste in selling fruit. The big thing is to be careful not to over buy—that is—buy more than you feel your trade will take off your hands. It is better to underbuy rather than purchase in excess."

Big Turnover in Produce

Mr. Ratcliff also carries imported fruits and vegetables in the Fall and Winter months. There is a certain amount of them purchased by the townspeople, he stated, but his farm customers are not buyers of the imported stuff to any extent. Consequently sales in this regard are rather limited. Buying and selling produce is a feature of the trade of this store. Purchasing butter and eggs from the farmers, and shipping them to the city forms a source of revenue that is very gratifying, according to Mr. Ratcliff. In the fall months a tremendous business is done in the way of buying and selling poultry. Speaking of the outlook in this connection for the present season, Mr. Ratcliff told Canadian Grocer that indications pointed to ample receipts of practically all kinds of fowl. Turkeys promised to be available in better supply than a year ago, and in fact he did not look for any scarcity of poultry generally. This store is equipped with display cases, splendid counter facilities for showing goods, as well as bins and casings generally of a type for convenience as well as service to his trade, Mr.Ratcliff believes that good equipment means increased sales.

Contract is Let for Food Building

Toronto City Council Gives Power to Board of Control—Nearly 90 Per Cent. of Space Already Reserved Out of 26,700 Available

TORONTO, October 12. (Staff Correspondence).—The city council have put their stamp of approval on the new Pure Food building for the Canadian National Exhibition. The matter came up at the council meeting here on Monday. George T. Irving, first-vice-president of the C. N. E. explained that out of the 26,700 square feet available space, 22,270 had been reserved by food manufacturers; that the exhibition board was anxious to get started right away on the building and that to speed up matters, it would be advisable to let the contract as soon as possible. He also showed how much revenue would be secured each year and the length of time it would require to pay back the money invested, approximately $150,000.

Mayor Thomas Church told the council that the building would be paid for by the firms using it. On motion of Controller Maguire, the council agreed to give power to the Board of Control to let the contract. Tenders were called for some time ago, the lowest being approximately $140,000 as against $201,000 last spring. It should, of course, be understood that the plans as originally proposed have been slightly amended. It is now up to the Board of Control to award the contract.

The Food Products Association, organised during the exhibition of 1920 with a view to securing the new build- was responsible for getting the space contracts. Only about 3,000 square feet are left to be taken up.

Later—At a meeting of the Board of Control the following day, the contract was let to the lowest tenderer and work will be proceeded with at once.

This General Store a Link with the Past

Canadian Grocer Representative Finds in Northern B. C. the Primitive Log Store of Earlier Days where the Stock Ranges from a Horse Shoe to a Chocolate Bar.

By Staff Correspondent Canadian Grocer

IN the northern outposts of civilization one would expect to find the kind of general store that has been described in the stories dealing with the "frozen north." The kind that the ancient and Honorable Company of Gentlemen Adventurers immortalized in their trading into "The Hudson's Bay Territory."

Within 14 Miles of Steel

It is interesting though to find that the newest railway line, the Grand Trunk Pacific has brought such a store within 14 miles of steel. With the coming of the new era as symbolised by the advent of the passenger train in the northern B. C. interior, the fort that Simon Fraser established in 1806 at Fort Fraser has been abandoned. When construction reached old Fort George, the trading post that had ruled a vast territory from the shore of the "Fraser" passed into history. But if one will get off the Prince Rupert-Edmonton train at Burns Lake, and take stage through a beautiful lake jewelled country, for only fourteen miles he will encounter on the shore of Lake Francois a pioneer store such as he has read about. A large, square log building, with roof of "shakes" and beams of solid timber. Inside he will see shelves and racks of rough hewn logs. The bricked chimney rests on a platform of great posts that would support a locomotive.

A Horse Shoe or a Chocolate Bar

Here one might buy a horse shoe or a clothes line; a horse collar or a chocolate bar. The currants repose among the ammunition, and the tobacco jostles the chewing gum. The ceiling is decorated with tinware and furs and postcards, and cork-fishing-net floats relieve the bareness of the great unpainted posts.

"No show cases?" "No shelves?" say you? Why what does a man care for shelves or showcases, when he has rowed any part of the length of Francois Lakes' 65 mile length, or in the winter, when he has tramped or mushed many weary miles to get the food he requires.

Well satisfied is he to warm the marrow in his bones before the stove. A giant stove devours great logs that would keep the city dweller in kindling for a month.

About the Windows

"How are the windows dressed?" asks the practical grocer's clerk. The windows, one on each side of the large door, are small, and are dressed on the outside with triple piles of the logs that keep the old stove roaring. And when the lake is frozen, and the wind is piling the snow in drifts and seaching the cranies in the logs for a chink to enter, the trappers and ranchers, the tie cutters and the miners could not see a finer display than the abundance of firewood that augurs well for the cheery warmth within.

The Proprietor For Many Years

Many years ago R. R. Jeffrey, was told by his city physician that his lease on life was only a matter of months. Into the north he came then, to see what the clean breezes, bright sun and ozone of the northern woods could do for him. This venerable old gentleman with the snow white beard, who knows every man, woman and child within many miles, and hands out unfailingly what each one seeks, looks as if he will continue to fool the doctors for many a year to come. Today his customers may come in motor boats, and autos, instead of canoes and dog sleds—but the old log store on the shore of Francois Lake is a link with the recent past of this country which is fast changing to the new order.

Have a Small Circle and Label For the Price

Ryer and Smith, Penticton, B. C., writing to Canadian Grocer in regard to the labelling of products say:—

"Why do not manufacturers when getting labels printed have a small circle, square or space of some kind left white for marking the price on, where it can readily be seen and where the staff will always know where to look for it."

Showing Seasonable Lines in a Disp'ay Such as This Always Means Increased Sales

This window suggestive of Autumn and Autumn lines is an in teresting display.

What Investigation Taught This Grocer

Merchant in Eastern Canada Following a Study of Henry Johnson's Articles in Canadian Grocer, Makes Some Tests in His Own Business—The Story of Another Man.

By Henry Johnson, Jr.

FROM the Eastern section of Eastern Canada comes this strikng letter: We are always studying your articles in Canadian Grocer — that is, since the last four months, and find them very helpful. We took a big loss last year which wiped out nearly all our capital. We added a little to the business, as much as we could afford, and are having a hard time paying our bills. We MUST make money this year. Your article of July 22 is very interesting. I just made the test you suggest. Here are the results: Our sales average $100 a day—we take in at this time of the year $600 a week.

Goods, cost price	$79.00
Salary, two partners,	10.00
Rent	3.15
Light	.15
Delivery (1 horse, man $20 wk.)	4.35
Taxes and Interest	.50
Bad debts	.75
Advertising	.65
Depreciation	.50
	$99.05

Can you tell us what is wrong in our expenses? We find delivery is very high, yet we cannot have a good man for less, and he also does heavy work inside. Salary is also high for business done, but the chief takes $35 a week, which is really not much, and his relative, who has all the capital invested, is working for $25 a week. If it is not too much bother we will later on write you again on other sides of our business. P.S.—The writer is son of the chief, working in another business, works at night since six months ago to try to keep a good set of records and put the business on a paying basis.

First Answer is : REDUCE

The chief utility of such a test is that it furnishes a diagnosis of the disease, and we can proceed to the right treatment. Like many other correct courses of medicine taking, there will be bitter doses and a bad taste left for a while. But the end justifies the means—we can see it right before us now.

For here we have a going business of $30,000 a year—not so much as it once looked to be, but much more than it counted for two years ago. And it is earning the average margin of 21% which is near if not quite the limit of possibilities in groceries. So we must cut—and there is room for cutting.

We must cut first because we must, second because it is logical. No business of that size needs the service of three grown people and a bookkeeper, even with the bookkeeper working only at night, "on his own." It is obvious that the business needs accounts, as do all businesses. Therefore the bookkeeping is legitimate and must be provided for within correct expense limits.

Today the salaries run to more than 13.86% on sales—an impossible ratio. Let us cut the chief and the relative each to $20 per week. Then salaries will run to fully 10%, which is enough. Bad debts are 25c a day above limits. They never should exceed ½% on sales and here they should be less than that, because of opportunity for the management to know every customer well. But if we get down to normal outside limits we shall have a saving of $75 the year. Thus we shall save:

On Chief's salary	$ 780.00
On Relative's salary	260.00
On Bad Debts	75.00
Total	$1115.00
Add present earnings 95c a day	285.00
Grand Total	$1400.00

That makes a tidy sum, as it stands. We can do a lot with it.

Certain Burdens Overlooked

The statement given shows willingness to face the issues, and is therefore promising; but certain items have not been included. Let us add:

Incidentals, like stamps, stationery, donations, ¼%,	75.00
Interest, say investment is $1000, at 7%, another ¼%, say	70.00
Fuel, not mentioned, say ¼%,	75.00
Making total	$ 220.00

Such readjustments will put us a net of $1180 to the good. Then if, in these times of unemployment, we watch for somebody ready to take the driver's place for $15 per week, which should be feasible, we shall save an addition of $260. Then we shall have $1540—all without increasing our business or dropping an essential service. Pretty nice? Yes! We shall then be in shape to pay the bookkeeper $20 a month and still have $1300 real profit to show.

Such earnings will operate to pay out the capital invested by the relative. Then there will be more to divide in years to come..

I have let the charge for advertising alone. If anything, that charge should be increased, for it is always wise, within reasonable limits, to spend money to increase volume. Only be sure you get value. Do not regard that expenditure as a favor to anybody. Use that fund with just as hard conservation as you would any other money—to buy goods for example—seeing that you get value.

Don't let my suggestions scare you. The way is too obvious, too easy and too fraught with certainty of results for that. In any case, it is better to have a profit at the end of the year than to spend all you make as you go. Finally, this is the way out—go to it!

And by all means, write again whenever you feel like it on any subject.

Capital Not an Essential to Success

I have often found that capital—that is, money—was not an essential to success in business. Of course, there are other kinds of capital. The man who writes me below has some of the other kinds.

Dear Sir:—I have wanted you to know how much I enjoy reading your articles, particularly "Study Statistics in Dull Months." I have been searching so diligently for statistics for comparison since I began business that possibly I have gone "nuts" on the subject. I would like to know where I can acquire some that would be valuable for comparison, and ask your assistance. I will have to bore you a little about my progress so you will know about what I need. I started in business in 1913 with $3,000 less than nothing, having borrowed that amount with which to start this business. Operated credit and service, with lots of service, until November 1, 1919, when a corporation was formed with a jobber as stockholder, capital $30,000. Began with my one store as basis and opened a large self-serve store November 18, which did $26,000 in December. We operate everything on the cash-and-carry basis and will open our sixth store next week. We have had our books audited every three months to know just what has been done. Last period showed total expense $1,075 on three months sales of $92,000. Will probably be .01 higher next inventory owing to decreased business the last three months. May I send you some figures from our next report which we will have from the auditors in a few days, for criticism and suggestions? Hope we will continue to have your articles in Canadian Grocer which I consider the best part of the paper. And should you ever visit this section be sure to let me know. With regards and best wishes .....

It cannot be said that this merchant enjoyed any special privileges to account for his success. Nor will it do to say; "O, he's a cash-and-carry and has a jobber behind him!" For he went $3,000 in debt to start with and operated about six years for himself in a service store before he got the added capital or changed his organization and plan of operation. And you will be perfectly safe to gamble that he did not make a fizzle out of his original service store, or he never could have interested that outside capital. I am sure there is an interesting story there to come—I hope he will tell it to me some time later.

It is interesting to look above at the Canadian store for contrast. There is a business earning the limit of gross at

(Continued on page 25)

No Decrease in Chain Store Business

Eight Months' Record Better Than in 1920—Mail Order Houses, However, Show Heavy Drop in Sales

DESPITE the pronounced business pression which has seriously curtailed the activities of practically every business n the country, the prosperity of chain stores, according to figures given in The Financial Review, (New York), apepars to have suffered least of all. Reports for the first eight months of the current year indicate that 1921 sales will at least equal, if not surpass, last year's high record. The sales of the Woolworth stores, for instance, for the first eight months amount to 84 million dollars as against 82 million in the same period of the precedng year. And the best season of the year which is round about Christmas is still to come.

In decided contrast to the favorable showing of the chain stores, the large mail order houses report a huge falling-off in sales. Even though selling prices have been cut to the bone in order to move staggering merchandise inventories acquired at much higher prices, volume of business does not recuperate at all. Sears Roebuck's sales, for instance, fell from 173 million dollars to 112 million for the 8-month period referred to above and a decrease of no elss than 142 million, or more than half the total sales is anticipated for the year. On the other hand, the chain stores have hardly reduced their prices at all, yet they enjoy greater prosperity than ever before.

Chain stores depend upon small profits and quick sales for their business success. The Woolworth chain system turns its merchandise stock over no less than seven times in a year. Only goods that move rapidly are carried in volume. On the other hand, the mail order houses must carry a complete line of practically every article of merchandise that may be called for. Turnover is thus held severely down, and working capital requirements tied up in inventories greatly inflated. On goods purchased at last year's high prices, heavy losses are inevitably in store for the mail order houses. This condition does not exist in the case of the chain store systems.

Efficiency of chain store business is remarkably high. Merchandise purchasing is centralized, and is generally done from producers who are in financial difficulties, and tremendous bargains are thereby possible. Overhead charges are nominal. All sales are for spot cash. This eliminates selling losses, and largely reduces clerical labor in keeping accounts. These economies can all be passed on to the consumer—and sometimes are.

Monthly Sales Records Compared

CHAIN STORE SYSTEMS

	Aug., 121	8 mos. 1921	12 mos. 1921 est	Aug. 1920	8 mos. 1920	12 mos. 1920
McCrory Stores	$1,133,432	$8,399,361	$14,150,000	$1,133,842	$8,436,893	$14,199,346
S. H. Kress	2,191,202	16,890,185	28,000 000	2,237,106	17,136,827	28,973,847
S. S. Kresge	4,311,184	32,584,305	54,800,000	4,040,825	30,213,932	51,245,311
F. W. Woolworth .	11,637,578	84,621,005	144,000,000	11,078,646	82,762,758	140,918,981
United Cigars	6,251,074	50,102,228	80,500,000	6,491,082	49,860,399	80,000,000

MAIL ORDER HOUSES

	Aug., 121	8 mos. 1921	12 mos. 1921 est	Aug. 1920	8 mos. 1920	12 mos. 1920
Sears Roebuck	12,477,430	112,569,000	165,000,000	16,271,950	173,483,142	254,595,059
Montgomery Ward	5,483,413	46,982,969	64,000,000	7,751,458	74,398,206	101,745,271

"Impossible to Cut Prices Finer Even On a Cash Basis"

General Merchants in Smithers, B. C., are all Conducting Business on a Credit Basis—Competition of "Cut Rate" Stores is Claimed to Be Unfair.

SMITHERS, B. C.—"There are three genuine stores here," said S. A. Eby to Canadian Grocer, "and all do a credit business. I suppose if we all got together we could eliminate some at least of the credit business and be better off for it. I must say though that I can't see how any one could cut the prices much finer even if a cash business was done. Our margins are much too slim now.

"In all these small towns, no matter how far from Vancouver, the Vancouver papers are read. The prices quoted by the cut-rate stores in the city seem to brand us as extortioners, and so make us sell goods at less than we should rightfully receive. On many commodities our costs, out on this line, are higher than Vancouver costs by freight to Rupert, by boat, by rail from Rupert here, and cartage in Rupert and here. Yet some of the prices that competition forces us to take are as low as prevailing in Vancouver where the goods are delivered to the merchants' door step."

Speaking of the territory Mr. Eby said, "Around us are basic industries. The lumbering, it is true, runs mostly to tie timber for the railroad. A good farming district stretches on two sides of our town, and until the general depression, several mines with good sized payrolls were operating almost at our door. The minerals found include in various combinations, silver, gold, lead, and zinc. It is possible to walk out to a hill near town and pick up any piece of 'rock' that one might stumble across, and it is a good gamble that the sample so found would assay several dollars to the ton.

A Busy District

It is stated that there is more prospecting, improving and developing going on around this northern interior country than in any other one spot in America. As a full range of merchandise is carried, only one of the four display windows is dressed with groceries, but it is carefully dressed and frequently changed.

WHAT INVESTIGATION TAUGHT THIS GROCER

Continued from page 24

21%, but loaded with expense of 20.-05%. This business has expenses of 10.75%, o can easily operate on a gross that shows nine per cent advantage in prices to the consumer.

Of course, this is not all there is to it. Grocers make a sad mistake when they think there is nothing more. There is all the institution of service and the legitimate cost thereof. And it is just as legitimate to render a character of service and charge accordingly as it is not to render it and omit the charge.

Two points are to be stressed: That the charge may be made, provided service is rendered that is worth it: that the first business already is getting the margin to cover every proper burden.

As a fact, both merchants render service. The cash-and-carry man sets out merchandise ready to be picked up and carried away for a definite line of prices. The service man does that and then delivers, and gives credit, and fusses with the customers in the shop. So the charges of each are legitimate provided they make up a just compensation, plus a fair profit—and no more.

Wait for Further Statistics

That is all I want to write on this now. I want further statistics, not only of this cash-and-carry man's present business but of his experiences in the service store. I think I can learn from him a lot about what various items in service expense cost. So you are likely to hear more from me on this later.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

Vol. XXXV. TORONTO, OCT. 14, 1921 No. 41

The Retailer's Advertising

DURING the past year the retailer has been giving not a little thought to his advertising. Because business conditions have been none too good he has in many cases been trying, through the medium of the local press, to improve his lot. And because money has been none too plentiful he has been giving more consideration than ever before to the idea of getting full value for his money. In view of these facts, the merchant may be considered interested in the convention in Hamilton, Ont., last week of the Affiliated Advertising Clubs of America.

That the retailer who succeeded in these days was he who had not decreased his advertising space, but had used it in an honest effort to win back the confidence of the buying public who had become justifiably suspicious of inflated values, was the consensus of opinion of the 500 members who were present.

"Advertising of to-day must be honest and convincing," said Alvin E. Dodd, of the department of distribution of the American Chamber of Commerce. "The advertiser's duty to-day is to win back the confidence of the buying public. The public will not swallow the old bunk about cutting prices in half. They feel that the price cutter must have been profiteering in the past. The progressive retailer who is successfully meeting conditions to-day is usually found to be the man who has not cut his advertising appropriation and who has taken his deflation losses like a man."

"The members of the 'what's the use brigade' are legion these days," said Frank Jewel Raymond, of Orange, N.J. "There are too many business men who are suffering from appendicitis of the mind, and too many who jump for the stool when there is a piano to be moved these days. The sufferers from 'know-it-all-itis' will have to have hoops put around their heads."

Certainly the retailer can profit greatly through judicious advertising at the present time. The confidence of the buying public must be restored and it is only by sane appeals to the public—showing them that the retailer is selling at replacement prices—that this can be done.

Is There A Lesson Here For You?

On another page of this issue will be found an article showing that, in spite of the depression which has been evident in business in general during the past year, the volume of sales of the chain stores is likely to show an increase over that of 1920. Up till last month the figures for the two years are practically the same and the best part of the year is still to come.

This means that whereas retail business in general has suffered a decrease in receipts of, say, 25 per cent., and in some cases even more, the large chain stores mentioned have captured a considerable amount of trade which under ordinary circumstances would have gone elsewhere.

We will not at the present juncture venture to draw any deductions from these facts but we commend them to the careful consideration of every retail merchant.

Not only chain stores, but individual merchants in various parts of Canada are, we find, keeping up to or improving upon their last year's figures. This is only done by keenly going after business and not being content to accept dull times as a disease for which there is no remedy. We would therefore urge every retail merchant to examine well his methods of doing business to see whether they are not capable of improvement and whether by vigorously seeking for fresh outlets for his goods he cannot also range himself with those who, in spite of dull times, report an increase in volume of trade rather than a decrease.

Postal Insurance

SUBSTITUTING a system of postal insurance for the registration of parcel post, and which is now in effect, no doubt meets with the approval of retail merchants and the public generally. Too frequently in the past the registration of parcels did not apparently guarantee their safe delivery to the parties for whom intended. Losses have very often occurred in spite of the registration of mail matter, and parcels have mysteriously disappeared, with the public in most instances the losers. Under the new system of postal insurance, reference to which has already been made in the columns of this newspaper, insurance is provided for parcels posted in Canada for delivery within the country up to $100 against loss, rifling or damage, while in the custody of the postal service. Congestion in the registered mail department will also be relieved by this new plan of insuring parcels in the mails.

The scale of cost is not burdensome. Three cents is charged for insurance not exceeding $5, six cents for insurance exceeding $5 and not exceeding $25, twelve cents for insurance exceeding $25 and not exceeding $50, thirty cents for insurance exceeding $50 and not exceeding $100.

The insurance fee will be paid by means of postage stamps affixed to the parcel.

Editorials In Brief

Wherever you use color in your store, in display or in decorating, make sure you use the colors and combinations that produce desirable effects.

Don't make your window displays so elaborate that you are afraid to spoil them by taking goods out to show them, or so that you haven't any of the

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Quebec

Joseph Edmond Sansregret, a grocer of 33 St. Jerome St., Montreal and president of the Quebec Branch of the Retail Merchants' Association has been nominated for alderman and will run in ward 28 at the next municipal elections.

Among those running for aldermanic seats at the next civic elections in Montreal are two butchers Charland Triffle, of 1605 Ontario St., east in ward 16 and Jean B. Angrignon of 22 Jolicour St., who is running in ward 21.

Ontario

J. Rae has opened for business at 2553 Dundas St., West, Toronto.

H. J. Gardiner has commenced business with a store at 2341 Dundas St., West, Toronto.

Mowers & Thompson have commenced business with store and stock at 1287 St. Clair Avenue, Toronto.

Mr. Cassells is managing the new Dominion store at 750 St. Clair Avenue, Toronto.

D. Dury formerly in business in Toronto is now managing the new Dominion store at 134 Kenilworth Avenue, Hamilton, Ont.

The Retail Merchants' Association of Galt, Ont., approved of the request to have the Wednesday half holiday eleven months of the year. An endeavor is being made to have it unanimous.

An effort is being made in St. Marys, Ont., to secure early closing among the stores on Saturday nights.

Four stores in the east end of Toronto have recently been entered and about $55 in money removed from the tills. The other day three fifteen year old boys were arrested, alleged to have committed the offences. Just a few night ago, they are alleged to have entered a store at 680 Queen Street East, and as the lady walked from the store to answer a bell, two of the accused are said to have gone in and taken $14.

Thirty Years a Grocer in the City of Montreal

Montreal—T. K. Stone, retail grocer, of Point St. Charles passed away the other day at 424 Bourgeois street. Mr. Stone had been ill for five years. Born in Devonshire, England, sixty years ago, Mr. Stone came to Canada with his parents at the age of four years, and thirty years ago entered business as a retail grocer at the corner of Wellington and Bourgeois streets. Mr. Stone is survived by his widow, two sons, William Stone, with Mathewson's Sons, wholesale grocers, and David Bentley Stone, associated with his father in business, and four daughters.

Hold Up Men Rob Montreal Grocer In His Store

Montreal, October — One evening last week two men entered the grocery store of Louis Rivet at 644 Lagauchetiere St. west and made a small purchase. It was only about seven o'clock and many people were passing along the street in front of the store. While preparing their purchase one man grabbed Mr. Rivet and held him and the other one proceeded to rifle the till. The grocer shouted for help and in return got further clouts over the head and face. After taking all that there was in the till, amounting to a little over $50, they took to their heels. Later Mr. Rivet was able to give an excellent description of his assailants and it is expected that they will be in the hands of the law before long.

Douglas Packing Co. At Cobourg is Again Operating

Cobourg, Oct.—The Douglas Packing Co.'s plant here has started operations again. The company anticipates a good season on account of the large supplies of apples available.

The Fairport, N. Y., plant of the Douglas Packing Co., Rochester, was destroyed by fire a few days ago. The buildings of this plant were of frame construction, and covered about two acres of ground. The power house and evaporating buildings, which were of brick and concrete construction, were saved. The loss is estimated at approximately, $500,000, and was covered by insurance. Fortunately the company's large stock of raw material was stored in other warehouses, and is available for operations as soon as the Fairport plant is rebuilt, which will take from four to six months, it is stated.

The Douglas Packing Co., Rochester, has an interest in the Douglas Packing Co. of Cobourg, and also has a factory at Canastota, N. Y.

Bread and Cake Association's New Officers

Toronto. — At the final session of the Bread and Cake Manufacturers' Association convention on Saturday last, the broadening out idea was exemplified in a resolution increasing the membership of the Executive from nine to seventeen members, to be composed of representatives from every Province, and another resolution expressing the intention to make future conventions more national in scope.

As a mark of appreciation of the importance of the Quebec section of the industry, the highest office in the association, that of President, was awarded to Dent Harrison of Montreal. In his first Presidential address, Mr. Harrison thanked the delegates for the honor conferred on him, and said he hoped to be able to bring the bakers of the Province of Quebec into closer touch with those of the rest of the Dominion through the association.

H. E. Trent, and A. W. Carrick, both of Toronto, were re-elected Secretary and Treasurer, respectively. Other officers were chosen as follows: First Vice-President, Jas. MacIntosh, St. Catharines; Second Vice-President, W. Strachan, Montreal; Third Vice-President, W. R. Milton, Winnipeg. A French-speaking representative will be chosen later as Fourth Vice-President.

Twelve members of the Executive were elected as follows: B. Moir, Halifax; W. Myles, St. John, N. B.; W. H. Carruthers, Toronto; Mark Bredin, Toronto; Jas. Burry, Toronto; F. Cane, Quebec City; R. A. Deitrich, Kitchener; W. Stone, Brandon; O. J. Mayhew, Calgary; N. Addems, Regina; W. C. Shelly, Vancouver, and Cecil Morrison, Ottawa. Other members will be added later.

Votes of thanks were passed to all officials of the association and members of machinery and supply firms who had co-operated to make the first exhibition of bakers' machinery annd supplies such a huge success.

* * *

Name Was Wrong

The article in last week's issue under the caption "Are you going after better business?" by Joseph Lapointe should have been Joseph Laport. Mr. Laport is of Laport Martin, Montreal.

Toronto Retailers Protest Increase in 'Phone Rates

Toronto Oct. 11—Representatives of all branches of retail trade were present at the meeting of the Toronto section of the Retail Merchants' Association last evening. The Toronto branch is a new departure, uniting all branches of retailers in one organization. Officers have not yet been elected, but it is intended to hold a banquet in two week's time, when the new officers will be selected.

Ed. Mack, clothier, was in the chair at this meeting. Considerable discussion took place on proposed increase in Bell Telephone rates, and protest was heard on every side. By a unanimous vote it was decided to fight any increase before the Dominion Railway Board when it comes up for hearing.

D. W. Clark, grocer on Avenue Road, moved that the Provincial Government be asked to appoint a commission to take over the Bell Telephone Company in Ontario and to operate it as a government department, but this did not meet with the approval of the gathering.

The consensus of opinion was to the effect that the Bell Telephone Co., was unfair and unjust in proposing an increase, in view of the fact that it was able to pay a dividend, and very few merchants were able to do the same at the present time. "Merchants are bringing down their goods," remarked one dealer, "and the company now wants to advance its prices."

R. F. Fitzpatrick suggested that in the retailers' interests, they should try and settle the printers' strike. The association however did not care to interfere in the matter.

NEW IMPORTING FIRM

Andrew Pattison, importers of Swiss chocolates, formerly of Montreal, has formed a new company with headquarters in Toronto, under the name of Andrew Pattison & Co. Other members are G. K. Kingston, and A. E. Barrett. Mr. Barrett has been connected with S. H. Moore & Co. for some years. Their office is at the corner of Front, Church and Wellington Streets. Mr. Pattison is also president of a limited lability company in the United States—Pattison, Allender & Co., of New York. He is leaving Nov. 4 on a trip to Switzerland.

"How do you like that cigar I gave you, old man? For two hundred bands off that brand they give you a gramophone."

"You don't say! If I smoked two hundred of those cigars I wouldn't want a gramaphone; I'd want a harp."

PRESENT PRIZES FOR THE WINNERS IN RIFLE COMPETITION

W. G. MacDonald, Reg'd., Inc., of Montreal, have been taking a keen interest in rifle shooting in Canada. They made a special grant of $500 toward the trip of the Canadian Bisley team to the Old Country this year. They donated the "Macdonald Brier" shield including an annual cash grant of $1,000 to the Dominion Rifle Association, whose contests take place at the Rockcliffe ranges Ottawa, and this year have placed at the disposal of the Association $1,000 additional as a special team prize. A grant of $500 annually is also made to the provincial rifle associations of Quebec, Ontario, Manitoba and Alberta.

Grocer's Enterprise Provides Town Fire Protection

Teekwa, B. C. Oct. 9, (Special)—The best way to judge the prosperity of any district seems to be to examine the merchants that serve that district. Quite often the enterprise of the merchants is reponsible in no small measure, for the advance the district has made.

In Teekwa, the subject of fire protection has been discussed for several years. Various projects had been outlined, but a start had not been made.

Jack McNeil, of Broughton & McNeil, merchants, thought that the time had come for action. He chose the highest point close to the village and on it he built a large water tower installing a pump to lift water to it from the Bulkley River. Then he laid a good sized pipe form the tower to a hydrant near his store. Then he went to his neighbors with, not a theory, nor a prospectus, but a concrete proposition. He told them that it would cost each of them $25 to get a length of hose. "You can link your length to the lengths that each other merchant between you and the hydrant has, and have fire protection." They have all fallen in line and a "fire practice run" is scheduled to take place at once.

The town of Teekwa had a had fight for supremacy with Aldermere, higher up the hill, but when steel was laid at Teekwa, the little village of Aldermere had to "take the count." Mines surround Teekwa, which, though inoperative at the present time, promise well for the future. A good farming community also stretches for several miles

Two merchants sold similar goods and occupied adjoining establishments. Rivalry between them was keen.

On one occasion, when business was particularly poor with one and customers were passing his door and entering the other shop, he, becoming desperate, hung out a sign which read:

"Do not go next door to be robbed; come in here."

Potassium Salt Has Been Found In Nova Scotia

Important Discovery Made on North Shore of Nova Scotia

An important discovery of potassium salt is reported in Cumberland County, Nova Scotia. The deposit lies in the Malagash peninsula on the north shore of Nova Scotia, opposite Prince Edward Island, and due west of the town of Pictou. The discovery was first made by farmers drilling for water, but no effort was made to determine its real value till 1917, when systematic investigation was commenced. Subsequently the Department of Mines made a thorough investigation of the district.

The body of salt is about 400 feet thick and extends for at least 3,500 feet east and west. The presence of potassium salt in the Malagash deposit is indicated, and the possibility of producing concentrated potash is very promising.

The location is very advantageous for marketing, in view of the nearness to the Eastern Canadian and Newfoundland fisheries, which annually consume about 125,000 tons of salt. The deposit is practically the only source of salt supply nearer than Ontario or Europe.

At present Canada is importing over half her annual consumption of salt. In 1918 this reached 165,494 tons, valued at $1,267,169. Of this, 75 per cent. was used on the Atlantic seaboard and Gulf of St. Lawrence for the fishing industry. It is estimated that the average value of this salt at point of shipment in 1918 was approximately $8.15 per ton of 2,000 pounds. The ocean freight rate to bring this salt to Canadian points of distribution would bring the cost up to approximately $10 a ton. This price would, it is anticipated, probably be a normal price for salt for fisheries for some years to come, the sale price in war times having ranged from $15 to $25 a ton. If the Nova Scotia deposit can be developed and produce a salt suitable for the fishing industry a market of some 75,000 tons, valued at $750,000 is available. In addition the Newfoundland fishing industry consumes about 50,000 tons a year.

Some men may be born salesmen, others may acquire salesmanship but no one ever has salesmanship thrust upon him.

Help your clerks in every way to be better salespeople.

If the other fellow wants to have the "last word," let him have it. It will do him more harm than the having of it would do you good.—Johnson.

The man who is capable of carrying responsibility and who is willing to prove the fact, never lacks opportunity.

WESTERN CANADA NEWS

Western

W. H. Staten of the Charles Cormier Rice Co., Ltd., New Orleans, was a visitor to Winnipeg last week and called on their Western representatives ,Donald H. Bain Company.

George J. Cameron of the W. L. MacKenzie Co., Ltd., Winnipeg, is on a tour to the firm's branches at Saskatoon and Regina.

J. H. Brown & Company have purchased the general store business of Messrs. Clark Bros., Ltd., of Watrous, Sask.

S. Pollock, Biggar, Sask., has closed his former store and is now situated at Main street and Third avenue. He is as before carrying general merchandise.

J. H. Curle, secretary of the Manitoba board of the Retail Merchants' Association, visited Selkirk, Man., recently and appeared before the town council when it considered the adoption of an early closing by-law similar to Winnipeg's by-law. The council passed this bylaw, which will come into effect November 1.

Merchants Find Severe Handicap In Freight Rates

One of the most severe handicaps that the merchants in Northern B. C. have to face, is the high rate of freight and Express effective along the line of the Grand Trunk Pacific. In the store of C. E. Imeson & Co., at Burns Lake, the writer saw a shipment of apples and other fruits arrive by express from Vancouver. The express charges came within a few cents of being just half as much as the total invoice.

In Prince George there was a shipment of fruit and vegetables from Vancouver. The item noticed most was the charge on 10 sacks of onions — the freight was over $4 per bag. This cost takes some explaining to the thrifty housewife who sees onions quoted at Okanagan points at $20 per ton. By the time the wholesaler adds a dollar a bag and the railroad $4 and the retailer $2 the consumer finds herself with about 3 pounds of onions for a quarter. The retailer in the Skeena, Bulkley, and Nechaco valleys and in the Caribou district generally have to do more "explaining" to consumers than any other tradesmen in the West.

The charges on a box of oranges from Edmonton are as follows: By freight $2.50 and by express $2.75. These include cartage in Prince George.

"I honestly wonder sometimes," said a merchant in Vanderhoof, "if the railroad clerks haven't some occult sense that informs them the amounts of my invoices. Several times lately my freight charges have come within a few cents of being 10 per cent of my invoice. One time it was exactly 10 per cent, right to the cent." This man is a druggist, and his shipments are probably more valuable, pound for pound, than hardware or groceries might be. Great things are expected of course, of the completion of the Pacific Great Eastern which will connect Prince George almost directly with Vancouver.

Business Income Tax In Manitoba Is Explained

WINNIPEG.—The following notice has been sent to all the retail merchants in Manitoba, by the Retail Merchants' Association in regard to the Manitoba Provincial Business Income Tax:—

Whom it Affects

Though passed as an amendment to "The Corporation Taxation Act," it specially states that it shall apply to "Every person, partnership, firm, syndicate, trust association, corporation or company" and therefore affects every business in the Province of Manitoba, from the largest manufacturing or wholesale concern to the smallest Chinese laundry, and all must submit returns, even though a business was conducted at a loss.

Rate of Taxation

Two per cent. (2%) on the "Net Income, produced or received" during the fiscal year of any business ending within the period of from August 1st, 1920 to July 31st, 1921, inclusive.

Time Limit for Returns

All returns must be in the hands of the Department on or before September 6th. Any one liable under the Act, or who has been requested to make a return and does not do so within the time limit specified, is subject to a penalty of $20.00 per day for every day of delay, and to pay a tax of double the amount for which he otherwise would be liable.

Forms

More complicated than those of the Dominion Income Tax, more detailed information being required. It is expected that these will be mailed to all parties interested, but no one is exempt on account of not having received them, as they may be secured by applying to the Department.

Keep your stock moving. Quick sales and smaller profits are safer than slow sales and big profits. They will hold your customers and reduce the danger of being forced to take big losses of stock on hand.

Calgary Business Is Sold to a Lethbridge Firm

Calgary, October 10—N. B. Good of the Good Co., Limited, Lethbridge, has purchased the grocery business of S. G. Freeze, Eighth avenue, this city. Mr. Good will personally take over the management of the store, and The Good Co. will of course still retain and operate the Lethbridge and Taber stores.

Mr. Freeze is discontinuing his retail business, to enter the business of a manufacturer's agent and general merchandise broker. Associated with him will be A. D. Wallace who has been with Mr. Freeze for the past eleven years as buyer and head salesman. Mr. Wallace has also been Calgary correspondent of Canadian Grocer, and the weekly market report from Calgary each week is supplied by him. Mr. Freeze started his business life quite young, with the Hudson's Bay Co. taking a position in the company's grocery department. After seven years here, he entered the grocery business with his father, but after two years took over the business for himself, continuing in the same until the present change.

EXPORT OF WHEAT AND FLOUR FROM U. S. PORTS SETS A NEW RECORD

While general financial and economic conditions in Europe are regarded as against a big export demand for grains, says a report in A. B. P. News, the actual clearances of wheat and flour from the United States for the month of August set a new record, indicating that the need of grain from abroad has been very urgent, and apparently confirming the trade belief that the reports given out some time ago of excessive stocks were largely a myth. Not only has the bread grain been taken in immense volume, but it has been many years since the demand for corn has been as large as during the past few months, as normally the bulk of export sales is made in the winter and spring.

Statistically the wheat situation is regarded as very strong, and the passage of the farm credit bill by Congress may strengthen the financial position as far as the United States is concerned, as it is the lack of credits which has prevented other foundries from competing with this country as is witnessed by the large holdings of grain, as officially reported in Argentina.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centers.

MARKETS AT A GLANCE

THE SUGAR market has been quiet during the week. Refiners are holding to their recent lower level although there appears to be some irregularity in wholesalers' quotations to the retail trade, particularly in Toronto and in some of the Western Provinces. In the raw market, the same quietness has prevailed during the week. The Cuban Finance Committee has disposed of a small quantity at 2 5/8c. c. and f., including the balance of the 1919-20 crop which is stated to be 16,066 tons, at 3 1/2c. c. and f. New York. Some business was also transacted in Porto Ricos and San Domingos which is believed to have practically cleaned up the balance of the crop in those countries. The stock of sugars in Cuban shipping ports now amount to 1,187,555 tons with two central factories remaining in operation.

Operations have commenced upon the Canadian beet sugar crop which this year is estimated to be only about half of the record crop of last year, when the outturn was 34,600 tons. The short production this year being attributed to the lessened acreage and the poorer quality of the beets.

The tea market continues to be in a strong position, with tendencies for further advances to the retail trade, in view of the higher prices in primary markets and the fact that goods are arriving bought on the higher basis. Coffees are also in a strong position but no immediate change is expected in quotations to the retail trade.

Canned goods are in fair demand with the market holding firm. There is little change in the dried fruit situation as compared with a week ago.

Flour has shown another reduction but millers are now of the opinion that prices are at the bottom, while millfeeds are still in a weak position.

In the produce markets there is still an uncertainty in hogs and although the market during the week has been steady there is still a feeling for lower levels. Butter is firm at slightly higher prices, while cheese has easier tendencies. Eggs are firmer and new laids are showing signs of a scarcity. On the other hand, poultry has weaker tendencies.

QUEBEC MARKETS

MONTREAL, October 12.—There is very little change in the grocery markets this week. Most lines are steady with a strong tone running through the market. This is emphasized by the fact that the grocers throughout the country are replenishing their stocks for the fall and winter trade and an improved demand in nearly all lines is noticed. The most striking feature of the market is fruit. Oranges are higher with a small demand, but fresh supplies of lemons have brought the price of lemons down. The first shipment of Jamaica grapefruit is on the market. The nut market shows much activity with a big demand. Canned goods are unchanged, the initial prices are holding, which gives tomatoes an advance of five cents a dozen. Sugar following the decline of last week is steady and the raw market is also steady. There is no change in molasses or corn syrups. In cereals the market shows an improvement. Dates are in big demand and the old stock is being sold at a lower figure. Teas, coffee, rices and spices are all firm in price with a good movement.

COFFEE UNCHANGED

Montreal.

COFFEE—There is no change in the quotations on coffee. The market is steady with a good demand.

NO CHANGE IN CANNED GOODS

Montreal.

CANNED GOODS—There are no further developments in canned goods announced. Wholesalers state that they expect the initial prices to hold. Buying is good, since supplies were low and replenishment has been necessitated by the fall demand.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	4 25	
Asparagus, imported (2½s)	6 00	
Beans, golden wax	2 00	2 05
Do., Refugee	2 10	2 15
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.		1 50
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 45
Do., 2½s.	1 80	1 85
Do., gallons		6 25
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s		3 25
Do. Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS

Apricots, 2½-lb. tins		4 50
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.		5 25
Currants black, 2s, doz.	4 00	4 05
Do., gals. doz.		18 50
Cherries, red, pitted, heavy syrup, doz., 1-lb.		3 20
Do., 2½-lb.		5 00
Do., 2-lb.		4 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
California Peaches—		
1s		2 90
2s		3 40
2½s		4 60
Peaches, heavy syrup—		
2-lb.		3 90
1-lb.		2 97½
Pears, 1s, Keiffer		2 45
Do., 2-lb.		4 00
Greengage Plums, heavy syrup	2 65	2 75
Lombard plums, heavy syrup, 2-lb.		2 40
JAMS—		
Strawberry, 16-oz.		3 75
Raspberry, 16-oz.		3 75
Black currant, 16-oz.		3 20
Orange marmalade		4 65

CEREAL MARKET FIRM

Montreal.

The cereal market is without change this week. Prices are firm with a good movement of supplies in view of the colder weather.

Oatmeal, gran., fine standard		3 75
Rolled Oats, 90 lbs.		3 40
Pearl Hominy		3 25
Cornmeal, Gold Dus t Brand		3 25
Graham Flour, 98 lbs.		7.65
New Buckwheat Flour		6 75
Pot Barley		5 25
Pearl Barley		5 25
Beans, Ont.		3.50
Do., Can.		3 30
Lima Beans		0 10
White Beans		0 07
Green peas, dried	0 03	0 05¾

BIG DEMAND FOR DATES

Montreal.

DRIED FRUITS—The dried fruit market is picking up with an improved demand througout. Dates in particular are moving more quickly and old stock is being sold at from 10c to 12c on account of the prospect of the new crop, which is expected to be good. No information is yet obtainable on the new prices. The demand for candied peel shows improvement and with the strong raisin market the call for supplies is increased. There is no change in quotations.

Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		
Peaches (fancy)		0 28
Do., choice, lb.		0 25
Pears (choice)		0 22
Do. fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)—		
Valencias	0 20	0 21
Muscatels, 2 Crown		0 22½
Do., 3 Crown	0 20	0 21
Do., 4 Crown		0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy Seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 oz.		0 27½
California Seedless, in bulk	0 18½	0 19
Cluster, 20 1 lb. pack.		6 75
Currants loose	0 12	0 15
Dates, Excelsior (36 10s), pkg.		5 50
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do. 2¼'s, lb.		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), 22-lb. boxes, each		0 11
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 25
30-40s		0 19
40-50s		0 17
50-60s		0 13½
60-70s		0 12
70-80s		0 10½
80-90s		0 09½
90-100s		0 09

BLACK TEA STEADY

Montreal.

TEAS—Following the advances that have come in Japan teas there is a steady feeling with better buying. Ceylon and Indian teas are quite steady and it is expected present prices will hold for some time.

Ceylon and Indians—		
Pekoes	0 23	0 27
Broken Pekoes	0 32	0 42
Broken orange Pekoes	0 51	0 57
Javas—		
Broken Orange Pekoes	0 49	0 58
Broken Pekoes	0 35	0 43
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60

Above retail prices range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 35	0 40
Orange Pekoes	0 37	0 45
Broken Orange Pekoes	0 37	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

CORNMEAL PACKAGE LOWER

Montreal.

PACKAGE GOODS—The only change in package goods is a decline in the price of Quaker cornmeal that brings the price down to $2.85 a case of 24 and now makes the package a 15 cent line. It is expected that with this drop a decline in the consumer's price will increase the demand. Other lines are replenishing their stocks for the fall and winter trade.

Breakfast food, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case	3 40	3 55
Cornmeal, yellow, 24s		3 75
Rolled oats, 20's		2 85
Rolled oats, 18's		5 00
Aluminum package, 20's		2 00
Oatmeal, fine cut, 20 pkgs		6 10
Puffed Rice		5 50
Puffed Wheat		5 70
Farina, case, 24s		4 40
Hominy, pearl or gran., 2 doz.		2 55
Health Bran (20 pkgs.), case		3 00
Pancake flour, case		3 50
Do., self-raising, doz.		2 90
Wheat Food, 18-1⅓s		1 50
Porridge wheat 36s, case		3 25
Do., 20s, case		6 40
Self-rising flour (3-lb. pkg.) doz.		6 50
Do., (6-lb. pkg.), doz.		2 55
Do., buckwheat flour, per doz.		5 00
Corn starch (prepared)		1 50
Corn starch, 1 lb. pkge.		0 09½
Potato flour		0 08
Flour, tapioca	0 15	0 12½
Shredded Krumbles, 36s		0 16
Shredded Wheat		4 35
Cooked Bran, 12s		4 95
Enamel Laundry Starch, 40 pkgs. case		2 25
Celluloid starch, 45 pkgs., case		0 09¾
Malt Breakfast Food (36 pkgs.)		4 00
Quaker Two-Minute Oat Food		9 50
Macaroni		1 80
		2 25

NO CHANGE IN SPICES

Montreal.

SPICES—Quotations in spices remain unchanged. Business is reported good in a wholesale way and supplies are moving freely. The whole market has a steady feeling with a stronger tendency to pepper.

Allspice	0 18	0 20
Cassia, pure	0 27	0 30
Cocoanut, 20 lb. pails, per lb.		0 46
Do., sweetened, lb.		0 26
Chicory (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 35
Pure, ground		0 35
Cream of tartar (French pure)	0 65	0 70
Do. American high test	0 75	0 80
Whole cloves		0 45
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 40
Do. 80, lb.		0 38
Do., 100, lb.		0 35
Do., ground, 1-lb. tins		0 45
Pepper, black		0 25
Do., white		0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do. package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

SUGAR PRICES STEADY

Montreal.

SUGAR—There is no change in prices of sugar following the decline of last week when all the refiners reduced their prices to the $8.25 basis. The raw market is steady and at the present level.

Granulated sugar, per cwt.	8 25
Do., barrels	8 30
Granulated, gunnies, 20-5	8 65
Do., cases, 20-5 lb. cartons	8 85
Do., gunnies, 10-10	8 75
Do., cases 50-2-lb. cartons	9 00
Yellow, light, per cwt.	7 85

RICE FUTURE STEADY

Montreal.

RICE—The rice market stands steady after the recent advances. Buying has been brisk but is falling off at present in expectation of developments through the new crop. Early reports for Carolina rice are not favorable for a big crop but nothing is yet known of the Oriental situation. In the meantime rice holds its strong position.

Carolina, extra fancy		0 09
Do., fancy)		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Do., B., per cwt.		5 75
Texas rice		0 05½
Siam		0 06
Tapioca, per lb. (seed)	0 07	0 08
Do., (pearl)	0 07	0 08
Do., (flake)	0 07	0 08
Honduras		0 07
Siam		0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

HIGHER PRICES FOR NUTS

Montreal.

NUTS—Indications are that high prices will be asked for nuts this winter. Spot stocks of walnuts, almonds and pecans are light and those holding are not anxious to sell. Walnuts have gone high with little prospect that future shipments will materially reduce the prices. In the meantime the market is strong with much inquiry for supplies and little offered.

Chestnuts (Italian)		0 18
Do., shelled		0 54
Almonds, Tarragona, per lb.	0 22	0 24
Valencia shelled almonds		0 44
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 33	0 36
Filberts (Sicily), per lb.		0 16
Brazil nuts (new)		0 18
Do., Barcelona		0 15½
Peanuts, Jumbo		0 19
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java, No. 1		0 11½
Do., salted red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy wholes, per lb.		0 38
Fancy splits, per lb.		0 35
Pecans, shelled	1 00	1 50
Walnuts Grenoble, in shell		0 29
Walnuts, Marbot	0 26	0 28
Do. new Naples		0 26
Do., shelled, Manchurian		0 75
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux shelled		0 90

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

MOLASSES UNCHANGED

Montreal.

MOLASSES—There is no change in the molasses market or in corn syrups. Molasses is steady in price with a fair trade passing while in corn syrups the buying is brisk. Stocks have been low and with the colder weather a bigger demand springs up and buying has received a sudden stimulant.

	Price for Island of Montreal
Barbadoes Molasses—	
Puncheons	0 73
Barrels	0 76
alf barrels	0 78
Puncheons, outside city	0 71
Fancy Molasses (in tins)—	
16-oz. tins, 2 doz. case, per doz.	2 40
Barrels, about 700 lbs.	0 05¼
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. pails, each	2 85
5 gal. 5-lb. pails, each	4 50
5-lb. tins, per case	4 70
10-lb. tins, per case	4 40
5-lb. tins, 1 doz. in case, case	5 20
10-lb. tins, ½ doz. in case, case	5 00

LEMON PRICES EASIER

Montreal.

FRUIT—Lemon prices are easier with heavier shipments. In a few weeks new Messina lemons are expected and a still lower price may resu't. The first Jamaica grapefruit are expected here this week and the initial price is from $5.50 to $6.00. Oranges are higher in price with only a small demand. There is no change in apples or local fruits.

APPLES—		
Wealthy, per barrel	4 00	6 00
Hampers, per bushel	1 50	2 00
Fameuse	6 00	9 00
Calverts	4 00	00
Boxes, 175s, 216s		4 50
Bananas (as to grade), bunch	7 00	8 00
Cantaloupes, 36-54s		7 00
Lemons, 300-360s		5 00
Do., 176-200-216-250s	8 50	8 75
Cal. Naval oranges, 12-15s	8 50	8 75
Do., Blood Oranges, half boxes		3 75
Tangerines		4 25
California plums	3 75	4 00
Malaga grapes, per crate		4 00
Tokay grapes, per crate		4 00
Montreal melons, per crate		1 00
Blue and green grapes, per bas.	0 40	0 50
Keiffer Pears, bush. hampers		3 25
Grape fruit, Jamaica	5 50	6 50

STRONG HAY MARKET

Montreal

HAY—The hay market shows more strength on account of the bad condition of the roads around this district. Prices on No. 2 range about $28.00 and some dealers are quoting to the farmers $26.00. It is expected, however, that as the cold weather comes and the roads freeze up that prices will drop with the supply that will be offered.

HIGHER PRICES FOR VEGETABLES

Montreal.

VEGETABLES—Heavy rains in this section of the Province have made the roads so bad that the supply of vegetables offered on the local market is small and prices show the effect. Beets and carrots are slightly higher in price and onions are up as high as $4.50 per hundred. Potatoes show little change and may be expected to hold at the low level. There is a good demand for vegetables and the inaccessibility of some parts of the country quickly reflects in the market prices.

New cabbage, local, doz.	0 60	0 75
Corn, per doz.	0 20	0 30
Carrots, new, per bunch		0 35
Celery, per doz. bunches		0 75
Montreal cucumbers, per doz.		0 50
Horseradish lb.		0 60
Leeks, doz.		4 00
Mint		0 60
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green ,doz.		0 50
New potatoes, Mont. (90-lb. bag)	1 15	1 30 1 40
Potatoes, 80 lb.		2 50
Do., sweet, hamper		5 50
Spanish onions, per case		5 00
Turnips, per bag	0 75	1 00
Tomatoes, Mont., per box	0 50	1 00
Red onions, per crate	3 50	4 50
Texas Onions, per crate		3 50
Yellow onions, per cwt.		2 50

EASY TREND TO FEEDS

Montreal.

FEEDS—There is no new feature of note to the feed market but prices have an easy trend and another drop in price would not be unexpected. The reports at first were misleading and now that the real situation is more evident buying is being held off and only demands for immediate requirements are being filled.

ONTARIO MARKETS

TORONTO, October 12.—The sugar market is steady to quiet, with wholesalers quoting to the retail trade at prices below the refiners' list. Beans are in good demand at fairly high prices but the market appears to be in a weak position. The tea market continues strong with a possibility of a further advance in the near future. Coffee occupies a firm position and although primary markets are higher there is no immediate prospect for advances to the retail trade. Cereals are fairly steady although there is a slightly easier tendency on rolled oats in bulk. There is little change in canned goods which remain in a fairly firm situation. Some brands of jams are offered at a slight reduction from the manufacturers' list. The nut situation continues strong. New Smyrna figs are on the market while the dried fruit market generally is steady. Flour and millfeeds show further reductions.

SUGAR MARKET QUIET

Toronto.

SUGAR—The market is steady to quiet under the recent declines. Refiners' lists are unchanged but there appears to be some irregularity in wholesalers' quotations to the trade. The Dominion Sugar Company has commenced operations on the beet crop which is estimated to be about half of last year.

St. Lawrence, extra granulated, cwt.	8 59
Atlantic, extra granulated	8 59
Acadia Sugar Refinery, ex. granulated	8 59
Dom. Sugar Refinery, ex. granulated	8 59
Canada Refinery granulated	8 59

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c gunnies, 10 10s, 50s; cartons, 20-5s, 60c.

CANNED GOODS STEADY

Toronto.

CANNED GOODS—There is little change in the canned goods situation as compared with last week. New pack shrimps are offered to arrive at $3.25 per doz. Canned strawberries and raspberries 2s are quoted at $3.60 per doz. Clark's chicken soup is quoted at $2.40 per doz. One brand of jam to arrive is offered at 75c for 4s and $3.25 per doz. for 16 oz. jars. There appears to be a scarcity of black currant jams and the demand has been particularly active during the past few weeks.

CANNED GOODS		
Sockeye 1s, doz.	5 35	5 60
Do., ½s, doz.		3 00
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 90
Pinks, 1s doz.		1 45
Lobsters, ½-lb., doz.	3 90	3 75
Do., ¼-lb. tins	1 95	2 40
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	
Canned Vegetables —		
Tomatoes, 2½s, doz.		1 75
Peas, standard. doz.		1 75
Do., Early June	2 00	2 15
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 10
Asparagus tips, doz.		5 50
Do., butts, doz.		6 60
Canadian corn		1 40
Pumpkins, 2½s, doz.	1 45	1 50
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
Apples, gal., doz.		5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.		3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do. Green Gage	3 25	3 40
Cherries, pitted H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Strawberry, 4s, each	0 90	0 95
Do., 16-oz., per doz.	3 75	4 60
Raspberry, 4s, each	0 90	0 94
Do., 16-oz., doz.	3 75	4 60

PANCAKE FLOUR MOVING

Toronto.

PACKAGE GOODS—The season for pancake flour is at hand and wholesalers and manufacturers report a better movement in this line and no doubt as the cooler weather advances the demand will show a gradual improvement. Package cereals, generally, are moving with satisfaction and while no one appears to be buying except for immediate requirements, the outlook is decidedly for the better. Market conditions are steady and unchanged as compared with a week ago.

PACKAGE GOODS		
Rolled Oats, 20ss, round, case		5 00
Do., 18s, case		2 00
Do., 20s, square case		5 00
Do., Aluminum Prem., 20s		6 10
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case.		6 00
Do., 20s, family, case		6 80
Cooker package peas, 36s, case.		2 85
Cornstarch, No. 1, lb. carton		0 09½
Do., No. 2, lb., cartons		0 08
Laundry starch		0 07½
Do., in 1-lb. cartons		0 8¼
Do., in 6-lb. wood boxes		0 11¼
Do., in 6-lb. tin canisters		0 12
Celluloid starch, case		4 00
Potato flour, 1-lb.		0 14½
Fine oatmeal, 20s		5 75
Cornmeal 24s		2 85
Farina, 24s		3 25
Barley, 24s		2 75
Wheat flakes, 24s		5 00
Wheat kernels 24s		4 50
Self-rising pancake flour 24s		2 70
Buckwheat flour, 24s		2 70
Self-rising pancake flour, 18s		3 85
Health bran, case		3 50
F. S. Hominy gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 85

FIRM COFFEE MARKET

Toronto.

COFFEE—Primary markets continue firm but there is little change in the local situation.

Java, Private Estate	0 51	0 53
Begotas, lb.		0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.		0 35
Mocha, lb.	0 52	0 55
Rio, lb.	0 22	0 24
Santos		0 35

FRUIT MARKET STEADY

Toronto.

FRUITS—The first shipment of Florida grape fruit has arrived which is meeting with a good demand at $6.50 to $7.50 per case according to size. Cranberries are selling at $8.50 per ½ barrel box but the market is strong and higher prices are predicted. Canadian grapes are rather scarce with quotations on blues and whites at 55c to 60c. Red Rogers are expected this coming winter.

Oranges, Valencies, 100s		6 50
Do., 126s.	7 00	7 00
Do., 150 and smaller	5 00	7 50
Peaches, Cal., in boxes	2 50	2 75
Lemons, Verdilli	6 50	7 50
Pears, Cal., Bartlett, box	5 50	6 00
Do., Canadian, 11s.	0 50	0 85
Bananas, per lb.		0 08½
APPLES—Barrel		
Spys No. 1		7 50
Spys, No. 2		7 00
Spys No. 3		5 50
Greenings No. 1		7 00
Greenings No. 2		6 50
Baldwins No. 1		7 00
Baldwins No. 2		6 50
Grapes, Cal., Tokay, crate		4 00
Do., Canadian, 6s	0 55	0 60
Apples, B. C. boxed	3 50	3 75
Cranberries, Cape Cod, ½ bbl. box		8 50
Grape fruit, Florida, 54's		7 00
Do., 64's, 70's, 80's		7 50
Do., 96's		6 50

FLOUR AGAIN DROPS

Toronto.

FLOUR—Following the recent decline in the wheat market, flour is again reduced. First patents in cotton bags is quoted at $8.30 per barrel and second patents in jute bags at $7.60 per bag. The wheat market has developed a firmer tone with prices advanced about eight cents since the drop of a week ago. Millers express the opinion that flour prices are now at the lowest level.

First Patents, in cotton bags, bbl.	8 30
Second Patents, in jute bags, bbls.	7 60

BEAN MARKET WEAK

Toronto.

BEANS—Although there is nothing definite as yet in regards to the Ontario crop of beans it is estimated that the crop is good. There is an active demand but the market is more or less in an unsettled condition and it is the general opinion that prices will be some lower.

Ontario hand picked, per bus.	3 90	4 20
Cal. Limas, per lb.	0 09	0 09½

POTATO PRICES FIRMER

Toronto

VEGETABLES—The rain of the past few days has created a shortage on potatoes and in consequence prices have moved up 10c to 15c per bag. This firmness, however, is considered temporary and when supplies are again coming forward, prices no doubt will drop back. Cauliflowers are still plentiful at 85c to $1.00 per doz. Sweet potatoes are slightly easier at $2.75 per hamper.

Cabbage, per doz.	1 00	1 50
Potatoes, local, per bag.	1 65	1 85
Head lettuce, crate	1 50	2 00
Tomatoes, 11s	0 40	0 50
New beets, per bag	1 25	1 25
New carrots, per bag	1 25	1 25
Onions, Spanish, crate		5 50
Do. sack, 100 lbs.		3 75
Do., pickling, 11s	2 00	2 75
Celery, per doz.	0 50	0 60
Egg plant, 1-qt. bkt.	0 50	0 75
Sweet potatoes, hamper		2 75
Peppers, hot green, bkt.		0 40
Do., hot, red, bkt.		0 40
Cauliflowers, doz.	0 85	1 00

WALNUTS CONTINUE SCARCE

Toronto.

NUTS—There is no improvement in the nut situation. Shelled walnuts continue scarce and further supplies are doubtful before the middle of December. Almonds are firm at 49c to 52c per lb.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Grenobles, lb.	0 23	0 24
Walnuts, Bordeaux, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, lb.		0 30
Do., sweetened, lb	0 28	0 32
Do., shred		0 25
Peanuts, Spanish, lb.		0 11
Brazil nuts, large, lb.	0 17	0 20
Mixed nuts, bags 50 lbs.		0 32
Shelled —		
Almonds, lb.	0 49	0 52
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.		0 80
Wo., Manchurian		0 75
Do., broken	0 55	0 60
Peanuts, Spanish, lb.		0 11
Pecans, lb.		1 40
Brazils		0 72

MILLFEEDS LOWER

Toronto.

MILLFEEDS—The demand for millfeeds has been reduced considerably due to the fall rains which has improved the condition of the pastures. Quotations are down $4.00 per ton.

Shorts, per ton	25 25
Bran, per ton	23 25
Choice middlings, per ton	34 25

TEAS HOLD STRONG POSITION

Toronto.

TEAS—The tea situation continues to be a strong one, and while no further advance has been made in local prices to the retail trade, evidence is not wanting that quotations will again be moved upward. Advices from primary markets reflect a continued activity in all grades of teas with prices gradually tending upward.

Pekoe Souchongs	0 28	0 35
Pekoes	0 30	0 58
Broken Pekoes	0 35	0 58
Broken Orange Pekoes	0 50	0 65
Jamans and Chinas—		
Early pickings, Japans		0 58
Do., seconds		0 50
Hyson thirds	0 30	0 35
Do., pints	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade.

CEREALS STEADY

Toronto.

CEREALS—The market is holding fairly steady with a good demand on most lines. There appears to be some irregularity in wholesalers' quotations on rolled oats, ranging from $3.20 to $3.40 per 90 lb. bag.

Barley, pearl, 98s	5 40
Buckwheat flour, 98s	6 00
Barley, pot, 98s	4 40
Barley Flour, 98s	6 25
Cornmeal, golden, 98s	2 75
Oatmeal, 98s	4 50
Corn flour, 98s	3 75
Rye flour	9 85 6 00
Rolled oats, 90s	3 40
Rolled wheat, 100 lb. bbls.	7 00
Cracked wheat, bag	5 00
Breakfast food, No. 1	6 00
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 50
Flaxseed, 98s	7 00
Peas, split, 98s	0 07
Marrowfat green peas	0 09
Graham flour, 98s	4 75
Whole wheat flour	4 95
Wheat kernels, 8s	6 25
Farina, 98s	6 35

PEANUT BUTTER DROPS

Toronto.

MISCELLANEOUS—McLaren's peanut butter in 24 lb. tins is reduced to 17c per lb. Canadian Loaf Cheese is quoted as follows, Cream Loaf 31½c per lb., Pimento 33½c per lb. and Swiss 44c per lb. Wellington knife polish is reduced to $1.80 per doz.

HONEY UNCHANGED

Toronto.

HONEY—There is no change in the honey market. Dealers are still of the opinion that prices will be some lower and therefore continuing to buy sparingly.

HONEY, Extracted—		
5-pound tins, per lb.		0 16
10-lb. tins, per lb.		0 15
60-lb. tins, per lb.		0 14½
Comb, per doz.	3 75	4 50

NO CHANGE IN SPICES

Toronto.

SPICES—There are no new developments in the price in the spice market. Prices are holding steady under a fair demand.

Allspice	0 15	0 18
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 45
Mustard, pure	0 35	0 40
Pastry		0 28
Pickling spices		0 18
Mace		0 75
Peppers, black	0 20	0 23
Do., white	0 30	0 35
Paprika, lb.	0 60	0 70
Chillies, lb.		0 50
Nutmegs, selects, whole, 100s	0 22	0 26
Do., 80s		0 35
Do., ground		0 28
Mustard seed, whole		0 20
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Turmeric		0 30
Curry powder		0 35
Cream of Tartar—		
French, pure		0 40
4-oz. packages, doz.		2 00

The above quotations are for the best quality. 8-oz. packages, doz. 3 50

cheaper grades can be purchased for less.

SYRUPS STEADY

Toronto.

SYRUPS—Quotations on corn syrups and molasses are unchanged. Lyle's syrup No. 2 tins are quoted at $3.50 per doz.

Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 60
Cases, 5-lb. tins, white, 1 doz. in case	5 30
Cases, 10-lb. tins, white, ½ doz. In case	5 00
Cases, 2-lb. tins, yellow 2 doz. in case	4 00
Cases, 5-lb. tins, yellow, 1 doz. in case	4 70
Cases, 10-lb. tins, yellow, ½ doz	4 00
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 20
No. 3 tins, 2-doz. case	5 50
No. 5 tins, 1-doz. case	4 60
No. 10 tins, ½-doz. case	4 25
Pails—No. 1	1 10
Pails No. 2	1 75
Pails No. 5	3 55
Molasses, table grade—	
No. 2 tins, 2-doz. case	7 75
No. 3 tins, 2-doz. case	10 75
No. 5 tins, 1-doz. case	8 95
No. 10 tins, 1-doz. case	8 60
Pails—No. 1	2 10
Pails No. 2	3 75
Pails No. 5	8 55

RICE HOLDS FIRM

Toronto.

RICE—The market continues firm under the recent advances.

Honduras, broken, per rlb.	0 07½	0 08
Blue Rose, fancy	0 08	0 08½
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 07	0 07½
Tapioca, per lb.	0 07	0 07½

NEW FIGS ARRIVE

Toronto.

DRIED FRUITS—There is no change in this market as compared with a week ago. Primary markets continuing in a firm position with quotations holding at last week's level. New smyrna figs are offered at 29c for 2 inch and 33c for 2¼ inch and 33c for 2½ inch size.

Candied Peels—		
Citron caps, 12-lb. boxes, lb.		0 46
Lemon caps, 12 lb. boxes, lb.		0 29
Orange caps, 12 lb. boxes, lb.		0 31
Mixed containing 4½ lb. lemon, 4½ lb. orange, 3 lb. citron caps, per lb.		0 35
Drained Peel, mixed, cut ready for use, in No. 1's cartons, 3 3 dozen per case, per dozen.		4 50
Currants—		
Greek, Filiatras, cases		0 17
Do., Amalias		0 17
Do., Patras		0 17
Do., Vostizza		0 23½
Excelsior, pkgs, 3 doz. in case		5 50
Pomodary 3 doz. to case		7 50
Fard, per box ap. 12 lbs.		3 25
Hallowee dates, per lb.		0 11
Prunes—		
30-40s, 25s		0 19
40-50s, 25s		0 16½
50-60s, 25s		0 14
60-70s, 25s		0 13
70-80s, 25s		0 11¾
80-90s, 25s		0 10¾
Raisins—		
California, bleached, lb.		0 27½
Seedless, 15-oz. packets	0 27	0 29
Seeded, 15-oz. packets	0 20½	0 21
Crn., muscatels, No. 1, 25s		0 19½
Turkish Sultanas pkgs.		0 27
Thompsons, seedless		0 28½
Valencia		0 23½
Evaporated apples		0 16

DRIED FRUITS FIRM

Vinnipeg.

DRIED FRUITS—There is practically no new developments in the dried fruit situation. Prunes, peaches, apples and raisins continue firm. Small quantities of Valencia raisins have arrived on the market.

DRIED FRUIT

Evaporated apples, per lb.	0 15½ to	0 16
Currants, 90-lb., per lb.	0 18	0 19
Do., 8 oz. pkgs., 6 doz. case, lb.		0 16½
Dates, Hallowee, bulk, lb.		0 11½
Do., pkge., 3 doz. case, lb.		0 15½
Figs, Spanish, per lb.		0 15
Do., Smyrna, per lb.		0 12½
Do., black, cartons, carton		0 60
Loganberries, 4 doz. case, pkt.		0 25
Peaches, standard, per lb.	0 20	0 21
Do., choice, per lb.	0 23	0 24
Do., fancy, per lb.	0 24	0 25
Do., Cal., in cartons, per carton		1 10
Do., unpitted, per lb.		0 10
Pears, extra choice, per lb.		0 25
Do., Cal., cartons, per carton		1 25
Currants, 90-lb., per lb.	0 18	0 19
Prunes—		
30-40s, 25s, per lb.		0 21
40-50s, 25s, per lb.		0 16½
50-60s, 25s, per lb.		0 14
60-70s, 25s, per lb.		0 12¾
70-80s, 25s, per lb.		0 11½
80-90s, 25s, per lb.		0 10½
90-100s, 25s, per lb.		0 08
In 5-lb cartons, carton		0 68
Raisins—		
3 doz .to case, per pkg.		0 21
Choice seeded, 15 oz., 3 doz. to case, per pkg.		0 20
Fancy, seeded, 11 oz., 4 doz. to case, per pkg		0 21¾
Choice seeded, 11 oz., 4 doz. to case, per pkg.		0 19
Cal., bulk, seeded, 25-lb. boxes		0 24
Do., pkt., seedless, 11 oz., 3 doz. to case, per lb		0 22
Do., bulk, seedless, 25-lb. boxes per lb.		0 24
Apricots, choice, 25 s, lb.		0 31
Do., 10s, lb.		0 33
Do., standard, 10s, lb.		0 27
Do., standard, 10s, lb.		0 29
Do., fancy, 25s, lb.		0 35
Do., fancy, 10s, lb.		0 36

MANITOBA MARKETS

WINNIPEG, Oct. 12.—Fine and cool weather has allowed the harvesters to go ahead with the cutting and threshing of the wheat which has stimulated business. Refined sugar is lower and wholesalers are selling same at 25 cents per hundred less than refiners list and the trade is looking forward to lower prices. The tea and coffee market is ruling firm. Western canners have announced their prices on canned tomatoes which are 22 1-2 cents per doz. higher than Eastern canners are asking for their choice quality. Recently canners have advanced their prices on all canned vegetables. Nuts are still strong with little prospect for lower prices this year. Flour has declined. Fruits of all kinds are in fair demand, more especially grapes and apples. There is a large yield of potatoes and the tendency is for lower prices.

SUGAR PRICES LOWER

Winnipeg.

SUGAR—Sugar has been reduced to $9.50 per cwt. All the refiners have accepted this new basis with the exception of the Dominion Sugar Refiners who are 25 cents per hunderd less. While the New York market is ruling steady at the present time the trade are looking for lower prices to conform with the lower market for raw sugar.

Extra gran. bags, 100 lbs.		9 50
Do., gunnies, 5-20 lbs.		9 90
Do. gunnies, 10-10 lbs.		10 00
Do., gunnies, 20-lb lbs.		10 10
Do., cartons, 50-2 lbs.		10 25
Yellow, No. 1 lt., bags, 100 lbs.		9 10
Do., golden, bags, 100 lbs.		9 00
Powdered sugar, bbls.		9 90
Do., boxes, 50 lbs.		10 40
Do., boxes, 100 lbs.		10 50
Do., 25 lbs.		10 40
Icing, barrels		10 00
Do., boxes, 50 lbs.		10 20
Do., boxes, 25 lbs.		10 40
Soft lumps, boxes, 100 lbs.		10 30
Do., boxes, 50 lbs.	10 40	10 60
Do., cases, 20 cartons		11 35
Do., cases, 40½ cartons		12 10
LUMP SUGAR—		
Small lump, boxes, 100 lbs.		10 20
Do., boxes, 50 lbs.		10 30
Do. boxes, 25 lbs.		10 50
Do., cartons, 50 2-lbs.		10 60
Hard lump, barrels		10 50
Do., hoxes, 50 lbs.		10 70
Do., boxes, 25 lbs.		10 75

LOWER PRICES ON FLOUR

Winnipeg.

FLOUR—Due to drop in quotations on wheat, flour has declined in sympathy. 98 pound sacks delivered are quoted at $34.35.

FLOUR—	
Almonds, per lb.	0 47
98-lb. sacks	4 35
Two 49-lb. sacks	4 42½
Four 24-lb. sacks	4 52½

SCARCITY OF NUTS

Winnipeg.

NUTS — The shelled nut market is very strong. French Bordeaux walnuts are quoted at high prices with no indication of any weakening on this market much before the first of the year. Almonds have also a much stronger tone. Spanish shelled peanuts are showing higher tendencies due to the heavy European demand.

NUTS, SHELLED—		
Almonds, per lb.	0 45	0 47
Spanish Peanuts, No. 1, lb.		0 12½
Pecans, per lb.		1 40
Walnuts, per lb.		0 77½
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, lb.		0 25
Walnuts per lb.		0 25
Almonds, per lb.		0 25
Cocoanuts per sack		11 00
Cocoanuts, per doz.		1 50
Brazils, per lb.		0 25
Pecans, per lb.		0 28

PEPPERS SLIGHTLY EASIER

Winnipeg.

SPICES—Peppers are now slightly easier in primary markets. The local market is enjoying a good business as a result of the canning and pickling season. Quotations are steady to firm and unchanged.

Allspice, Jamaica, best qual., lb		0 20
Cassia, Batavia, per lb.		0 36
Do., China, per lb.		0 33
Chillies, per lb.		0 55
Do., No. 1, per lb.		0 53
Cinnamon, Ceylon, per lb.		0 80
Do., No. 0, carton, doz.		0 90
Cloves, Penang, per lb.		0 95
Do., Amboyna, per lb.		0 90
Do., Zanzibar per lb.	0 45	0 45
Ginger, washed, Jamaica, No. 1		0 60
Do., Jamaica, No. 2		0 40
Do., Japan or Africa, lb.		0 25
Mace, extra bright Penang, lb.		0 75
Nutmegs, extra large brown, 70 to lb., per lb.		0 55
Do., large brown, 85 to lb. per lb.		0 50
Do., medium, 110 to lb.		0 45
Do., carton of six, per doz.		0 70
Pepper, blk., Singapore, ex. lb.	0 30	0 30
Do., white, per lb.	0 42	0 42
Pickling, ¼-lb., pkg., per doz.		1 05
Do., bulk, No. 1, per lb.		0 28
GROUND SPICE		
Allspice, bulk, per lb.		0 20
Do., No. 2, per lb.		0 18
Do., 2 oz., cartons		0 80
Do., 4 oz. cartons		1 20
Cassia, No. 1 bulk, per lb.		0 30
Do., No. 2, bulk, per lb.		0 25
Do., No. 1, 2 oz. cartons		1 00
Do., No. 1, 4 oz. cartons		1 40
Cinnamon, bulk, per lb.		0 40
Do., 2 oz. cartons		1 15
Do. 4 oz. cartons		1 65
Cloves, bulk, per lb.		0 50
Do., 2 oz., cartons		1 25
Do., 4 oz. cartons		2 20

RED ROGER GRAPES ARRIVE

Winnipeg.

FRUIT—The first shipment of Red Roger grapes has arrived from Ontario and are quoted at 80c per basket. Oranges are in a strong position and have advanced from $7.00 to $8.00 per case according to size. Heavy shipments of B. C. apples of the red MacIntosh and Wealthy variety are arriving in large quantities and are selling freely at $2.50 to $3.25 per box. Tokay grapes of splendid quality are meeting with a ready sale at $5.00 per case. Florida grapefruit is quoted at $9.00 per case.

Oranges, per case	7 00	8 00
Lemons, per case		10 00
Apples, per box	2 00	3 25
Bananas, per lb.		0 10
Grapefruit, per case		9 00

POTATO MARKET EASIER

Winnipeg.

VEGETABLES—Carloads of potatoes are arriving in good shape and are selling at 75c and 80c per bushel with tendencies for lower prices. Tomatoes have advanced and are quoted at 5c per lb. B. C. celery has shown a slight advance and is quoted at 7c per lb. Quantities of cauliflower are on the market and are quoted from $1.00 to $1.50 per doz.

Rhubarb, per lb.		0 02
Cabbage, per lb.		0 01½
Head lettuce, per dozen	0 75	1 25
Leaf lettuce, per dozen	0 40	0 60
Green onions, per dozen	0 40	0 50
Cucumbers, per dozen	0 60	0 75
Tomatoes, per lb.		0 05
New carrots, beets, per lb.		0 02
Potatoes, per bushel		0 80
Do., 25 bushel lots, bushel		0 75
Celery, B.C., per lb.		0 07
Cauliflower, per doz.	1 00	1 50
Onions, per sack		3 50

SYRUPS IN DEMAND

SYRUPS—An improvement is noted in the demand for both corn and cane syrup and there is no change in market conditions.

CANE SYRUP—	
No. 2s	6 55
No. 5s	7 50
No. 10s	7 00
No. 20s	6 80
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 65
Cases, 5-lb. tins, white, 1 doz. in case	5 75
Cases, 10-lb. tins, white, ½ doz. in case	5 50
Cases, 20-lb. tins, white, ¼ doz. in case	5 50
Cases, 2-lb. tins, yellow, 2 doz. in case	3 40
Cases, 5-lb. tins yellow, 1 doz. in case	4 55
Cases, 10-lb. tins, yellow, ½ doz. in case	4 30
Cases ,20-lb. tins, yellow, ¼ doz. in case	4 30
TABLE SYRUP—	
Pure, 2½s, tins, cs. of 2 doz.	24 85
Pure, 5s, per case of 1 doz.	22 65
Pure, 10s, per case of ½ doz.	21 05
MAPLE SYRUP—	
Maple flavor 2½s, tins, per case of 2 doz.	13 75
Do., 2s, tins, case of 1 doz.	12 00
Do., 1s, tins, case ½ doz.	11 60
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 30
3-lb. tins, 2 doz. case	11 60
5-lb. tins, 1 doz. case	9 50
10-lb. tins, 1 doz. case	9 20

Molasses quotations subject to 5 per cent. discount.

MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	5 25
2s, 4 doz. in case	5 00
2½s 4 doz. in case	4 80
5s, 4 doz. in case	4 50
10s, 4 doz. in case	4 20

NEW PRICES ON TOMATOES

Winnipeg.

CANNED GOODS—Opening prices have been named on tomatoes by the Western canners which are 22½c per doz. higher than Eastern prices on choice goods. Canners have advanced their prices on all canned vegetables recently. Advices just received states that there is a short pack of tomatoes in B. C. A strong situation in the salmon market continues to prevail. Pinks and cohoes are selling freely. Canned fruits show no change. The demand for immediate shipments is fair but futures show little bookngs.

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case,		
Do., imp., ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.		2 45
Do., ½s, 4 doz. case, doz.		4 20
Oysters, 1s, 4 oz., 4 doz. case, cs.		9 40
Pilchards, 1s, tall, 4 doz. case, cs.		7 10
Do., ½s, flat, 8 doz. cs., case		9 00
Salmon—		
Sockeye, 1s, tall case		20 75
Do., ½s, flat, 8 doz. in case		21 75
R. Spring, 1s, tall, 4 doz. case		16 75
Do., ½s, flat, 8 doz. case		18 25
Cohoe, 1s, tall, 4 doz. case		14 65
Do., ½s flat, 8 doz. case		16 50
Pink, 1s, tall, 4 doz. case		6 40
Do., ½s, flat, 8 doz. case		8 25
CANNED FRUIT (Canadian)		
Apples, 6 tins in case, per case		3 25
Cherries, 1s, 4 doz. case	7 00	8 00
Peaches, 2s, 2 doz. case	6 50	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	6 50	7 00
Do., heavy syrup, 2s, 2 doz. case	6 00	6 50
Do., Lombard, light syrup, 2s, 2 doz. case	4 75	5 25
Raspberries, 2s, 2 doz. case	8 50	9 00
Strawberries, 2s, 2 doz. case	8 00	8 50
CANNED FRUIT (American)		
Apricots, 1s, 4 doz. case		11 00
Peaches, 2½s, 2 doz. case		12 00
Do., sliced, 1s, 4 doz. case		12 40
Do., halved, 1s, 4 doz. case		12 40
Do., 2s, 2 doz. case		8 25
Pears, 1s, 4 doz. case		12 00
Pineapples, sliced, 2s, 2 doz. case		7 60
CANNED VEGETABLES		
Asparagus Tips, 1s, tins, 2 doz. case, per doz.		5 00
Beans, Golden Wax, 1s, doz.	4 75	5 00
Beans, Refugee, 2s, 2 doz. case	4 75	5 00
Corn, 2s, 2 doz. case	3 25	4 00
Peas, 2s, 2 doz. case	3 90	4 10
Sweet Potatoes, 2½, 2 doz. case		7 00
Pumpkins, 2½s, 2 doz. case	3 00	3 75
Sauer Kraut, 2½ss, 2 doz. case		4 10
Spaghetti, 2 doz. case		2 15
Tomatoes, 2½s, 2 doz. case	3 95	4 15
Spinach, 2½s, 2 doz. case		6 55

JAMS SHOW NO CHANGE

Winnipeg.

JAMS—There is no change in the jam situation. The demand for immediate deliveries is showing an improvement.

JAMS

Strawberry 4s per tin	0 89
Black Currant 4s per tin	0 89
Raspberry 4s per tin	0 89
Apricots 4s per tin	0 83
Cherry 4s per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors), 4s, tin.	0 57

STARCH TRADE STEADY

Winnipeg.

STARCH—There is no change in prices on starch. There is a good demand which shows improvement with the approach of the fall trade.

CEREAL PRICES STEADY

Winnipeg.

CEREALS—There is no change in the cereal market. Prices are steady with a good demand as the cold weather approaches.

PACKAGE CEREALS.		
Rolled oats 20s, rd. cartons	4 75	5 00
Do., 36s, case, square, bkts.		3 50
Do., 18s, case		2 10
Corn Flakes 36s, case	3 50	3 80
Cornmeal, 2 doz. case, case		3 40
Puffed Wheat, 3 doz. cs., case		4 45
Puffed Rice, 3 doz. cs., case		5 75
Grape Nuts 2 doz. cs. case		3 80
Package peas, 3 doz. cs., case		3 00
Cream of Wheat, 3 doz. cs., case		9 15
BULK CEREALS		
Rolled oats, 80s, per bag.		2 60
Do., 40s, per bag		1 38
Do., 20s, per bag.		0 71
Do., 10-8s, per bale		3 50
Do., 15-8s, per bale		4 00
Oatmeal, 98s, gran. or stand., bag		3 70
Wheat granules, 98s, bag		6 10
Do., 16-6s, per bag		6 60
Peas, whole, green, 100-lb. bag, per bushel		3 95
Do., split, yellow, 98s, bag		7 50
Do., split, yellow, 49s, bag		3 85
Cornmeal, 98s, per sack		3 25
Do., 49s, per sack		1 65
Do., 24s, per bag		0 85
Do., 10s, per bale		3 65
Buckwheat grits, whole, 981lb. bags, per bag		9 35
Beans, 100-lb. bags, bushel	4 20	4 50
Lima beans, 100-lb. bags, lb.		0 09½
Barley, pot, 98s		3 85
Do., 49s		1 92
Do., 24s		1 00
Barley, pearl, 98s, per bag		4 95
Do., pearl, 49s, per bag		2 52
Do., pearl 24s		1 28

RIO COFFEE FIRM

Winnipeg.

COFFEE—The coffee market is firm with advancing tendencies on Rio coffee which are firmly held. The option market fluctuate slightly last week and showed a decline of about ¼ of a cent per lb. Mild coffees are also firm. The local market is bare of supplies but goods are now in transient.

COFFEE—		
Rio, lb.	0 19½	0 20½
Mexican, lb.	0 44	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.,	0 40	0 43
Mocha (types)	0 51	0 53
Santos, Bourbon, lb.	0 28½	0 31
Santos, lb.	0 27½	0 30

TEA HOLDS FIRM

Winnipeg.

TEA—With the primary tea markets ruling firm there is a better demand, as retailers are taking more interest in this commodity. Quotations locally remain unchanged.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoe, first quality	0 40	0 42
Do., second quality	0 35	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe 1st qual.	0 50	0 60
Japan	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45

RICES CONTINUE STRONG

Winnipeg.

RICE—The rice market continues strong. American rice millers advanced their prices recently and the Oriental markets are ruling firm. Spot stocks are light and the new crop is not expected much before the first of the year.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08
Do., 50-lb. sacks, lb.	0 08½
Siam, 100-lb. bags	0 06¼
Do., 50-lb. bags	0 06½
Sago, sack lots, 13 to 15 lbs., lbs., per lb.	0 09

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax, N. S., Oct. 11.—Fresh eggs have taken a decided increase in price and are expected to remain more or less at a premium until next spring. Quotations at present are around 50c per doz. Creamery butter is quoted at 47c while cheese is bringing 21c per lb. Potatoes are slightly firmer at $1.60 per 90 lb. bag. Canadian onions are selling at $4.25 per bag while Spanish are quoted at 3¾c per lb. Bananas are easier at 8½c to 9½c per lb. Lemons are lower at $10.00 per case.

Flour, No. 1 patents, bbl.		11 00
Cornmeal, bags		2 50
Rolled oats, per bag		3 95
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.		10 00
Sugar, standard, gran.		8 45
Do., No. 1, yellow		8 00
Molasses, gal.		0 70
Cheese, Ont., twins		0 21
Eggs, fresh, doz.		0 50
Lard, compound		0 21
Do , pure, lb.		0 22
American clear pork, bbl.		33 00
Tomatoes, 2½s., stan., doz.		2 00
Breakfast bacon		0 33
Hams, aver. 9-12 lbs.		0 35
Do., aver., 12-18 lbs.		0 35
Do., aver. 18-25 lbs.		0 31
Roll bacon		0 25
Butter, creamery, lb.		0 47
Do., dairy		0 36
Raspberries, 2s Ont., doz.		4 00
Peaches, 2s., standard, doz.		3 30
Corn, 2s, standard, doz.		1 60
Peas, standard, doz.		1 95
Strawberries, 2s, Ont., doz.		4 00
Salmon, Red Spring, flats, cases		
Do., pinks		7 00
Do., Cohoes		14 00
Do., Chums		6 00
Evaporated apples, per lb.		0 15
Dried peaches, per lb.		0 22
Potatoes, Nat., 90-lb. bag		1 60
Onions, Canadian		4 25
Onions, Spanish, per lb.		0 03¾
Beans, white		4 50
Do., yellow eye		6 00
Bananas, lb.	0 08½	0 09½
Lemons, Cal.		10 00

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Alta., Oct. 11.—Flour took another tumble during the week registering a total decline of 90c per barrel. Rogers syrup dropped 60c to 75c per case on various sizes. One brand of shortening declined ½c per lb. Most cuts of bacon are one cent per pound lower. Large Ontario cheese is quoted at 23c to 23½c per lb. New laid eggs are firmer at $12.00 to $12.50 per case. Canned tomatoes 2½s are firm at $4.15 to $4.35 per case. Evaporated apples are selling at 18c to 18½c per lb. New layer figs 10's, are quoted at $2.25 to $2.60 for four rows and $2.00 to $2.30 for five rows.

Beans—Ashcroft, per cwt.	5 50	6 00
Do., Kootenashi, per cwt.	5 75	6 25
Rolled oats, 80s		3 00
Rice, Siam	5 50	6 00
Japan, No. 1	7 50	8 00
Tapioca	7 00	7 50
Sago	7 00	7 50
Sugar, pure cane, gran., cwt.		9 67
Cheese, No. 1, Ont., large	0 23	0 23½
Alberta cheese, twins		0 25½
Do., large		0 24½
Butter, creamery, lb.		0 37
Do., dairy, lb.	0 25	0 30
Lard, pure 3s	12 30	12 60
Eggs, new laid, local, case	12 00	12 50
Tomatoes, 2½s	4 15	4 35
Lemons, case		12 50
Corn, 2s, standard case	3 50	3 85
Peas, 2s, standard case	4 20	4 30
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye ½s, case	21 00	21 50
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	8 40	9 25
Gooseberries, 2s		11 30
Cherries, 2s, red, pitted	9 00	9 50
B. C. Tomatoes, 4-bas. crate, ea.		2 75
Apples, evaporated, lb.		0 18
Do., 25s, lb.		0 18½
Pineapples, Hawaiin, sliced 2's	6 90	7 00
Peaches, evaporated, lb.	0 16	0 20
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 10	0 10
Do., 70-80s	0 11½	0 12½
Potatoes, B.C. per ton		45 00
Do., Ashcrofts, per ton		50 00

In a rural school of Maryland a teacher was endeavoring one day to make clear to her class the degrees of comparison of adjectives. To make sure she was understood, the teacher called on each pupil in turn to give comparatives and superlatives of adjectives which she named. One little chap was asked to name the comparative degree of "sick."

"Worse."

The teacher decide that she could best show him his error by letting him go on, and asked, sweetly, "Well, if 'worse' is the comparative of 'sick' what would you give as the superlative?"

"Dead," was the instant answer.

Well arranged Stores such as the above always attract customers and once attracted quality goods and service retain them

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is a part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

COLORING.

Could you give me information regarding coloring matter for foods, etc., non poisonous?

JOSEPH PERKIN,
107 Gorden Street,
Guelph, Ontario.

Answer: We would refer you to Hungerford-Smith Company, 19 Alice Street, Toronto; J. K. McLaughlin, 145 Sherbourne St., Toronto; and Chris-Hansen Canadian Laboratories, 201 Church Street, Toronto, for butter coloring.

CALENDARS.

Would you please inform us as to where we could purchase about 100 grocer calendars for December, 1921?

GREGORY BROS.,
General Merchants,
Copelston, Ontario.

Answer: Lithographic Products, Limited, 151 King St., W., Toronto, Ontario; Rolph Clark Stone Limited, Carlaw Ave., Toronto; The Standard Lithographic Co., 100 Sterling Road, Toronto.

YEAST.

Could you give me the address of the place where we can purchase Fleischman's Yeast Cakes?

L. B. GAGNON & CIE.,
Chicoutimi, Que.

Answer: The Montreal office of Fleischman & Company is 678 St. Urbain Street.

BUCKWHEAT.

Kindly advise us from whom we may purchase whole and split buckwheat in wholesale quantities?

WOOD & McCONNELL, LTD.
Sydney, N. S.

Answer: Buckwheat may be purchased from the Morrow Cereal Company, 39 Front Street, East, Toronto.

CARDBOARD FILLERS.

Will you please tell me where we could purchase cardboard fillers for egg cases?

WESTERN ONTARIO MERCHANT.

Answer: These may be purchased from the Trent Mfg. Co., Trenton, Ontario; also Miller Bros., Montreal.

DULSE.

Would you please advise the best place or firm to buy dulse from.

THE CRANBROOK TRADING CO.

Answer: The wholesale fish dealers handle this but do not stock it as it only lasts a short while. They could fill orders from their Atlantic store-houses if the order was worth while.

WHERE TO BUY WAXED PAPER FOR CANDY WRAPS.

In a recent enquiry for waxed paper, the name of Canadian Nashau Paper Co. Ltd., Peterborough, Ont., was omitted.

POTATO DEALERS.

Kindly give name of one or two firms in Toronto to whom we might sell a carload of potatoes?

H. L. GALLAGHER,
General Merchant
834 Broadway,
Saskatoon, Sask.

Answer: McWilliams & Everest, 25 Church St., Toronto; Stronach & Sons, 33 Church St., Toronto; Peters Duncan Co., 88 Front St., E., Toronto.

HONEY.

We will thank you for address of party who can furnish honey as quoted in your recent issue.

THE W. B. PRINGLE CO.,
Whitby, Ont.

Answer: Morley Pettit, Georgetown, Ont.; Harold F. Ritchie & Company, Toronto, Ont.; Whyte & Company, Toronto, Ont.

FIRE INSURANCE.

My fire insurance expires Oct. 4th, and I wish information regarding insurance to which retail merchants are eligible.

ALBERT MOTT,
Norwich, Ontario.

Answer: We believe you could get full information regarding insurance to which retail merchants are eligible from the North Western Mutual Fire Association Hamilton, Ontario.

CATALOGUE OF WINDOW DISPLAYS.

Will you please tell me where I can get a catalogue of window displays?

ALBERT LEDUC,
379 St. Denis St.,
Montreal, Quebec.

Answer: In answer to your enquiry of recent date for catalogue of window displays the only one we know of is Merchants Record and Show Window, 431 South Dearborn Street, Chicago, Ill.

TOY BALLOONS.

I would like to get some Toy Balloons that are fastened on sticks. This being our Fair Week we would like to have them by Wednesday. Might I ask that you be kind enough to hand my order for two gross of balloons to some firm in Toronto who supplies these goods?

H. W. E.
Lindsay, Ontario.

Answer: Among the firms of Toronto that supply Toy Balloons are Gilbert Menzies Company, 439 King Street West, and the Stanyon Rubber Company, Board of Trade Building. The Robertson-Murphy Company of Montreal are also large dealers in Toy Balloons.

For Subscribers

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

INFORMATION WANTED

Date 1921

Please give me information on the following:—Name .....

Address .....

.....

.....

.....

What Is a Budded Walnut?

Reprint from Retailers' Journal

CALIFORNIA walnut trees begin bearing at the age of seven years, the yield increasing from year to year as the trees grow in size. The yield per acre depends upon the fertility of the soil, thoroughness of cultivation and the locality. In some sections it is necessary to irrigate in order to produce a crop of walnuts, while in other sections a full crop can be grown without any irrigation whatever.

During the first ten years after a walnut orchard has been set out, the land is usually planted to beans or some other vegetable. In this way the grower realizes an income from his land during the time that his walnut orchard is in an unprodutcive stage. At the end of from eight to ten years the walnut trees begin to bear good crops and no attempt is then made to grow anything else on the same land, as the trees require all the moisture and nourishment which the land can give

The harvest time is in September and October. The walnuts are shaken from the trees and dried or cured on trays in the sun. They are left in the sun for several days until thoroughly cured. They are then delivered to the packing house, where they are graded and bleached and packed in about one hundred pound bags for shipment. A few years ago the method of bleaching was entirely by sulphur. This was objectionable, because frequently the sulphur would penetrate through to the meats, giving them an undesirable flavor and often causing the nut meats to become rancid. Later there was a method of bleaching by chloride of lime and sulphuric acid solution. This was an improvement over the old sulphur method, but this has also been discontinued and today all walnut plants are using the electrolytic process, which consists of passing an electric current through a salt solution, which liberates the chlorine, and in turn bleaches the walnut, leaving absolutely no injurious effect on the walnut meats.

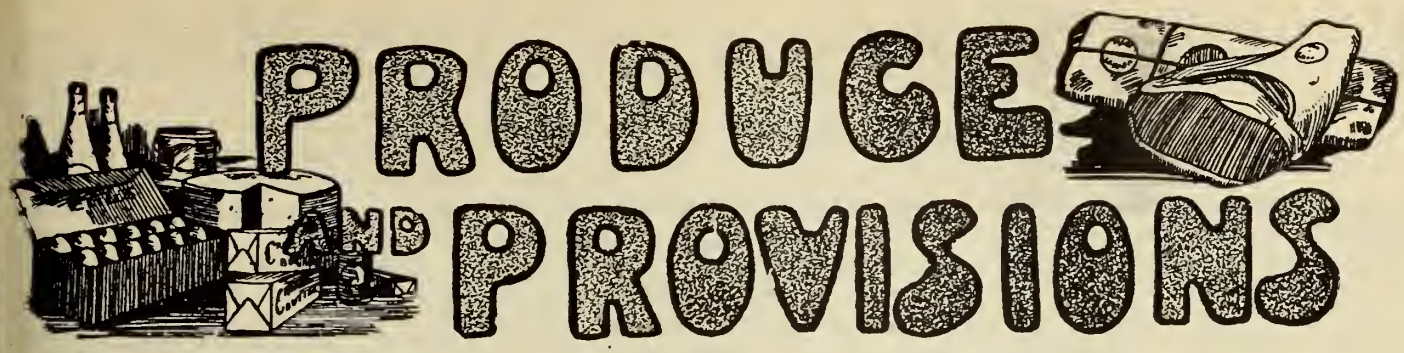
The California walnut has always commanded a premium over the foreign walnut, as it is without doubt much superior in appearance and quality.

The damage to the California walnuts this year resulted from excessive heat during the early part of September, when the thermometer in walnut producing sections registered from 102 degrees to 116 degrees. Fortunately the damage will not affect more than twenty per cent of the crop and the nuts not damaged will be fully up to the average quality of California walnuts.

The walnuts are graded as usual over an inch mesh. All the nuts passing over the mesh going into the No. 1 grade, all the nuts passing through the mesh going into the No. 2 grade. The budded walnuts are not graded, as they run fairly uniform in size.

The Budded walnut is a comparatively new variety of soft shell walnut, having been on the market for only the last few years. To secure an orchard of Budded walnuts the black walnut tree, which is a native of California, is planted in a nursery and when one year old the bud from a selected English soft shell walnut tree is bedded under the bark and waxed over. This budded tree is allowed to remain in the nursery for a year, sometimes two years, and is then transplanted to the orchard. The Budded walnut is a hardier tree, bears equally as well as the English soft shell walnut and usually commands a premium in price.

Silent Salesmen in a grocery store as indicated in this illustration not only add to the appearance of the store but assist materially in increasing sales.



Refrigerator Displays in this Store

Sealy and Doodson, Smithers, B. C., Believe in Providing Proper Facilities for Selling Meats—Have Large Refrigerator Storage Rooms—A Convenience for Farmers.

SMITHERS, B. C., Oct. 12.—Opportunity plays no small part in the nature of a man's business—and necessity probably is the biggest factor. It would appear that the very fact that a man opens a butcher shop makes him enter the shipping trade. To ship satisfactorily he must accumulate enough stock to make up a shipment. He must therefore have a warehouse. A warehouse is no good in the warm weather without refrigeration. Therefore, it follows that the retail business of the Sealy & Doodson Company has progressed along these lines to the logical position.

Refrigerator Displays

Besides a light, clean, roomy retail meat shop with refrigerated glass display case and refrigerated cooler, there are three large storage rooms, and each one surrounded by pipes which will freeze the meat in short order. A regular gas engine and ammonia pumping plant supplies the "frost." The picture gives a fair idea of the retail store of Sealy & Doodson here. The entire plant was almost entirely wiped out by fire last winter. At the present time the rooms are rebuilt and piped. The engine is running and all that remains to be done is a coat of paint to make the plant not only complete but an improvement and enlargement of the plant as shown in the photos.

This plant is a great convenience to the farming community around Smithers The farmers can kill at any time and have their meat put into cold storage. By appointment either Mr. Sealy or Mr. Doodson will go out to the farm and do the killing. The country around this Bulkley Valley is well suited to stock, and more cattle are being bred each year which will make for continued success in the local enterprise of these progressive dealers.

Adopt new methods and systems to stop losses and reduce the cost of doing business. Reduce your selling costs and increase your turnover by increasing your sales per clerk.

A refrigerator display counter in this store has been the means of greatly stimulating sales.

Meat Section in This Store Has Fine Displays

Teekwa, B. C.—The Broughton & McNeil store here is a large one and the range of choice is much greater than usual. Besides the main store, a separate warehouse, on the opposite side of the lane, is connected by a "draw bridge," and from this warehouse the shipping is done to the country up and down the river which is tributary to this thriving centre.

The meat section is especially worthy of note. A large refrigerator with display cases in front keeps the meats and produce in good condition. A refrigerated glass and enamel display case also shows the cuts of meat to advantage.

There is a splendid opening in this district for a creamery, and it will not be long before some one finds this out. The country is especially suited to dairying, with its record hay yields and its miles of unfenced grazing land.

How This Grocer Keeps Potatoes From Sprouting

Smithers, B. C.—Fred Watson, general merchant in Smithers B. C., reported to Canadian Grocer that last spring, with the type of root house he built, he did not have to "sprout" one potato. The temperature was constant and cool and the potatoes were kept dark. Mr. Watson's root house looks like one of the stockades the old timers used to build in pioneer days. The walls are made of 10 inch logs in a vertical position. Two walls are constructed, the inner one about a foot from the outer. The roof is made from logs and then the space between the walls is filled with sawdust, and the roof covered with about 3 feet of sawdust. The floor is made of 2 x 6 rafters set on edge a foot apart and the spaces filled with sawdust. The sawdust makes a perfect insulator. The root house is cool in summer and free from frost in the winter. The door is double, and built like the door on a large refrigerator.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, October 12.—The produce market shows little change this week. Butter is firm on account of a better demand from the United States, but British markets show little improvement. The cheese market is weak again after a sudden spurt that it got a week ago when enquiries came from the United States. Eggs show a stronger tendency and higher prices are quoted on all grades with a good demand. There is an easy feeling to live hogs, and smoked and cooked meats show no change. Lard is easy and buying is light. Feeds and grains have a weak tendency, but hay is temporarily strong on account of the recent heavy rains. There is no change in prices quoted on fresh fish.

FIRMER FEELING TO BUTTER

Montreal.

BUTTER—The feature of the butter market is a firmer feeling for the finest creamery and prices show a slight advance, which is accounted for through an increased demand for supplies for the United States. There has, however, been little improvement in the demand from English importers and the export trade to that country is quiet. On the whole the butter market shows a firmer tendency and should a better export demand spring up, prices will likely advance sharply.

BUTTER—

Finest creamery prints	0 39
Creamery solids	0 38
Dairy	0 30

WEAKER CHEESE MARKET

Montreal.

CHEESE—There is some disappointment in the development of the cheese market and while it was expected that the export market would open up, little improvement is shown. The demand that sprang up a week ago was only a flash that resulted from inquiries from the United States for supplies. There is no change in the quotations on cheese, but the market shows weaker tendencies.

Large, per lb.	0 21
Twins, per lb.	0 20
Old white	0 30
Triplets, per lb.	0 22
Fancy old cheese, per lb.	0 30 0 33
Stilton, per lb.	0 35
Quebec	0 20 0 21

HIGHER PRICES FOR EGGS

Montreal.

EGGS—The condition of the egg market shows a steady improvement according to the inquiries from British Markets. The prospects are encouraging, as to prices, and a stronger tone is evident in the market. Exporters at present are busy preparing to move selling stocks that have been sold for fall delivery. The price offered by export buyers show a slight increase and it strengthens up the whole market. The feature of the local market is additional strength with an advance of 2c to 3c a dozen on strictly new laid eggs and lighter supplies from the country. There is a good demand for strictly new laid eggs, but the bulk of the trade is running toward selected stock which is also stronger in price.

Extras	0 55
Fresh selects	0 47
Do., No. 1	0 40

COOKED MEATS EASY

Montreal.

COOKED MEATS—There is no change in prices quoted on cooked meats. The market is easy since the demand has fallen off considerably and prices on cooked hams have already fallen a few cents.

Jellied pork tongues	0 35
Jellied pressed beef, lb.	0 37
Hams, cooked	0 52 0 55
Pork pies (doz.)	
Sausage, pure pork	0 20
Mince meat, lb.	0 15½
Ox tongue, tins	0 65
Head cheese, 6-lb. tins, per lb.	0 10

BARRELLED MEATS UNCHANGED

Montreal.

BARRELLED MEATS—There is no change in prices on barrelled meats. The market is steady with a fair business passing.

Heavy mess pork (bbl)	30 00
Plate beef	22 00

FISH PRICES UNCHANGED

Montreal.

FRESH FISH—There is no change in the prices quoted on fresh fish. The demand shows an improvement and the supply arriving is good. The principle demand is for hadlock and halibut.

Market Cod	0 05½
Steak Cod	0 09
Gaspe Salmon	0 22
Dressed B. C. Salmon	0 26
White fish	0 18
Haddock	0 06½
Halibut	0 22
Trout, lake	0 18
Chicken halibut	0 16
Sword fish	0 20
Flounders	0 10
Dressed Pike	0 12
Doree	0 18
Mackerel	0 20
OYSTERS—	
Standard No. 1 can	2 60
Do., No. 3 can	7 50

LARD MARKET QUIET

Montreal.

LARD—The trade in lard has been rather quiet owing to the fact that buyers have good supplies on hand and are only stocking supplies for immediate requirements. The demand, in consequence, has been chiefly for small lots and prices while unchanged have an easier tendency.

Tierces, 60 lbs.		0 17
Pails, 20 lbs.	0 17½	0 18½
Tubs, 20 lbs.	0 17	0 18
Bricks	0 20	0 21

SMOKED MEATS

Montreal.

SMOKED MEATS—There is no important change in the prices for smoked meats, but the tone of the market is easy on account of more liberal offerings while the consumption remains about the same. The demand from local and country buyers for supplies is only fair on account of the unstable condition of the market and 8 to 10 lb. hams are selling at 32c per lb.

BACON—

Breakfast, best	0 34	0 40
Smoked breakfast	0 36	0 42
Cottage rolls		0 32
Picnic hams		0 22
Wiltshire	0 32	0 35
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut		0 31
Do., 14-20		0 31
Do., 20-25		0 29
Do., 25-35		0 27
Over 35 lbs.		0 24

EASY TREND TO HOGS

Montreal.

FRESH MEATS—There is practically no change in the price for live hogs. Bulk offerings are selling at $9.50 per cwt. for selected weighed off cars, and choice stock is going as high as $10 per cwt. The demand shows some improvement, but supplies are coming forward freely and there is a fairly easy tone to the market.

FRESH MEATS—

Hogs, live (selected off cars)	$9 50	$10 00
Abattoir killed, 65-90 lbs.	0 17	0 18
Fresh Pork—		
Legs of pork (foot on)	0 24	0 26
Loins (trimmed)	0 28	0 31
Trimmed shoulders		0 19
Untrimmed		0 17
Pork sausage (pure)		0 20
Fresh Beef—		

	(Cows)		(Steers)	
Hind quarters	0 12	0 18	0 12	0 20
Front quarters	0 05	0 09	0 06	0 10
Loins	0 25	0 28	0 28	0 30
Chucks	0 08	0 09	0 08	0 10

Mr. Harkins had taken his boy, aged ten, to have an offending molar tooth drawn. When the job had been accomplished, the dentist said: "I am sorry sir, but I shall have to charge you five dollars for pulling that tooth."

"Five dollars!" exclaimed Mr. Harkins, in dismay. "Why, I understood you to say that you charged only one dollar for such work!"

"Yes," replied the dentist, "but this youngster yelled so terribly that he scared four other patients out of the office."

"Pat, here's the dollar I borrowed of ye last week."

"Bedad, Mike, I'd forgot all about it."

"Och, why the divil didn't ye say so!"

ONTARIO MARKETS

TORONTO, October 12.—After being in an uncertain condition for several weeks the hog market has apparently steadied, at least such has been the case during the week under review. The bulk of the sales were made at last week's basis and although receipts were heavy, packers were unable to lower prices. Little change is noted in quotations on dressed meats. Smoked hams and bacon, however, show a substantial reduction, likewise barrel meats. Cooked hams and boiled shoulders are again reduced to a lower level. Butter holds firm while cheese is rather uncertain with quotations slightly easier. New laid eggs are scarce with graded eggs holding strong at unchanged quotations. Lard and shortening are lower while margarine is steady but quiet. There is a brisker feeling prevailing in the fish market. Quotations are firm with slight advances noted on cod steak and mackerel. Poultry continues in an easy position.

BUTTER MARKET FIRM

Toronto.

BUTTER—The market continues firm with slightly higher prices in some quarters. The best grades are quoted at 42c while some brands in cartons are bringing as high as 44c. There appears to be considerable second grade which is bringing around 39c per lb.

BUTTER—

Creamery prints	0 40	0 42

CHEESE UNCERTAIN

Toronto.

CHEESE—There is an unsettled feeling in the cheese market. Quotations are somewhat lower than a week ago. Export buying has ceased for the moment which apparently has had the effect of reducing values. Whether prices will again advance when export business is resumed is a matter of much difference of opinion. Some seem to think that prices will remain at about the present level while others are inclined to be bullish. Large new cheese is quoted to the retail trade at 20c with June cheese at 24c per lb.

CHEESE—

Large, new	0 20	**0 22**
Do., June	0 24	0 25
Stilton, new		**0 25**

NEW LAID EGGS SCARCE

Toronto.

EGGS—A strong feeling prevails in the egg market with a pronounced scarcity on new laid. Quotations are unchanged at 58c to 59c for new laid in cartons: 50c to 51 for No. 1 and 45c to 46c for selects.

EGGS—

Selects	0 50	0 51
No. 1	0 45	0 46
New laid in cartons	0 58	0 59

LARD DOWN ONE CENT

Toronto.

LARD—The market continues easy under a recent reduction of one cent per pound. One pound prints are quoted at 19c and on the tierce basis 16½c per lb. with tubs ½c higher and pails 1c higher than tierces.

LARD—

1-lb. prints		0 19
Tierces, 400 lbs.		0 16½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

Toronto

SHORTENING DROPS HALF CENT

SHORTENING—Quotations are reduced ½c per lb. making one pound prints 16½c to 17c and on the tierce basis 13½c to 14c.

SHORTENING—

1-lb. prints	0 16½	0 17
Tierces, 400 lbs.	0 13½	0 14

Tubs are ½c higher than tierces and pails one cent higher than tierces.

MARGARINE QUIET

Toronto.

MARGARINE—There is a quiet demand for margarine with prices ruling 21c to 24c per lb.

COOKED HAMS DOWN AGAIN

Toronto.

COOKED MEATS—Cooked hams show another reduction during the week of one to two cents per lb. This is attributed to the light demand and the weakness in the hog market. Ordinary round trimmed boiled hams are quoted at 45c while in some quarters as high as 50c. In square pressed there is a range from 50c to 52c per lb. Boiled shoulders are quoted at 36c a reduction of 2c per lb. Other cooked meats are unchanged.

COOKED MEATS—

Boiled hams, lb.	0 45	0 50
Do., square pressed	0 50	0 52
Boiled shoulders, lb.		0 36
Head cheese, 6s, lb.		0 12
Choice jellied ox tongue, lb.		0 65
Jellied pork tongue		0 40
Bologna	0 16	0 18
Macaroni and cheese loaf, lb.		0 23

Above prices subject to daily fluctuations of the market.

SMOKED MEATS LOWER

Toronto.

PROVISIONS—Following the weakness that has prevailed in this market for some time past, a reduction is announced on practically all lines of smoked and cured meats. These reductions range from two to three cents per pound. Small medium size smoked hams are quoted at 29c. Boneless back bacon is quoted at 45c to 46c while peamealed is bringing 38c to 43c. Ordinary trimmed breakfast bacon is quoted 28c to 35c and special trimmed at 38c per lb. Barrel meats are lower; pickled rolls lightweight quoted at $38.00 and heavy $33.00. Short cut backs are selling at $38.00 and mess pork at $30.00 per barrel.

Hams—

Small, 6 to 12 lbs.		0 33
Medium, 12 to 20 lbs.	0 29	0 32
Large, 20 to 35 lbs., ea. lb.	0 20	0 25
Heavy, 35 lbs. and upwards		0 18

Backs—

Boneless, per lb.	0 45	0 46
Rolled, per lb.		0 50
Peameal	0 38	0 43

Bacon—

Breakfast, ordinary, per lb.	0 28	0 35
Do., special trim		0 38
Cottage rolls	0 276	0 30
Roll, per lb.		0 20
Wiltshire (smoked boneless) lb.		0 27½
Do., three-quarter cut		0 30
Do., middle		0 32

Dry Salt Meats—

Long clear bacon, av. 50—60 lbs.		0 21½
Do., av. 80-90 lbs.		0 19½
Clear bellies, 15-30 lbs.	0 20½	0 21½
Fat backs 10-12 lbs.	0 14	0 16

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—

Mess pork		30 00
Short cut backs, 200 lbs.		38 00
Picked rolls, bbl., 200 lbs.—		
Lightweight		38 00
Heavy		33 00

HOG MARKET STEADIER

Toronto.

FRESH MEATS—A steadier feeling prevails throughout the cattle and hog market. Although hog receipts were heavy packers were unable to lower prices. Sales were made to local packers at $9.25 fed and watered with some sales to outside buyers at 50c higher. In dressed meats there is practically no change as compared with a week ago.

Dressed, light per cwt.	14 00	16 00
Do., heavy, per cwt.	10 00	12 00
Live, off cars, per cwt.	9 75	10 00
Live, fed and watered, cwt.	9 25	9 75
Live, f.o.b. per cwt.	8 75	9 00

Fresh Pork—

Legs of pork, up to 18 lbs.		0 23
Fresh hams, lb.		0 25
Tenderloins, lb.		0 50
Picnics, lb.		0 13
Montreal shoulders, lb.		0 14
Boston butts, lb.		0 19

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 15	0 17
Front quarters, lb.	0 05	0 08
Ribs, lb.	0 16	0 22
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 20	0 23
Hips, lb.	0 10	0 12

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 14
Spring lamb, lb.	0 16	0 18
Yearling lamb, lb.	0 08	0 10
Sheep, whole, lb.	0 05	0 07

Above prices subject to daily fluctuations of the market.

MACKEREL SLIGHTLY HIGHER

Toronto.

FISH—Cod steak is higher now quoted at 10c and 11c per lb. an advance of one cent. Mackerel is also advanced one cent now quoted at 12c and 13c per lb. Other lines of fresh fish are holding firm at unchanged quotations. Smoked haddies are in good demand at 10c to 12c per lb. Ciscoes are arriving at 18c per lb. There is a brisker feeling throughout the fish market and dealers are looking for big business during the coming winter season.

FRESH SEA AND SALT FISH

Cod steak, lb.	0 10	0 11
Do., market, lb.		0 09
Halibut, chicken	0 16	0 17
Do., medium	0 22	0 23
Whitefish, Georgian Bay	0 17	0 18
Fresh Herring	0 08	0 09
Flounders, lb.	0 09	0 10
Fresh trout, lb.	0 14	0 15
Haddock	0 09	0 10
Spring Salmon	0 24	0 25
Fall salmon	0 12	0 13
Coboe salmon	0 19	0 20
Mackerel	0 12	0 13
Yellow pickerel, lb.		0 17
Oysters, No. 1 tins	3 90	4 15
Do., No. 3 tins	11 40	11 65
Do. Glass jars, doz.		6 25

FROZEN FISH

Halibut, medium	0 22	0 23
Do., chicken	0 16	0 17
Do., Qualla	0 13	0 14
Flounders	0 09	0 10
Pike round	0 06	0 07
Do., headless and dressed		0 08
Salmon, Cohoe		
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11

SMOKED FISH

Haddies, lb	0 10	0 12
Fillets, lb.		0 17
Kippers, box	2 25	2 75
Bloaters		2 00
Ciscoes, lb.		0 18

POULTRY MARKET WEAK

Toronto.

POULTRY—The weakness that has been prevailing in the poultry market for several weeks past still continues. Quotations this week are unchanged but dealers are of the opinion that prices generally will drop to lower levels.

Prices paid by dealers—	Live	Dressed
Turkeys	0 40	0 45
Chickens, spring	0 22	0 25
Roosters	0 14	0 18
Fowl over 5 lbs.	0 20	0 25
Fowl, 4 to 5 lbs.	0 18	0 20
Fowl, under 4 lbs.	0 14	0 16
Guinea hens, pair	1 25	1 50
Prices quoted to retail trade:	Dressed:	
Turkeys	0 40	0 50
Ducklings	18 to 20	25 to 30
Hens, heavy		0 30
Do., light	0 25	0 28

SMOKED FISH

Bloaters, Eastern National, case	3 50
Do., Western, 20-lb. boxes, box	2 10
Haddies, 30-lb. cases, lb.	0 14
Do., in 15-lb. cases, lb.	0 14
Kippers, East., Nat., 20 count, per count	3 75
Fillets, 15-lb. boxes, lb.	0 20

SALT FISH

Steak Cod, 2s, Seelys, lb.	
Holland Herring, milkers, 9-lb. pails, per pail	1 35
per barrel	7 00
Do., mixed, 9 lb. pails, per pail	1 25
Labrador herrings, 100-lb. bbls..	

HOG MARKET STEADY

Winnipeg.

FRESH MEATS—The hog market has a firmer tone and higher prices are quoted. Live selected hogs are quoted at $12.50 per hundred weight. In dressed meats the only change is a slight reduction in fresh pork cuts. The cattle market is maintaining a firm tone and prices are ruling steady. Offerings of steers are reported scare and the few of the heavy order available, sold from $4.00 to $4.50. Butcher heifers are in good demand and are quoted at $3.50 to $4.25 acocrding to quality. Veal calves prices are firm and the best quality is offering at from $5.00 to $6.50. The sheep and lamb market is fairly steady the bulk of good lambs weighing up from $8.50 to $8.75.

Selected, live, cwt.		12 50
Heavier	7 50	10 50
Light		12 00
Sows		6 50
Fresh Pork—		
Legs of pork, up to 35 lbs., lb.	0 23	0 31
Spare ribs		0 16
Loins of pork, lb.	0 30	0 33
Fresh hams, lb.	0 25	0 33
Shoulders	0 18	0 20
Fresh beef—from steers and heifers—		
Hind quarters, lb.	0 10	0 16
Front quarters, lb.	0 05½	0 07½
Whole carcass, good grade, lb.	0 07½	0 11½
Mutton—		
Choice, lb.		0 18
Choice long hinds (leg and loin)		0 30
Choice Stews		0 07½
Lambs—		
Choice, 30-45 lbs.		0 20
Veal'		
Good veal, 40 to 80 lbs., hind quarters		0 27

WINNIPEG MARKETS

WINNIPEG, Oct. 12.—The butter market is ruling steady while cheese is showing a weaker tone. There is no change in the egg sitnation and receipts are reported light. Cooked hams have been reduced. Smoked ham and bacon are in good demand. Milkfed broilers are slightly easier and large quantities of fresh chickens are arriving. Fresh fish is reported scarce. The hog market has steadied up a little with quotations slightly higher.

BUTTER UNCHANGED

Winnipeg.

BUTTER—There is no change in quotations on butter but the market is showing a firmer tone. Best creamery is quoted at 40c per lb.

BUTTER—		
Creamery, best table grade	0 38	0 40
Dairy, best table grade		
Margarine	0 21	0 25

LOWER PRICES ON CHEESE

Winnipeg.

CHEESE—A weaker tone prevails in the cheese market. This is attributed to the heavy offerings and lack of demand from export buyers. Ontario large is quoted at 21c per lb. with stilton at 24c.

CHEESE—	
Stilton cheese, large, lb.	0 24
Ont., large, lb.	0 21
Ont., twins, lb.	0 21½
Ont., triplets, lb.	0 22

EGGS HOLD FIRM

Winnipeg.

EGGS—There is little change in the egg situation. Supplies are light and practically all orders are filled from storage. New laid in cartons are 50c per doz. with No. 1 candled quoted at 38c.

COOKED HAM LOWER

Winnipeg.

COOKED MEATS — Another reduction of 2c per lb. is announced on cooked hams bringing the price on best quality to 54c. There is little demand for cooked meats at the present time and the lower prices on pork is the cause for the decline.

Best quality, skinned, 8-14 lbs.	0 54
Do., 13-16 lbs.	0 52
Roast shoulders, lb.	0 36
Pork tongues, lb.	0 38
Head cheese, 6-lb. tins, lb.	0 15
Jellied ox tongues, lb.	0 58
Luncheon cooked meats, lb.	0 17

SMOKED MEATS STEADY

Winnipeg.

PROVISIONS—The trade in most lines of smoked meats has been extra good. Best quality smoked ham is quoted at 42 to 45c per lb.

Hams—	
8 to 16 lbs., per lb.	0 45
16 to 20 lbs., per lb.	0 42
Boneless, 8-14 lbs., per lb.	0 52
Skinned, 14-18 lbs., per lb.	0 45
Skinned, 18 to 22 lbs., per lb.	0 44
Bacon, 6 to 10 lbs., lb.	0 51
Cottage rolls, boneless	0 24
Bellies, 6 to 10 lbs., per lb.	0 35

EASIER PRICE ON POULTRY

Winnipeg.

POULTRY—Lower prices are quoted on poultry. Large supplies are coming in and with lower prices a bigger demand is noted. Milkfed broilers are quoted at 38c per lb. and fresh chickens are being sold as low as 25c per lb.

POULTRY—	
D. P. chickens, 3½ lbs. and under	0 34
Do., 3½ lbs. and over	0 36
D. P. fowl, 3½ lbs. and under	0 24
Do., 3 lbs. and over	0 26
No. 1 broilers	0 38

LARD PRICES UNCHANGED

Winnipeg.

LARD—There is no change in quotations on lard. The market is fairly steady although lower prices are quoted for hogs. The trend of the market seems to be for lower prices.

Pure lards, No. 1 quality, per lb.	
(in tierces 400 lbs.)	0 18
Do., wooden pails, 20 lb. pails	4 00
Pails, per pail	3 40
Shortening, tierces of 400 lbs.	0 15

FRESH FISH SCARCE

Winnipeg.

FISH—Fresh salmon, halibut and smelts are reported arriving in small quantities. The sale of oysters is showing an improvement.

Black cod, lb.	
Brills, lb.	0 09
Herrings, Lake Superior, 100 lbs., sacks, new stock	3 50
Halibut, chicken, cases 300 lbs	0 15½
Do., broken cases	0 16½
Salmon—	
Cohoe full boxes, 300 lbs.	0 19
Do., in broken cases	0 20
Soles	0 09
Whitefish	0 13½
Do., broken cases	0 14½

MAKE FRIENDS WITH THE KIDDIES

The children are your future customers. Make friends with them.

When they shop for themselves or for their parents, treat them with respect.

Never "kid" the kiddies. If you are dignified in dealing with children, they will adopt a dignified attitude. Children are mimics. They do as you do.

The trip to the store for mother is often an event in the day's happening of the child. When he gets home mother is told all about what the storekeeper said and did. If the report is unfavorable, the mother is influenced to shop elsewhere.

If you have made a success in some line or if you have developed a special capacity for doing some one thing well, other people will find out about it. If you start to tell them they are likely to doubt it. That is to say, if you tell them at all let it be by deed rather than by word.

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

Oleomargarine that Sells

When you desire a real high-grade Oleomargarine, which does not merely sell once, but repeats continually after the first sale—buy and feature

"Mayflower" Brand Oleomargarine and "Clover Blossom" Brand Oleomargarine

These are brands which give SATISFACTION, and for which a LARGE and STEADY demand has already been created.

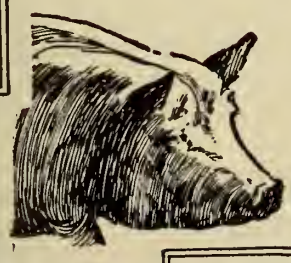
If you haven't already tried at least one of them, order a shipment to-day, and in this manner give your customers the pleasure of using Oleomargarine which is manufactured by one of the largest Oleomargarine concerns.

We are sole agents for these brands. You can either order direct or purchase through our traveller

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO

Montreal Hamilton



"Thousands of Customers"

Thousands of people sampled Gunns Maple Leaf Brand Pork Sausages at the Canadian National Exhibition. The many favorable comments indicate that these thousands will be customers for this new line.

Maple Leaf Pork Sausages will keep indefinitely in the tin and can be served either hot or cold. They appeal strongly to the housewife because they can be kept on hand to meet any emergency call that may arise. The convenience of the tin and the delicious flavor of this sausage will make the Maple Leaf Brand a quick, easy seller, bringing you quick, easy profits.

Place your order now

Phone Junc. 3400

"Gunns yellow and blue Is a guide for you."

Gunns LIMITED

West Toronto

SALT PLANT, WINDSOR, ONT.

The Finest in the Empire

The purest and best salt made—the Windsor Brand—comes from the finest and most modern salt manufacturing plant in the British Empire. No salt is so well known and so easy to sell as

WINDSOR BRAND

Windsor Table Salt
(for general household use)
Regal Table Salt
(free running—in cartons)
Windsor Dairy Salt
Windsor Cheese Salt

All orders receive careful and prompt attention.

The Canada Salt Co., Limited
Windsor, Ontario

SAUSAGE

October marks the close of the warm weather, the coming of brisk cold mornings, also the opening of the sausage season especially for breakfast. We make a very fine sausage in small casings, especially adapted for breakfast. We know you will like them, your customers will like them. This is the cheapest line of good food on the market.

Let us have your order for daily or weekly shipment by express.

F. W. Fearman Co.
LIMITED
Hamilton, Ontario

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

BRUNSWICK BRAND

Popular Sea Foods

are just the kind of tasty canned fish that will boost your Sea Food sales in a remarkable manner.

They are processed and packed under the most rigid hygienic conditions, from selected catches, the moment they are brought in from the clear, cool ocean depths, and their wholesome tempting flavor, combined with their excellent quality and most reasonable price, has made them leaders whenever they have been introduced. Try a sample order of these ready sellers to-day.

Connors Bros., Ltd.
Black's Harbor, N.B.

Winnipeg Representative:
Chas. Duncan & Son, Winnipeg, Man.

How Canadian Grocer Is Read

"YOU certainly have a fine paper. When the article about the branch company came out I was travelling in Western Ontario and within two days of publication nearly every man I called on with regard to our own business spoke to me about the new product. They certainly read CANADIAN GROCER alright."

This is what a Montreal business man found on a trip among retailers.

Canadian Grocer is read because the advertisements and reading matter in it are practical and of value to business men in conducting their business. The aggressive retailers are subscribers to CANADIAN GROCER. They are in business to make money and they read the business paper that deals specifically and in a practical way with their own business.

Advertisers find that their regular announcements in CANADIAN GROCER are keeping them closely in touch with the trade and are constantly assisting them in developing their distribution as well as increasing their business a nong present customers.

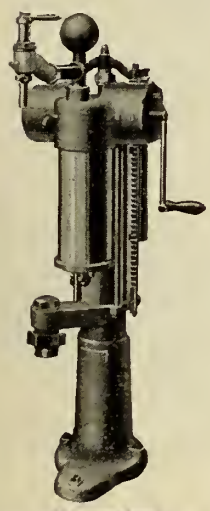
We shall be pleased to outline to manufacturers a list of practical articles that have already been prepared for the big Annual Fall, Christmas and Winter Issue. This number will stimulate sales efforts in the good Canadian stores, because of the practical selling ideas of Canadian merchants it contains.

Canadian Grocer

TORONTO MONTREAL WINNIPEG VANCOUVER

Get More Profits From Gasoline and Oil

Satisfied customers mean more business. More business means more profits.



Write for Illustrated Booklet C-11

You can get more business if you sell gasoline and oil from Bowser Piston-Type Measuring Pumps.

Car owners are coming more and more to prefer gasoline and oils from Bowser pumps because actual test has proven that Bowser-served gasoline will give more miles per gallon with less motor trouble and that Bowser-served oil reduces friction and helps motors run smoothly.

The patented Bowser Centrifugal Separator takes all moisture and sediment from the gasoline, the Piston-Type Measuring Pump, combined with positive mechanical stops, assures accurate measurement. Declare larger dividends on your gasoline and oil business—install Bowser Equipment.

Bowser Equipment is MADE IN CANADA by

S. F. BOWSER CO., LTD., 1168 FRAZER STREET, TORONTO, ONTARIO

BOWSER ESTABLISHED 1885

PISTON-TYPE MEASURING PUMP

TASTY CUTS

The New Dominion Brand Macaroni IS AN OVERWHELMING SUCCESS

Tasty Cuts is put up in attractive cartons wrapped in wax paper which keeps it fresh and crisp in any climate.

This delicious food is cut in convenient sizes.

It is dried by electricity.

Tasty Cuts has a flavor all its own.

Women like it for its convenience as well as its flavor.

"Dear Sirs,—

"Many people will let you know if a Brand of Food does not suit them. But very few people ever think of writing to tell you how pleased they are with your delicious 'DOMINION BRAND MACARONI.' I have been keeping house for 15 years and I may say I have never used any Macaroni that can compare with 'DOMINION BRAND.' May say that the family are as pleased as myself. Wish you all success with same. This is not a begging letter."

"Yours truly,

"Mrs. F——."

10c per Package Retail

Get it from your Jobber or Write Direct

Dominion Macaroni Co., Ltd.

Sales Office: HAMILTON, ONT.

Old English Xmas Pudding (Basins and Tin Moulds.)

MINCEMEAT

LEMON CURD

PRICE LISTS AND FURTHER PARTICULARS

Tebbutt & Co.

"Established upwards of a century"

Canadian Representative:
A. C. Chapman, 318 Dorchester St., Montreal

Melton Mowbray,
England.

Y & S
STICK LICORICE

in 10c Cartons

Everything in Licorice for all Industries using

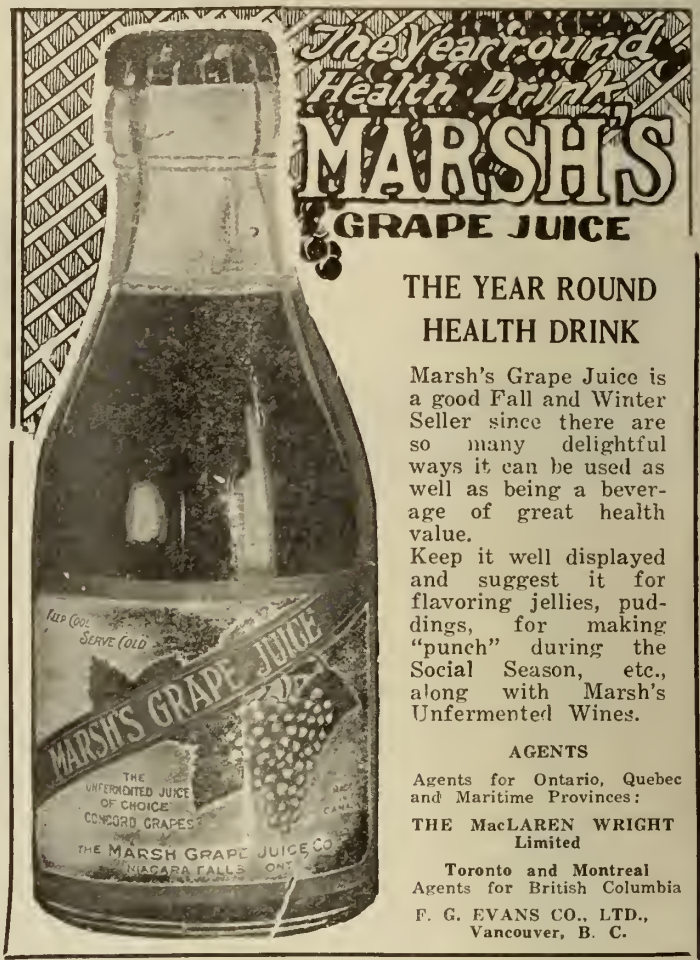
LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL

Catalogue and Price List on Application.



THE YEAR ROUND HEALTH DRINK

Marsh's Grape Juice is a good Fall and Winter Seller since there are so many delightful ways it can be used as well as being a beverage of great health value.

Keep it well displayed and suggest it for flavoring jellies, puddings, for making "punch" during the Social Season, etc., along with Marsh's Unfermented Wines.

AGENTS

Agents for Ontario, Quebec and Maritime Provinces:

THE MacLAREN WRIGHT Limited

Toronto and Montreal

Agents for British Columbia

F. G. EVANS CO., LTD., Vancouver, B. C.

BABY'S OWN SOAP

50% PROFIT

Buy Direct From the Factory. Freight Prepaid. Minimum Quantity 2 Gross.

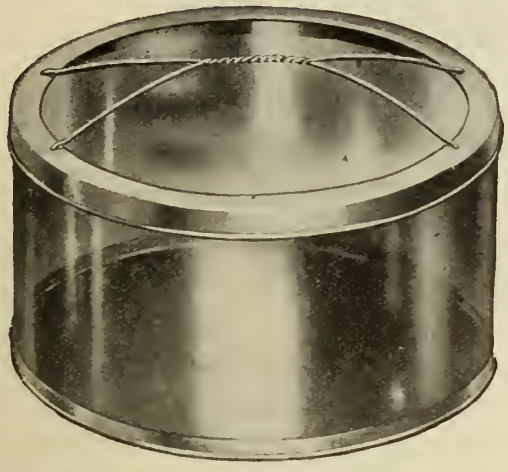
$38.40 less 20% and 5% - $29.18
Sell at 15c per cake - - $43.20

In Sask., Alta. and B.C. add 60c per gross and retail at 50c per box of 3 cakes.

ASK FOR PRICE LIST OF OTHER LINES

ALBERT SOAPS, Limited, 168 McCord St., MONTREAL, Que.

FIBRE-GLASS DISPLAY COVERS



These ideal display covers enable you to display bulk goods in such an attractive manner that they invariably increase sales. They also prevent loss through evaporation and deterioration.

They are light, durable, will not crack, are easy to clean, and cheaper than glass. Made in a great variety of styles and sizes.
Write for particulars and price list.

Sole Distributors for Ontario:

EBY-BLAIN LIMITED

WHOLESALE GROCERS, Scott and Front Sts., TORONTO

Manufactured by FIBER-GLASS GOODS COVER CO. Inc. Chicago, Illinois.

Toilet Paper Profit

U
are
bound
to note
increased
business if
you sell good
TOILET PAPER.
We want you to write
us for a sample box of
our INTERLAKE line.
With QUALITY-QUANTITY
—a commodity of this nature is
essential for a permanent sale.

Write INTERLAKE Now

Interlake Tissue Mills Co., Limited

Head Office: 54 UNIVERSITY AVENUE

Branch: Montreal **Toronto** Mills: Merritton

The Same Clean Fine Stock--Right to the Centre

You need not fear to show your customer the very heart of a Keystone Broom. The corn in the centre is just as clean—no seeds, no rough stems—as it is on the outside.

And each brand of the Keystone line is absolutely uniform in quality, having the same grade of stock throughout.

This we guarantee.

The Keystone line comprises the following brands: Nugget, Patricia, Klondike, Elgin, Evangeline, Jubilee, Great West, Sterling.

If you have never handled Keystone Brooms, send for a sample shipment to-day.

KEYSTONE BRAND

STEVENS-HEPNER CO., LIMITED

PORT ELGIN, ONTARIO

Known and asked for the world over—

KEATING'S

The Universal Insecticide

Are you profiting by the constant demand for this proven insecticide? Keating's never fails to destroy all insect life with which it comes in contact. Every private home and public building is a prospect for you. Keating's kills

FLIES FLEAS MOSQUITOES
ANTS WASPS BEETLES BUGS
COCKROACHES or MOTHS

and is a steady seller all the year round. Keep your stock well supplied.

Made by THOMAS KEATING, London, England
Established 1788

Sole Agents for Canada

Harold F. Ritchie & Co., Limited

10 McCaul Street, Toronto

To-day's Greatest Business Need

Inform Your Merchants Through These Specialized Trade Newspapers:

Canadian Grocer
35th Year.

Hardware and Metal
32nd Year

Druggists' Weekly
2nd Year.

Dry Goods Review
32nd Year

Men's Wear Review
11th Year.

Sanitary Engineer
14th Year.

Bookseller and Stationer
37th Year.

is through wholehearted co-operation of all units of merchandising—manufacturer with wholesaler, wholesaler with jobber and jobber with the retail merchant, who stands on the forefront of our merchandising system.

To-day more than ever before the merchant needs all the constructive assistance you can give him. On him rests the burden of starting the stream of goods across his counters to the consuming public.

New plans of selling, proven ideas for increasing turnover in your products, methods of stimulating present sales and building future profits —all are your answers to his pressing problems of the moment.

Tell your merchants all this and more in the business paper he is reading and studying today—reading editorial pages for any trade news affecting his business, studying advertising pages for his information on your special plans. You can stimulate your trade. You can hearten your merchant. Now as never before you can give business just the impetus that will push the trade curve upward to better business for all.

Regular announcements in the merchant's business newspaper will increase your sales and at the same time lower your selling cost by building up goodwill between the calls of your salesmen.

We will be glad to tell you of campaigns which have notably increased sales—and will show you without obligation how you can get the wholehearted co-operation of your merchants.

The MacLean Publishing Company, Ltd.

Publishers of the above specialized business newspapers.

Neater Package—Less Paper and String

For Meats, Butter, Lard, Pickles, Etc.

The Riteshape saves you money and improves the service you give your customers whichever way you look at it. The Riteshape, with less paper and string, ties up into a neater package than any other. Besides this, it is odorless and non-absorbent. Made from thin slices of hard maple, all Riteshapes are carefully inspected, so that they reach you in good condition—every dish perfect—none to throw away.

Write for Samples and Prices

Victoria Paper & Twine Company Ltd.

430 Wellington Street, West, Toronto

Sole Canadian Wholesale Distributors for the Manufacturers—
The Oval Wood Dish Company, New York.

Did You Ever Tell Customers

THAT

Old Tyme Maple Butter

Makes Delicious Icing for Cakes?

Try it and your sales will increase.—
Housekeepers welcome new ideas.

Old Tyme Maple Butter is also delicious in pudding sauce or sandwiches, and as a spread for toast or tea biscuits.

Unexcelled for Quality and Flavor

Write for Prices.

All orders filled through jobbers

Canadian Maple Products Limited

250 Van Horne Street, Toronto

REPRESENTATIVES

Manitoba, Saskatchewan & Alberta—W. H. Escott Co., Ltd., Winnipeg, Man.
Quebec—A. Dumoulin & Co., 157 Commissioners St. E., Montreal, Quebec.
British Columbia—Johnston-Lieber, Mercantile Co., Vancouver, B. C.
Maritime Provinces—Supplies Limited, Kentville, N. S.

When Mrs. Housewife Orders Matches

Made in Canada for Canadians

Very frequently she will order "EDDY'S" by name or again she may merely order "matches" as such without specifying any particular brand.

You may safely assume in either event that she expects good matches and because Eddy's matches are always good, it is advisable to fill the order with one of the thirty to forty different Eddy varieties.

The Eddy's "Silent Five" box pictured here is a big favorite with every housewife. Every match in it is good—non-poisonous, safe and silent-striking. Matches that light when wanted and go out completely when blown out without dangerous after-glow.

Just as good and just as reliable as Eddy's Matches are the light, clean and sanitary utensils made of Eddy's Indurated Fibreware. Every housewife is a prospect where this non-leakable and rust-proof ware is concerned. Have you a stock on hand?

The E. B. Eddy Co., Limited
Hull Canada

The Good Quality Never Varies

ROYAL ACADIA SUGAR

"Every Grain Pure Cane" is the real, concise description of Royal Acadia Sugar. Recommend it to all your customers—it will certainly give satisfaction.

Sold in 2 and 5-lb. cartons, 10, 20 and 100-lb. bags, half-barrels and barrels.

Acadia Sugar Refining Co., Limited
MONTREAL, QUE. HALIFAX, N. S.

How much extra profit would it mean to you?

KLIM
PURE SEPARATED MILK IN POWDER FORM FOR ALL USES WHERE SUCH MILK IS NEEDED
ONE POUND NET
CANADIAN MILK PRODUCTS LIMITED
TORONTO MONTREAL

THE AVERAGE home spends from four to five dollars a month for milk—$60.00 a year. The average grocer serves about 50 such homes. In other words, the milkman is getting $3,000 of business a year which you—the grocer—should get. Is it any wonder that live merchants find it pays to handle KLIM—to tell their customers about KLIM—to push KLIM? For, every pound of KLIM sold is **extra** business.

Feature KLIM where it sells itself—in window or on counter. Give it a convenient, prominent place on your shelves—its steady turnover warrants it. Order from your wholesale.

There is nothing like KLIM—no supply that is so fresh, sweet and pure under all conditions. Pure pasteurized skimmed milk, powdered by our exclusive "Spray" process, in our own plants, which are located in the heart of Canada's finest dairy farms.

Canadian Milk Products Limited
TORONTO
ST. JOHN MONTREAL WINNIPEG
B. C. Distributors: Kirkland & Rose, Vancouver

Are you stocked up to meet the big demand for OXO Cubes?

The demand is increasing everywhere. Nearly every home in Canada is being reached — Old customers retained — New customers made. Send for stocks without delay and get your share of the trade boom.

OXO LIMITED
Montreal Toronto
Winnipeg

THE BEEF CUBES THAT SELL

FLORIDA GRAPE FRUIT
CAPE COD CRANBERRIES

These two New Lines are now on the Market also our First Car

British Columbia McIntosh Apples

The King of Table Apples

Oranges, California Lemons, Tokay Grapes, Etc.

WHITE & CO., Limited
TORONTO

APPLES

Get our quotations before you purchase

GEORGIAN BAY FRUITS

Before you place your order for your apple requirements for winter use it will pay you to get our prices. You'll find them most reasonable and our service and delivery all you could desire.

Georgian Bay Fruits are well known for their fine quality and flavor. You can count on them to please your customers. Write us.

LEMON BROS.

Owen Sound, Ontario

Fruit, Produce & Commission Merchants

INDEX TO ADVERTISERS

A

Acadia Sugar Refining Co. 52
Albert Soaps Co. 48

B

Bain & Co., Donald H. 8
Bowser & Co., Ltd. S.F. 47
B. C. Traffic & Credit Association .inside front cover

C

Can. Malt Extract Co 12
Canadian Maple Products 52
Canadian Salt Co. 44
Canadian Milk Products. 53
City Dray Co., The 15
Clark Limited, W. 5
Colville Co. 10
Connors Bros., Ltd. 45

D

Davies & Co. Wm. Ltd. 43
Dayton Scale Co., back cover
Dominion Macaroni Co. Ltd. 47
Dominion Canners Ltd. B. C. 7
Donaldson Phillips Co. 8
Duncan, C. & Son. 8

E

Eby Blain Ltd. 49
Eddy, E. B. Co. Ltd. 51
Escott Co. Ltd. W. H. 10
Estabrooks Co. Ltd. T. H. 15
Eureka Refrigerator Co. Ltd. 7

F

Fearman, F. W. Ltd. 44
Frost Moorman & Co. 11

G

Gunns Limited. 44

H

Hamblin-Brereton. 11
Hanson Co. Ltd., J. H. 12
Hayhoe & Co. Ltd. R B. 16
Hayne Co., John. 55
Hull Oil Mfg Co. 12
Hungerford Smith Co. Ltd. G. 3

I

Interlake Tissue Mills Co. Ltd. 49

K

Keatings Ltd. 49

L

Lachaine Geo. D. 12
Laing & Waters. 11
Lambe, W. G. A. & Co. 11
Lemon Bros. 54
Langley Harris & Co. Ltd. 11

M

McLaughlan J. K. 11
Mackenzie & Co. Ltd. W. L. 8
Marshall Co. W. A. 8
Macdonald Reg., W. C. 4
Mann & Co., C. A. 11
Marsh Grape Juice Co. 48
Magor Son Co. 16
Maple Tree Producers Association, Ltd. 56
Moore, R. M. & Co. 55

N

National Cash Register Co. 13
National Licorice Co. 48
New Brunswick Potato Exchange Co. 55

O

Oakey & Sons Ltd. Jno. 12
Oceanic Oyster Co. 2
O'Donnell & Co., John J. 11
Okanogan United Growers Ltd. front cover
Oval Wood Dish Co. 51
Oxo Limited. 53

P

Purnell & Panter. 10
Patrick & Co. W. G. 11
Pennock & Co. H. P. 9

R

Red Rose Tea. 15
Robertson Murphy Ltd. 55
Ross Can Co. 55

S

Sapon Soaps Ltd. 6
Saxonia Fruit Co. 16
Scott-Bathgate Co., Ltd. 10
Smith Hungerford Co. Ltd. 3
So-Clean Ltd. 55
Soper, E. N. & W. E. 11
St. Arnaud Fils Cie. 12
St. Lawrence Starch Co. 14
Stevens Hepner Co. 49
Stickney & Poor Spice Co. 7
Stroyan, Dunwoody Co. 9

T

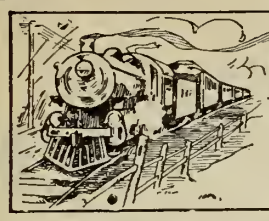
Tibbutt & Co. 48
Tippet & Co. Ltd. 12
Toronto Pottery Co. Ltd. 55
Toronto Salt Works. 55
Trent Mfg. Co. 55
Co. Ltd. 51

V

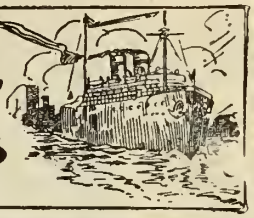
Victoria Paper & Twine

W

Watson & Truesdale. 9
Waterloo Broom & Brush Co. 15
Wayagamack Pure Kraft 1
White & Co. 54
White, Cottell's. 55
Williams Storage Co. 9
Wiley, Frank H. 8



BUYERS' MARKET GUIDE
Latest Editorial Market News



TEA POTS, MIXING BOWLS
And other lines of Rockingham and Cane Ware.
Special price on Crate lots.
The Toronto Pottery Co., Limited
Toronto - Canada

We are now located in our new and more spacious warehouse at
60-62 JARVIS STREET
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS, GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

BLACK CURRANT JAM IS SCARCE

There appears to be a scarcity of Black Currant jam. Manufacturers claiming that by the end of the year they will be practically cleaned up on this line. They point out that there has been an exceptional demand this fall, which together with the short pack has created a scarcity.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

Keep Your Brand Before the Public
Advertising Balloons will do it at small cost. Ask us cost of balloons in assorted colors carrying your brand and name.
Robertson & Murphy Limited
247 St. Paul St. West, Montreal

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

TRAVELER RETURNING TO ENGLAND THIS month wants to take with him agency for canned goods. Connections A1 and can guarantee to sell goods. No salary. Commission only. Canadian Grocer, Box 84, 128 Bleury Street Montreal.

THE BANKRUPTCY ACT

In the matter of the Estate of The St. Williams Fruit Preservers Limited of the Town of Simcoe, in the County of Norfolk, Bankrupt.

Tenders will be received by the undersigned up to and including Wednesday, October 19th., 1921, for the Lands, Buildings, Plant, Machinery, and Equipment (including Refrigerator Plant) at Simcoe and St. Williams.

The business is being operated by the Trustee and shows large Sales.

Highest or any tender not necessarily accepted.

For full particulars apply to,

SINCLAIR G. RICHARDSON
Authorized Trustee
HAMILTON - ONTARIO

FOR SALE

BOWSER TANK, HUNDRED GALLONS, GOOD condition, bargain. 1349 Danforth Ave., Ger. 3959.

YOUNG MAN WITH ELEVEN YEARS SUCcessful experience importing and selling fancy groceries and confectionery to wholesale trade, wishes to secure active interest in manufacturers' agency or merchandise brokerage business. Three thousand dollars to invest. Box 116 Canadian Grocer, 153 University Ave., Toronto.

MAKE BUSINESS BETTER

By Boosting Your Business

Are Your Goods Selling in the Prairie Provinces

We have nine men regularly calling on the retail trade and shipping through Western Jobbers. Splendid trackage facilities and warehouse space. Good credit rating. Our men are now selling Red Cross Pickles, Burdicks Marmalade, O.U.G. Fruit products and some other smaller lines. We are looking for one other good kindred line on brokerage basis and can guarantee results.

Reynolds Moore & Bentz Limited,
109 Higgins Avenue,
Winnipeg, Manitoba

WANTED

SPECIALTY SALESMAN—TO SELL EXCLUsively in Fort William territory, products of well known, long established firm. Good opportunity for energetic salesman. Apply stating experience, to Box 104, Canadian Grocer, 153 University Ave., Toronto.

YOUNG MAN WANTED AS MANAGER FOR dried fruit broker's office in Montreal. Give full particulars in first letter. Box 98, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED — EXPERIENCED CLERK WITH first class references, for General Store, (one who can speak some French preferred), state age, salary expected, religion. Box 106, Canadian Grocer, 153 University Ave., Toronto.

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the **Fall Trade**

REPRESENTATIVES: W. L. Mackenzie & Co., Limited. Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 95 King St., E. Toronto, Can. J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

Your goods in a Christmas display like this are sure to sell.

6,000 Christmas Windows

Six thousand of the best grocery merchants in Canada will trim special windows this year for Christmas trade.

Your goods in each of them, or 75% or even 50% of them, would mean tremendous sales for you. Merchants sell the products they display attractively.
These 6,000 dealers cater to the wants of approximately 1,200,000 families. They are regular CANADIAN GROCER readers. The easiest and most thorough way to reach the buyers for these families is through their dealers—family grocers with whom they are in constant touch. Get more of these merchants to include your products in their Christmas displays.

Use the Fall, Christmas and Winter Number Canadian Grocer Nov. 4

In this issue will be a half dozen or more bright, live Christmas window displays, and several articles on how active merchants develop Christmas business.

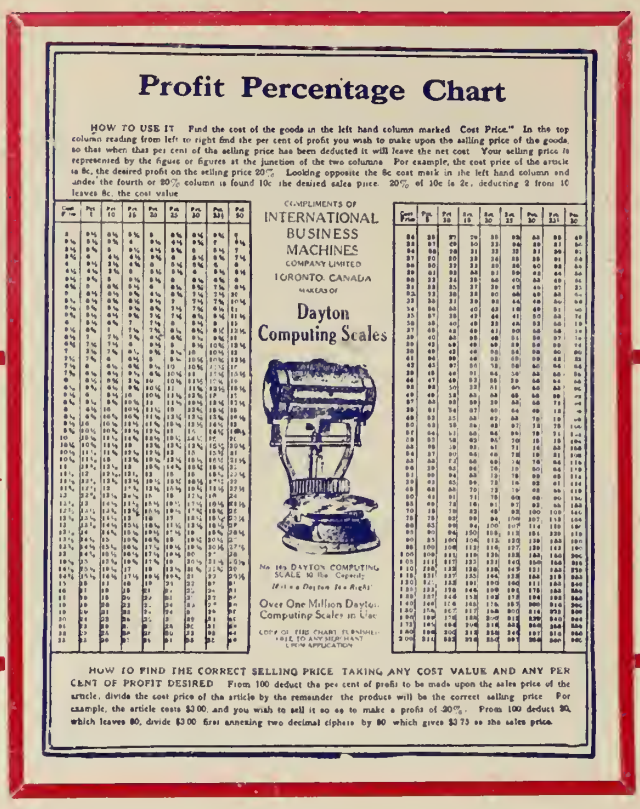
For the convenience of manufacturers selling Christmas goods, there will be a special Christmas section.

Copy for the Christmas section should be in by October 25.

Canadian Grocer

Southam Bldg., Montreal
910 Confederation Life Bldg., Winnipeg

153 University Ave., Toronto
Carter Cotton Bldg., Vancouver, B.C.



Profit Percentage Chart

HOW TO USE IT. Find the cost of the goods in the left hand column marked "Cost Price." In the top column reading from left to right find the per cent of profit you wish to make upon the selling price of the goods, so that when that per cent of the selling price has been deducted it will leave the net cost. Your selling price is represented by the figure or figures at the junction of the two columns. For example, the cost price of the article is 8c, the desired profit on the selling price 20%. Looking opposite the 8c cost mark in the left hand column and under the fourth or 20% column is found 10c the desired sales price. 20% of 10c is 2c, deducting 2 from 10 leaves 8c, the cost value.

Cost Price	Per 1	Per 10	Per 15	Per 20	Per 25	Per 30	Per 331/3	Per 50
1	1%	1%	1%	1	1%	1%	1%	2
1½	1½	1½	1½	1½	1½	2	2	3
2	2	2	2	2½	2½	2½	3	4
2½	2½	2½	3	3	3	3½	3½	5
3	3	3	3½	3½	4	4	4½	6
3½	3½	4	4	4½	4½	5	5	7
4	4	4½	4½	5	5	5½	6	8
4½	4½	5	5	5½	6	6	6½	9
5	5	5½	6	6	6½	7	7½	10
5½	5½	6	6½	7	7½	8	8½	11
6	6	6½	7	7½	8	8½	9	12
6½	6½	7	7½	8	8½	9	10	13
7	7	7½	8	8½	9	10	10½	14
7½	7½	8	8½	9	10	10½	11½	15
8	8	8½	9	10	10½	11½	12	16
8½	8½	9	9½	10½	11½	12½	13	17
9	9	9½	10	11	12	13	13½	18
9½	9½	10	10½	11½	12½	13½	14½	19
10	10	10½	11	12	13	14	15	20
10½	10½	11	11½	12½	13½	14½	15½	21
11	11	11½	12	13	14	15	16½	22
11½	11½	12	12½	13½	14½	16	17	23
12	12	12½	13	14	15	16½	17½	24
12½	12½	13	13½	14½	16	17	18½	25
13	13	13½	14	15	16½	17½	18½	26
13½	13½	14	14½	16	17	18½	20	27
14	14	14½	15	16½	17½	19	20	28
14½	14½	15	15½	17	18½	19½	21½	29
15	15	15½	16	17½	18½	20	21½	30
15½	15½	16	16½	18	19½	21	23	31
16	16	16½	17	18½	20	21½	23	32
16½	16½	17	17½	19	20½	22½	24½	33
17	17	17½	18	19½	21	23	24½	34
17½	17½	18	18½	20	21½	23½	25	35
18	18	18½	19	20½	22½	24	26	36
18½	18½	19	19½	21	23	24½	26½	37
19	19	19½	20	21½	23½	25½	27½	38
19½	19½	20	20½	22½	24	26	28	39
20	20	20½	21	23	24½	26½	28½	40
20½	20½	21	21½	23½	25½	27½	29½	41
21	21	21½	22	24	26	28	30	42
21½	21½	22	23	24½	26½	28½	30½	43
22	22	22½	23½	25	27	29	31	44
22½	22½	23	24	25½	27½	29½	31½	45
23	23	23½	24½	26	28	30	32	46
23½	23½	24	24½	26½	28½	30½	33	47
24	24	24½	25	27	29	31	33½	48
24½	24½	25	25½	27½	29½	31½	34	49
25	25	25½	26	27½	30	32	34½	50

Cost Price	Per 1	Per 10	Per 15	Per 20	Per 25	Per 30	Per 331/3	Per 50
26	26	26½	27	28	30	32	34½	52
27	27	27½	28	29	31	33	36	54
28	28	28½	29	30	32	34	37	56
29	29	29½	30	31	33	35	38	58
30	30	30½	31	32	34	36	39	60
31	31	31½	32	33	35	37	40	62
32	32	32½	33	34	36	38	41	64
33	33	33½	34	35	37	39	42	66
34	34	34½	35	36	38	40	43	68
35	35	35½	36	37	39	41	44	70
36	36	36½	37	38	40	42	45	72
37	37	37½	38	39	41	43	46	74
38	38	38½	39	40	42	44	47	76
39	39	39½	40	41	43	45	48	78
40	40	40½	41	42	44	46	49	80
41	41	41½	42	43	45	47	50	82
42	42	42½	43	44	46	48	51	84
43	43	43½	44	45	47	49	52	86
44	44	44½	45	46	48	50	53	88
45	45	45½	46	47	49	51	54	90
46	46	46½	47	48	50	52	55	92
47	47	47½	48	49	51	53	56	94
48	48	48½	49	50	52	54	57	96
49	49	49½	50	51	53	55	58	98
50	50	50½	51	52	54	56	59	100
51	51	51½	52	53	55	57	60	102
52	52	52½	53	54	56	58	61	104
53	53	53½	54	55	57	59	62	106
54	54	54½	55	56	58	60	63	108
55	55	55½	56	57	59	61	64	110
56	56	56½	57	58	60	62	65	112
57	57	57½	58	59	61	63	66	114
58	58	58½	59	60	62	64	67	116
59	59	59½	60	61	63	65	68	118
60	60	60½	61	62	64	66	69	120
61	61	61½	62	63	65	67	70	122
62	62	62½	63	64	66	68	71	124
63	63	63½	64	65	67	69	72	126
64	64	64½	65	66	68	70	73	128
65	65	65½	66	67	69	71	74	130
66	66	66½	67	68	70	72	75	132
67	67	67½	68	69	71	73	76	134
68	68	68½	69	70	72	74	77	136
69	69	69½	70	71	73	75	78	138
70	70	70½	71	72	74	76	79	140
71	71	71½	72	73	75	77	80	142
72	72	72½	73	74	76	78	81	144
73	73	73½	74	75	77	79	82	146
74	74	74½	75	76	78	80	83	148
75	75	75½	76	77	79	81	84	150
76	76	76½	77	78	80	82	85	152
77	77	77½	78	79	81	83	86	154
78	78	78½	79	80	82	84	87	156
79	79	79½	80	81	83	85	88	158
80	80	80½	81	82	84	86	89	160
81	81	81½	82	83	85	87	90	162
82	82	82½	83	84	86	88	91	164
83	83	83½	84	85	87	89	92	166
84	84	84½	85	86	88	90	93	168
85	85	85½	86	87	89	91	94	170
86	86	86½	87	88	90	92	95	172
87	87	87½	88	89	91	93	96	174
88	88	88½	89	90	92	94	97	176
89	89	89½	90	91	93	95	98	178
90	90	90½	91	92	94	96	99	180
91	91	91½	92	93	95	97	100	182
92	92	92½	93	94	96	98	101	184
93	93	93½	94	95	97	99	102	186
94	94	94½	95	96	98	100	103	188
95	95	95½	96	97	99	101	104	190
96	96	96½	97	98	100	102	105	192
97	97	97½	98	99	101	103	106	194
98	98	98½	99	100	102	104	107	196
99	99	99½	100	101	103	105	108	198
100	100	100½	101	102	104	106	109	200
110	110	111	112	113	115	117	120	220
120	120	121	122	123	125	127	130	240
130	130	131	132	133	135	137	140	260
140	140	141	142	143	145	147	150	280
150	150	151	152	153	155	157	160	300
160	160	161	162	163	165	167	170	320
170	170	171	172	173	175	177	180	340
180	180	181	182	183	185	187	190	360
190	190	191	192	193	195	197	200	380
200	200	201	202	203	205	207	210	400

COMPLIMENTS OF
INTERNATIONAL BUSINESS MACHINES COMPANY LIMITED
TORONTO, CANADA
MAKERS OF
Dayton Computing Scales

No. 10s DAYTON COMPUTING SCALE 10 lbs. Capacity
Make a Dayton Be a Rich
Over One Million Dayton Computing Scales in Use
COPY OF THIS CHART FURNISHED FREE TO ANY MERCHANT UPON APPLICATION

HOW TO FIND THE CORRECT SELLING PRICE. TAKING ANY COST VALUE AND ANY PER CENT OF PROFIT DESIRED. From 100 deduct the per cent of profit to be made upon the sales price of the article, divide the cost price of the article by the remainder the product will be the correct selling price. For example, the article costs $3.00, and you wish to sell it so as to make a profit of 20%. From 100 deduct 20, which leaves 80, divide $3.00 first annexing two decimal ciphers by 80 which gives $3.75 as the sales price.

Your Profit

Percentage on goods you sell

International Business Machines — SPEED ACCURACY ECONOMY

This chart shows what you should make; Dayton Scales will get it for you.

DO YOU find it an irksome and, at times, a difficult task to fix your selling prices?

The chart illustrated herewith may help you. We shall be glad to mail you one FREE.

After you have determined the percentage of profit you should make on any given goods, the chart will enable you to find the correct selling price quickly. This chart is compiled by the manufacturers of INTERNATIONAL DAYTON SCALES—the scales which turn ESTIMATED profits into ASSURED profits.

Daytons give nothing away in overweights. They guard YOUR SHARE of everything you sell by weight, to the last ounce and the last cent.

Daytons insure profits, speed up store service and promote goodwill between merchant and customer.

DAYTON

INTERNATIONAL BUSINESS MACHINES CO. LTD.

Frank E. Mutton, Vice-President and General Manager.

HEAD OFFICE and FACTORY: Royce and Campbell Avenues, Toronto.

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also manufacturers of International Time Recorders and International Electrical Tabulators and Sorters.

International Business Machines Co. Limited
300 Campbell Avenue, Toronto, Ontario.
Send me free of charge one copy of your profit percentage chart.

Name .....

Address .....

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV PUBLICATION OFFICE: TORONTO, ONT., OCTOBER 21, 1921 No. 42

Welch's

QUALITY FRUIT JAMS

Permit Est. 272

QUALITY jams, made from quality fruit. That's one of the great secrets of Welch flavor. The fruit is selected fruit. It is expertly handled with greatest care and made up with pure granulated sugar.

Quality fruit means pure fruit. Only the fruits stated on the labels are used, and no others. No base or filling of any kind.

Welch Lades have a selling value beyond ordinary jams. They have the Welch name and Welch advertising back of them and a reputation for quality products.

Ask your wholesaler to quote you on the full line of Welch Lades, in No. 16 glass jars and standard 4-lb. tins.

Grapelade	Orange Marmalade
Peachlade	Cherrilade
Plumlade	Grape-Raspberry
Strawberilade	Grape-Currantlade

We will gladly furnish further information, direct sales helps and displays on request.

The Welch Co., Limited, St. Catharines, Ontario

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to anyone interested

Ask any wholesale grocer's salesman--

The salesman knows

—that PALMOLIVE SOAP is the quickest, best selling toilet soap on the Canadian market today.

There is no toilet soap in the world that equals it in popularity or sales.

We are telling the people of Canada about PALMOLIVE.

Telling it in big space in the Canadian magazines and newspapers, with sustained, dominant advertising.

Telling it on billboards. Telling it in every way that the most thorough experience in advertising can suggest.

And the Canadian public is RESPONDING.

Ask any wholesale grocer's salesman and he will tell you that it is the biggest item in the toilet soap line that he has to offer.

PALMOLIVE SOAP contains the fine oils of the olive and the palm. It is a soothing, mild, beneficial, natural cleanser. It lathers profusely, with a smooth, creamy foam that penetrates and heals the skin.

Its low price is only made possible by the enormous volume of our output.

Your clerks know there is a demand for PALMOLIVE.

You know it.

We know it.

Be sure to ask the wholesale grocer's salesman for our special price list.

THE PALMOLIVE COMPANY OF CANADA, Limited
Toronto, Ont. 1413

Borden's ST. CHARLES Brand Milk

"With the Cream Left in."

—A size for every need

Sells itself

You don't have to waste any selling effort on BORDEN'S ST. CHARLES MILK. It is half sold before you place it on your counters.

Years of quality leadership have built up for it a reputation from coast to coast—a reputation that, backed by a continuous, national advertising campaign is ringing up unusually good profits for Grocers who sell this rich, pure, country milk "with the cream left in."

BORDEN'S LINES

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK-SQUARE PACKAGES
"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK

Just keep your ST. CHARLES stock well displayed—it will sell itself.

The Borden Co. Limited

The Leaders Since 1857

Montreal and Vancouver

Sell More Biscuits

Increase your business by handling goods that are well and favorably known from coast to coast. Our widespread advertising creates a ready market for McCormick's Biscuits. Why not take advantage of this and offer goods that sell readily and whose reputation for quality will add prestige to your business.

McCormick Mfg. Company, Limited, London, Canada

Branches at: Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port Arthur, St. John, N. B., Vancouver.

Laitova Lemon Cheese

"The daily spread for Children's Bread"

The food that is all nutriment.

The food that has become an essential part of the daily fare, in hundreds of thousands of British and Canadian Homes.

MANUFACTURED BY

SUTCLIFFE & BINGHAM LTD.

Toronto, Ont. **Manchester, Eng.**

DISTRIBUTED IN CANADA BY

LANGLEY, HARRIS & COMPANY, LIMITED

Winnipeg TORONTO Montreal

From whom prices and particulars can be obtained

MACDONALD'S

The Tobacco with a heart

The Men Who Buy Macdonald's

are men who have found a tobacco they like —a tobacco that is always the same in quality and value. Macdonald buyers are constant —Macdonald sales can be relied upon.

The men who buy Macdonald's are your best customers because they buy the tobacco that it pays you best to sell. If you have ever figured out your profits on Macdonald's you will know that there is scarcely another commodity on the market that can show you the same returns on your money as "the tobacco with a heart."

WAYAGAMACK PURE KRAFT

The Word *"KRAFT"* used in connection with

Wayagamack Kraft Papers

means

Strength and Security

THESE, however, are not the only Characteristics of this well-known paper. Another, and perhaps the most important of all, is that owing to its strength a much lighter sheet can be used than is the case with inferior qualities of wrapping paper. As wrapping paper and bags are sold by weight it can easily be seen that this lessens the cost per sheet or bag.

Ask your wholesaler to explain and illustrate this.

Wayagamack Pure Kraft

glazed and unglazed is equalled by few and excelled by none therefore when ordering wrapping paper, bags, envelopes or notion bags,

ask for and insist on being supplied with

Wayagamack Pure Kraft

Clark's Spaghetti

With Tomato Sauce and Cheese

A most popular dish which is showing a daily sales increase.

This Season's pack is exceptionally good and the moderate price will particularly appeal to your customers.

PORK AND BEANS

CLARK'S PORK AND BEANS are just as good as ever they were, and YOUR customers know it.

Give them CLARK'S and they'll come back to you for more.

Made in Canada - By Canadians

"We Search the Earth for Goods of Worth"

The high-class specialties, described below, should have your support for **Three Reasons:**

"They are of high quality and attractiveness.
They are extensively advertised.
They cost no more and bring good profits."

"SOLEIL" Peas and Vegetables.
In Cases of 100—½ Kilo Tins—All Grades.

"JAMES" Olive Oil.
In Bottles and Tins—All Sizes.

"MACK" Spiced Mustard and Capers.
In Cases of 50 Jars each—Stone and Glass Jars—Two Sizes.

"ROSTUDEL" and "KASTEL" French Sardines.
In ⅛, ¼, ½ and Club Sized Illustrated Tins.

"LE SOLEIL" 72% Pure Castile Soap.
In 6-lb. and 3-lb. Bars, and 12, 8 and 4-oz. Pieces—60 lbs. per Case.

"FEYRET & PINSAN" Mushrooms, Anchovies, Pates de Foie Gras, Mushrooms, All Qualities—Anchovies and Pates—All Sizes.

"NEPTUNE" Bassin de VICHY WATER.
Cases of 50 Bottles—Approved by the French Academy of Medicine.

"EVIAN-CACHAT" Table Water.
Cases of 30 Bottles and 50 Half Bottles—"NONE PURER."

Write us for Samples and Prices today.

We supply High Class Advertising Matter with every order, and Cuttings for Trade Papers if desired.

LET'S GET ACQUAINTED

LAPORTE MARTIN, LIMITEE

Groceries and Provisions

Established 1870

MONTREAL

Groceries Dept.,
584 St. Paul West

Provisions Dept.,
173 St. Paul East

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Now is the Time to Buy—don't wait.
Consult these Advertising Pages.
Our Advertisers will _save_ you Money—buy now.

DONALD H. BAIN CO.

CANADIAN BRANCHES:
Winnipeg (Head Office) Manitoba
Saskatoon—Regina Saskatchewan
Calgary—Edmonton Alberta
Vancouver British Columbia
Montreal, Quebec
Great Britain
London, England

Wholesale
Commission Merchants
Brokers
Importers and Exporters

Cable Address—All Branches
"DONBAIN"

CODES:
A.B.C., 4th and 5th Editions
Armsby 1911, Western Union and Bentleys

We have splendid warehouses, storage and trackage facilities at all jobbing points at reasonable rates. May we solicit your consignments?

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

Standard Goods Win Abiding Trade

Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

When Writing to Advertisers Kindly Mention this Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Personal Marketing Service

The "House of Scott-Bathgate" offers manufacturers who are desirous of successfully placing their products in the rich Western field a personal selling organization with an 18-year-old reputation for producing big results.

We have successfully placed such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies and we can do the same for yours. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE

WINNIPEG, MAN.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
Fort William, Ont.

Ship Your Goods to the Well Known Firm of H. L. Perry Co., Limited, Storage (Free and Bond.)
Distributing and Assembling
of Pool Cars Our Specialty

COMMISSION DEPARTMENT

Coupled with the above service, we have a Commission Department with a competent staff, operating throughout the entire West.

This department will execute any buying or selling commissions for you.

This Combination of Departments offers a service that is unique.

THE H. L. PERRY CO., LTD.

214 Princess St. - WINNIPEG

250 publications - dailies - weeklies and Farm Journals, advertise Gold Standard Tea. The Codville Co. Ltd.

7

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

Merchandise Brokers — Manufacturers Agents
WE COVER CANADA
LOGGIE, SONS & CO.
32 Front TORONTO — St. West CANADA

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

D. W. Clark & Sons,
248 Avenue Road
TORONTO

Grocery Brokers and Commission Agents

We invite correspondence from Domestic or Foreign manufacturers who desire to secure proper distribution.

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

LAING AND WATERS
Manufacturers Agents & Grocery Brokers
28 Wellington St. East
TORONTO
Desire correspondence with manufacturers unrepresented in this district.

WALTER WOODS
LIMITED
BROOMS, BRUSHES, BASKETS, WOODENWARE, WILLOW WARE, GROCER SPECIALTIES
HAMILTON - WINNIPEG

Triangle Sanitary — Waxed Paper
CANADIAN NASHUA PAPER CO. LTD. PETERBOROUGH ONT. TRADE MARK QUALITY
A Quality line, which Quality Wholesale Grocers will want to handle. Our Prices are competitive and Service unexcelled.
Enquiries Solicited
CANADIAN NASHUA PAPER CO.
LIMITED
Peterborough - Ont.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143

ST. ARNAUD FILS CIE.

GROCERY BROKERS

Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

GEO. D. LACHAINE

Manufacturers' Agent and Commission Broker Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N. S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P. Q.
Over 30 years in Business. Best references and Connections.
18 Dalhousie Street, QUEBEC.

TIPPET & CO., LIMITED

Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

Be Sure You Ask Your Jobber for

Dominion Spring Clothes Pins

Manufactured by

The J. H. Hanson Co., Ltd.
MONTREAL

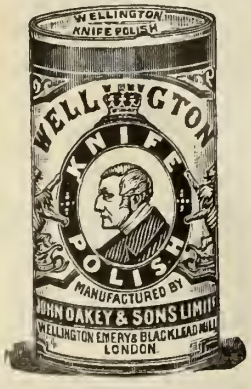
B. & S. H. THOMPSON & CO.

LIMITED

Head MONTREAL Office

Agents for Canada for the HOMCO Products, including Hard and Soft Soaps, Soap Chips, Salad Oils, Compound Lard, Castor Oils, Sanctuary Oil, etc.

ENQUIRIES INVITED



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London.
A.B.C. Codes used, 4th & 5th Editions.

LIMEHOUSE, LONDON, E., England

Canadian Agents:
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.
HUGH LAMBE & CO., TORONTO.

Eureka Service!

The Eureka Refrigerator Co., Ltd., want to give the best possible service to all their prospective customers and with this end in view would urge all our friends who intend installing any new Eureka Refrigeration Equipment for next season's use to order same this Fall. By doing so they will get the most careful attention to their orders and also prompt shipments. The reason we urge you to purchase now is that by doing so your order will be placed before the usual Winter and Spring rush comes and you will have satisfactory delivery insured as a result.

Do not delay — put in your order at once and be sure of prompt and careful attention and delivery.

Eureka Refrigerator Co., Limited
Head Office and Factory:
Owen Sound, Ontario.

Sell More

MUSTARD!

You can—if you will stock and push

STICKNEY & POOR'S
EXTRA FINE
MUSTARD

Every time you sell your customers **Stickney & Poor's Mustard**, you are identifying your store as headquarters for reliable goods of standard quality.

Stickney & Poor's Mustard is packed in attractive tin containers that retain the full strength and fine flavor of the mustard.

DISPLAY IT PROMINENTLY!

Your co-operating servant,
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century-honored 1921
HALIFAX
Mustards - Spices - Seasonings

"DANTE"
BRAND SUPERFINE
PURE ITALIAN
OLIVE OIL

Absolutely the finest produced
Packed in attractive tins.

"ELEPHANT"
BRAND TOMATO
PASTE

Concentrated from choicest Italian plum tomatoes.

Sole distributors for Canada

Amoroso & Malagodi Co., Ltd.

119 & 121 St. Henri St., Montreal, Quebec

A 25c COUNTER PROPOSITION

SELLS ON SIGHT MAKES BIG PROFITS

"Mohican" envelope packages in neat little counter display stands make more profit, for the space used (size 5 1-2" x 2 1-2"), than anything else you handle.

One Montreal store sold over 300 in first four days—making $25 profit.

"Mohican" picture balloons are a novelty—men, women and children will buy. In these stands they take practically no room—are easily handled—interfere with the sale of no other goods.

COST:
$24 per Gross
RETAIL FOR $36

To convince you of the money-making possibilities of this line we will send 6 dozen on approval at a special Introductory net price of $10.80. These will retail for $18 and will give you a very quick profit of $7.20.

BALLOONS IN CHRISTMAS PACKAGES

When ordering ask for illustrated price list.

ROBERTSON & MURPHY, LTD.
245 St. Paul St. W., Montreal

How "Canadian Grocer" Is Read

A Confectionery Manufacturer reproduced —in his advertisement in this paper—a cut of a grocer's window display, containing his products, with special fixtures and display cards.

Many retailers wrote for the display cards and window fixtures to use themselves. A sugar refiner used a similar announcement with similar results.

CANADIAN GROCER is published weekly. It is national—covers the better trade in each province. Member of Associated Business Papers and of Canadian National Newspapers and Perodicals Association. Circulation is independently audited by Audit Bureau of Circulation.

Every issue is practical—that's why the advertisements as well as reading matter are closely read.

Be sure your announcement appears in the Annual Fall, Christmas and Winter issue.

Early forms now closing.

CANADIAN GROCER

Montreal Toronto Winnipeg
Vancouver

Publication Office: **153 University Ave., Toronto**

Whether prices are *rising* or *falling*, the wise merchant who handles ONLY

"SALADA"

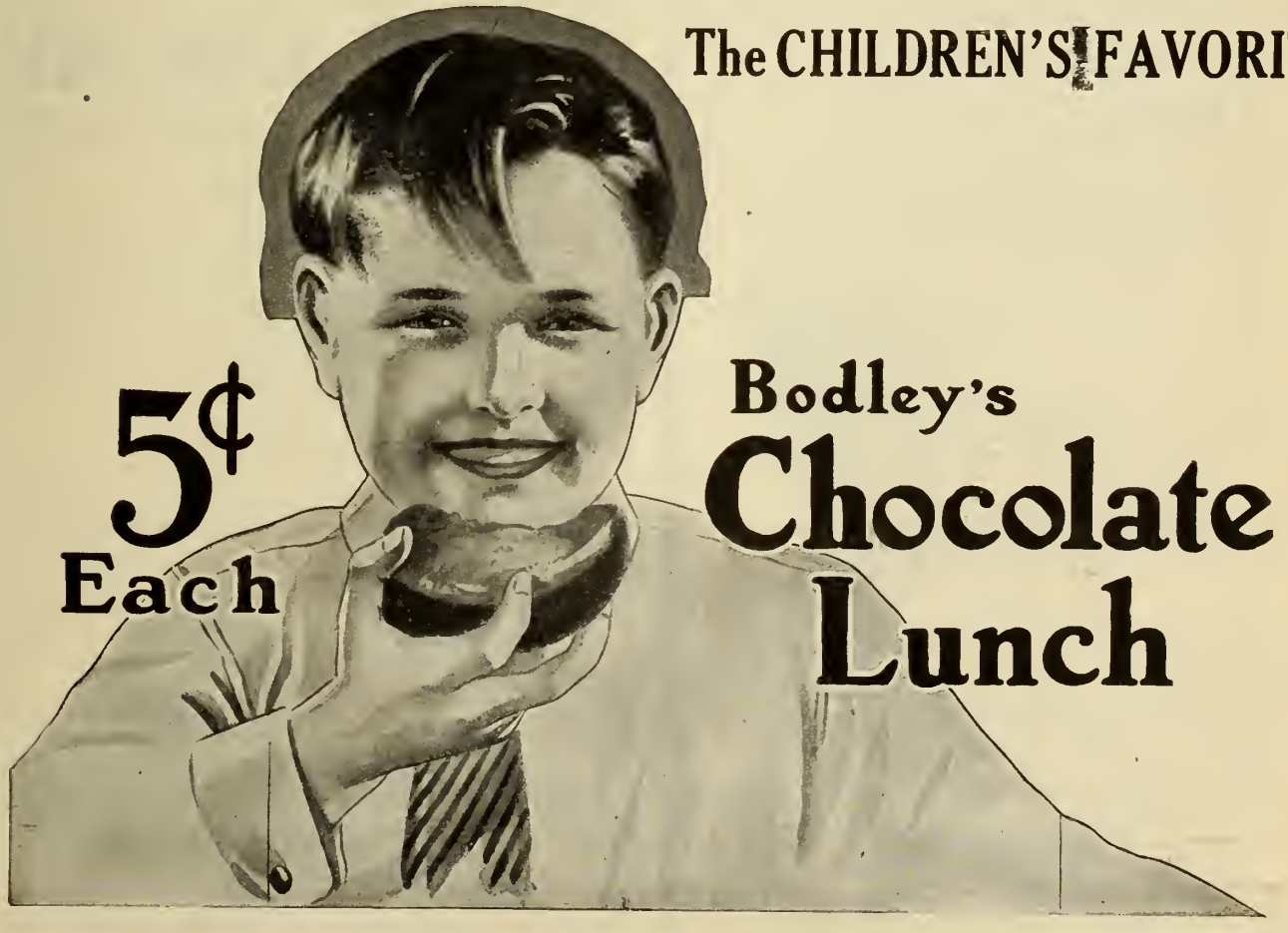
TEA

is protected against any unfavorable market by the immediate "money back" guarantee which covers every package of "SALADA." By far the largest sale of any tea in North America.

SALADA TEA COMPANY OF CANADA, LIMITED

TORONTO MONTREAL WINNIPEG

The CHILDREN'S FAVORITE



5¢ Each

Bodley's Chocolate Lunch

C. J. BODLEY, Limited, Toronto, Ont.

INTERLAKE TOILET PAPERS

All Toilet Papers made by the Interlake Mills are papers of quality. Grades at all prices to meet every demand for quality and quantity. The paper is well perforated and in uniform rolls. Soft, strong, absorbent; no hard fibres or foreign matter.

Write for free sample carton containing six rolls of our standard brands.

Also Manufacturers of a high grade of Paper Towels, Napkins, and other Paper Specialties

Interlake Tissue Mills Co. LIMITED

Head Office: 54 University Ave.,

Branch: Montreal TORONTO *Mills:* Merritton

Your Customers

Will recognize outstanding excellence in Macaroni as well as in tea, or catsup or potatoes.

Just give them the opportunity. Induce them to take home **only** one package of

Then we shall not have to tell you how good it is.

Your own customers will do that for us.

The Columbia Macaroni Co., Limited

Lethbridge, Alberta

So many of Canada's leading grocers concentrate on

KING OSCAR BRAND SARDINES

because

You have just to taste these temptingly flavored little Norwegian caught Bristlings to know the reason. Their unusually high standard quality and delightful flavor have made them a leading seller wherever the best is appreciated.

They're packed in attractively labelled containers from the finest selected Norwegian Bristlings with pure olive oil under strict hygienic surveillance. If your customers are particular you can always please them with King Oscar Brand.

Canadian Agents:

John W. Bickle & Greening

Hamilton, Ontario

Don't Waste Time Envying—Do Likewise

Do you ever envy, just a little, the grocer whose business grows big and profitable?

If you'll watch him, you'll find he holds his trade and builds business by selling quality.

Not the least is his business in tea, and you'll find him selling mostly Red Rose Tea, in clean, air-tight packages, because he knows it is always going to please his customers and so profit him.

Do likewise, and you'll prosper, too.

T. H. ESTABROOKS CO., LIMITED

St. John, N. B., Toronto, Ont., Winnipeg, Man.,
Montreal, P. Q., Calgary, Alta.

"Saxonia Brand Fruits"

Packed in half and one-pound packages.

PRESERVERS OF

Candied, Glace, Crystallized and Drained, Citron, Lemon, and Orange Peels, Pineapple, Ginger, Assorted Fruits, Bigarreaux Cherries, Maraschino Cherries, etc.

Saxonia Fruit Preserving Co., Ltd.

Factory
First Avenue and Ernest St., Montreal, Que.

Sole Agents for Canada
The John T. McBride Co., Limited
189 St. James Street, Montreal, Canada

HIGH GRADE BROOMS

-that always wear longer and retain their shape to the last

Below we give a list of a few of the most popular selling brooms on the market. Each is a leader in its class. They are all short, plump, full topped, well-shaped and well sewed brooms that retain their shape until worn to the thread. The handles are of fine grained, smoothly finished wood.

Special attention to Mail Orders

STANLEY 5 string, fancy corn, all selected stock, polished handle. The broom worth while.

BEAVER 5 string, good quality house broom, popular weight. Stands up to every test.

CANUCK 4 string, from cheaper stock, well made, and worth the price. Above the average in quality.

We also make a number of other lines, including Toy Brooms and Whisks.

Waterloo Broom & Brush Co. Ltd.

Phone 286 Waterloo, Ont.

SELL KEEN'S

OXFORD BLUE

Your most particular customers will appreciate its high quality

AS A BLUEING

It has a great reputation on THE MARKET

Every Grocer wishing to keep up HIS SALES RECORDS Should have a good supply of

"KEEN'S OXFORD BLUE"

WELL TO THE FORE

MAGOR, SON & CO., Limited

191 St. Paul Street, W., MONTREAL *23 Scott Street, TORONTO*

PURITY OATS

THE EMPIRE'S BREAKFAST

Link up your store with the demand we are creating for this infinitely better product.

Western Canada Flour Mills Company, Limited

Toronto **Winnipeg**

CANADIAN GROCER

VOL. XXXV TORONTO. OCTOBER 21, 1921 No. 42

Would Increase Cost of Grocery Lines

New Canadian Freight Classification Now Being Considered Would Change the Classification of Several Grocery Lines, Raising the Same, and Therefore Increasing the Freight

THE NEW Canadian Freight Classification No. 17, which is now being considered by a Special Committee of representatives of the Railways and Boards of Trade proposes to change the classification of several grocery lines, and in all the changes the classification is raised, therefore increasing the freight.

Suggest re-Classification

The Canadian Wholesale Grocers' Association maintain there are several irregularities in the present classification which they think should be adjusted. It is suggested they should urge upon the Classification Committee the reclassification of several lines, such as the following:—

Drinks—Including Lime Juice, Cider, Grape Juice, 'Ades' and other unfermented Summer beverages in the Grocery Trade, should be shown under the Grocery heading. Chloride Lime—should be shown under the Grocery heading. Groceries—should be shown under the grocery heading. Cigarettes, Single Caddies of Tobacco, Nuts in boxes and bags, Jams in glass, Baking powder, Chocolate, Cocoa, Spices, Tea. Twine, Cocoanut, Cut Tobacco, Dried Fruits, Mustard, Cream of Tartar,

Rule 24 Now Effective

On May 16th. last Rule No. 24 was added to the present Freight Classification Rules and has been effective from that date. It reads as follows:—

"(a) Unless otherwise provided in the separate description of articles, the less than carload ratings shown apply only when each loose piece of freight or each package weighs 20 pounds or more, also on shipment in bales, boxes or crates weighing each less than 30 pounds (exvided each such package measures 36 united inches or more, length, width and depth added.

"(b) The less than carload ratings on loose pieces of freight or packages weighing each less than 30 pounds (except shipments in bales, boxes or crates measuring each 36 united inches or more, length, width and depth added) shall be one class higher (greater) than that applicable on shipments complying with section (a) of this rule."

This means that small packages (of which there are a great many in the wholesale grocery business) are subject to a higher classification than formerly and thus are paying a considerable increased freight rate.

Changes Classification

The proposed Canadian Freight Classification No. 17, which is now being considered, changes the Freight Classification of several grocery articles and in all cases these changes are to a higher Classification, thus meaning considerable increase in freight.

The proposed changes are as follows:

	L.C.L. Class.	C.L. Class.		L.C.L. Class.	C.L. Class
Brooms, from	1	5	to	1	3
Corn flakes and shredded wheat	4	8		3	5
Coffee, green, in single bags	4	5		2	5
Do., double bags	4	5		3	5
Twine in bundles, bags	2	4		1	4
Lamp chimneys	2	5		1	3
Lantern globes	2	5		2	4
Matches	1	5		1	4
Beats, pickled in barrels	4	5		3	5
Lard in tins, crt'd.	3	5		2	5
Pickles in barrels or tubs	3	5		2	5
Sugar	4	5		3	5
Tobacco, cut	3	5		2	4
In caddies, two or more strapped	3	5		1	4
Vinegar in glass	3	5		2	5
Washing compounds, liquid	2	5		2	4
Flavoring extracts	1	4		1	0
Jams, pails, 25 No. loose	2	5		1	5
Milk powder, dry in glass	1	5		1	4
Nuts, shelled, single bags	1	4		1	3
Double bags	1	4		2	3
Wrap. paper, wxd.	3	4		2	4
Clay pipes	2	5		2	0
Ground spices	1	4		1	0

Increase Minimum of Carloads

They also propose to increae the minimum of carloads from 24,000 pounds, as it is at present, to the following minimums:

	From.	to.
Paper and paper bags	24,000	36,000
Confectionery	24,000	30,000
Pot and pearl barley	30,000	36,000
Rice	24,000	40,000
Coffee	24,000	30,000
Cleaning compounds	24,000	30,000
Washing compounds	24,000	36,000
Canned goods, including fish, fruits and vegetables	24,000	36,000
Dried and pickled fish	24,000	30,000
Jams and jellies	24,000	36,000
Dried and evaporated fruits	24,000	30,000
Fruit jars	24,000	30,000
Lye	24,000	36,000
Macaroni and vermicelli	24,000	30,000
Canned meats	24,000	30,000
Pickled meats	24,000	30,000
Condensed and evaporated milk	24,000	36,000
Mince meats	24,000	36,000
Powdered milk	24,000	30,000
Molasses	24,000	36,000
Nuts	24,000	30,000
Pickles and olives	24,000	36,000
Salt	30,000	40,000
Soaps	24,000	36,000
Soda, bi-carb and washing	24,000	36,000
Starch	24,000	36,000
Sugar	24,000	33,000
Syrups	24,000	36,000
Tapioca and sago	24,000	36,000
Beans, peas, dried	30,000	36,000
Dried and evaporated vegetables	24,000	30,000
Vinegar	24,000	30,000
Bathbrick, blacklead, bluestone or coperas, boxes, candles, catsup, salad dressing, horse radish and resin	24,000	36,000
Blacking, blueing, chocolate or cocoa, cocoanut, twine, cream of tartar, gelatine, honey, mustard nuts, oils, peel, baking powder, jelly powder, whole spices, tobacco, plug	24,000	30,000

Will Meet Association

The Classification Committee is to meet in Montreal the first week in November at which the Wholesale Grocers Association will be represented and in conjunction with the Canadian Manufacturer's Association, the wholesalers intend to use every effort to have Rule 24 as quoted above struck out of the Classification Rules.

Banker Can Solve Many Of Merchants' Problems

By Jacob Netter, Vice-president National Bank of Commerce, Philadelphia.

THE main cause of retail failure is improper merchandising.

And in solving the problems of merchandising, the merchant may find unexpected and valuable help from his banker if he will only go to the latter with them.

The banker himself is a merchant, and it is his business to understand the fundamentals of merchandising. The fact that he may be unfamiliar with the particular goods handled and the routine details of the business may prove a positive asset rather than a liability in the conference.

The man who approaches a given problem with an understanding of the fundamental principles involved, but unconfused by too close a perspective of details, often has the trick of seeing the important things more clearly than the man whose mind is not fresh on the subject, and who may possibly be handicapped by prejudices and habit which he may not recognize as such.

Banker Interested

In any case the banker is just as much interested in solving the problem to the merchant's benefit as the latter is, for the banker's profit and safety depends upon the success of his client. It's the business of the banker to make other businesses successful, and in his daily task of performing this function his scope of experience is broader than that of a man who is running a single business.

The average retail merchant carries too large a stock for the volume of business he does. The reasons for this are many.

First. He buys too much before the opening of the season and many varieties turn out to be bad sellers. He should buy more during the season, when he can have the opportunity to see what he sells and generally he can manage to get what he wants.

Second. He is not careful enough in his early buying.

Third. Inadequate accounting system prevents him from knowing the condition of his stock from week to week.

Keeping Tab on Stock

Merchandise stock books can be kept by a very simple method of deduction, and many merchants owe their success to their knowledge of their merchandise stocks at all times, enabling them to get rid of "stickers" in season with a small reduction rather than waiting until the end of the season and sacrificing at large loss. Such a plan also enables them to duplicate intelligently good sellers.

Another help in keeping stock records properly is that it enables one to discount bills, thereby getting him in good credit and making merchants more sought after by good manufacturers.

It also gives the merchant a good part of his profit at the end of the season in cash, by having his stock at a minimum figure at each season's end.

Another great help is educating one's salesmen—first, in selling—second, in creating good impressions on customers —third, in asquiring improved memory of customer's names, etc.

Also it is necessary either to do a large volume of business, if one wants to work on small profits or an adequate profit on a small business.

If one turns over his capital many times during the year he can work on much less profit than the merchant who only turns it over twice a year.

The bank can be of great assistance in helping to work out the details of the policies outlined above, as merchandising advice is one of its important functions.

Sells 45 Hampers of Sweet Potatoes In Ten Days

Malcolmsons, Ltd., Chatham, Ont. believes in going after business in a big way. Their creed is to act and talk business in a large volume which ultimately is bound to bring big business. If a certain article is taken hold of, their plan is to make a big showing of it, advertise it or in other words "give it a run for its money."

Recently they purchased 45 hampers of sweet potatoes. One window was used exclusively for the display. Several hampers were tipped over in the window spilling the contents over the bottom of the window in a careless manner. The daily advertisement in the newspaper carrried a message that these sweet potatoes had arrived, were of the finest quality, of even size and to note the clean smooth appearance of the sample shown in the window.

This little flier in sweet potatoes resulted in the 45 hampers being cleaned up in about ten days and at a satisfactory profit to the firm.

Ruling in Regard To Marking of the Country of Origin

As has been previously reported in "Canadian Grocer", it is necessary that the country of origin be marked on each article, wherever practicable, coming into Canada after January 1st. The regulation read originally October 1st but by a later order-in-council this was changed to the first of January. An importer however tells "Canadian Grocer" that it would be advisable for all firms sending goods into Canada from now on to have the country of origin marked. He was advised by the customs department that it would be better to do this now to avoid trouble in the future. Importers should advise their shippers to this effect.

Be as considerate- and attentive to children who come into your store as to older customers. Remember they are doing errands for mother and to keep them waiting or to be less courteous is to incur the displeasure of perhaps a good customer.

Hitting On All 24 Cylinders

SUPPOSE that the billboards and daily papers of a city had for days past carried the announcement that Mary Pickford or Charlie Chaplin or any of the other screen idols was to appear in a film at such-and-such a theatre on a certain night. On the night in question a large audience gathered, only to be informed by the manager that the film had failed to arrive but that he had received the full scenario of the play and that he would read it to them.

How many persons would there be in the house after he had finished the first sentence? How many would fail to demand their money back?

The reason lies in the fact that people, the world over, like to see things. Reading about them or hearing about them excites their imagination and stimulates their interest, but they are never entirely satisfied until they see goods, no matter whether it's a moving-picture, a bunch of onions or a bottle of pickles. And in the case of merchandise they like to feel the goods as well as see them.

It has been said that the eye feeds twenty-three nerve centers, while the ear feeds but one. Hence the simple act of laying something on the counter has precisely twenty-three times the chance of selling the article that any description of it by the salesman might have. It follows, therefore, that attractive window trims, counter displays and the like are essential to the life and success of a progressive store. They not only back up the arguments contained in advertising and the arguments of the sales people, but they enable the organization to hit on all twenty-four cylinders at once instead of only on one.

Little Loss from Credit Accounts

Merchants in Sydney and Sydney Mines, N.S., Report a Minimum of Loss as a Result of Allowing Credit to Customers—If Delivery Is to be Profitable, Adhere Strictly to a Schedule

"NINETY per cent of our business is done over the telephone," F. Morley of F. and J. Morely grocers, in Sydney, N. S. told a representative of Canadian Grocer recently. "Our credit accounts represent fifty per cent. of our turnover, but our losses are less than one per cent. The people catered to are among the best in the city. We watch our credit accounts very carefully, and if anyone becomes dilatory in payment, we remind them of the fact, and in most instances the account is met."

In the Morley store only top quality goods are carried. "We believe in stocking only the best lines available," Mr. Morley added. "If a new line comes on the market and it recommends itself to us, we do not hesitate to suggest it to our customers. We have frequently increased the sale of new lines by getting behind them, after we ourselves had been convinced of their quality. We do this very often over the telephone and believe that it is worth while."

Mr. Morley has a delivery schedule which he declares he adheres to very strictly. Delivery from this store is made only at certain hours. Some merchants have made the assertion that they have found a schedule of delivery does not work out satisfactorily, but Mr. Morley claims that it is the only way to make delivery profitable.

The Morley store is always attractive, and neatness is insisted on. Goods are always delivered to the rear of the store where there are scales for weighing them. All bottled goods are placed on the shelves on one side and the canned goods opposite. This makes a very neat arrangement, and the customers get used to looking for an article in an accustomed place. The office of the store is on a messanine floor. A cash carrier system is used and all moneys go to the office, making it much easier to check and with fewer mistakes.

Display is an important feature of the Morley store. Windows are always attractively arranged, as well as interior displays on the counters and on the tops of showcases. Neat displays of such lines as jams, pickles, etc., are made on the tops of the silent salesmen, and since adopting this method, Mr. Morley states sales have very noticeably increased.

Labor saving devices are everywhere apparent in the Morley store. Three sets of computing scales are used. A cheese cutter that Mr. Morley states he would never be without, and an electric coffee grinder are some of the work savers noticed. Two sets of carriers for egg cartons are used, and in these the filled cartons are placed. If a customer orders eggs they are always ready. Each carton is numbered, and when being sent out the number is recorded on a card. In this way there are no losses of cartons.

Work Well Together

Up until two years ago Edmond McDonald operated a store in Sydney Mines carrying groceries and dry goods. These two departments were in separate buildings but were connected by a door way in the centre wall. At this time, two years ago, Mr. McDonald sold his business, the grocery end to Mr. D. R. MacAuley and the dry goods to another man. This would have broken the idea of the two departments in the one business but the merchants saw that this would hurt both so decided to continue as before although they were previously unknown to each other. The office is the same as before having entrances from both stores but each merchant has his own desk. The business to-day is, in the face of adverse labor conditions, showing steady improvement not only because of the joint arrangement but because both men are trying to give the best possible service and carrying the best goods. The joint arrangement too has worked wonders in saving the old business in the opinion of Mr. MacAuley.

40 Per Cent Is Credit

An account register is used by Mr. MacAuley in keeping his credit accounts and when a customer of the grocery department who has a credit account wishes to get some drygoods on the same basis they are jointly charged on the grocery register. At the end of the month when the account is sent to the customer, the combined amounts are on the one statement and the entire bill is made payable to Mr. MacAuley. After these are paid a cheque is given to the drygoods merchant to adjust the amounts that have been paid. In this way it is unnecessary for the drygoods department to keep any credit accounts. No credit is given in the drygoods department to any who are not regular customers of the MacAuley store. Those who are given credit are all reliable and are fully investigated before credit is given.

The credit at the present time is in the best of shape and Mr. MacAuley claims that if he were to stop the credit at any time there would not be losses of five hundred dollars. Forty per cent of the turnover is credit.

Mr. MacAuley was formerly with the Steel company in Sydney Mines and knew all the people who would become and were already customers of the store. In this way he was able to eliminate the irresponsible ones. Although there are some customers who have some balance in their accounts, the regular current accounts are being paid up regularly. These balances are caused by the unemployment in the mines on which this town is dependant for business. Telephone business is encouraged in the store.

A delivery is operated on a regular schedule and customers know that unless they get their orders in on time they will have to wait for the next one. All orders that come in early in morning are delivered at ten o'clock and in the afternoon the delivery is made at five. There are no exceptions, and the customers don't ask for special deliveries.

Biscuit Display Increases Sales

Mr. MacAuley believes that biscuit display is selling twice as many biscuits as if they were without the use of it. In this way the customers can see what they are buying whereas with the old system they were compelled to take what was given to them. The display also creates a desire as the appearance is always neat and clean.

More attention is given to the windows each week and as a result the sales of goods shown there is steadily improving. The display is changed twice weekly.

In wrapping orders be sure and segregate butter from articles with strong odors. Recently the writer made a purchase and the clerk in wrapping the order placed two cakes of soap on top of a pound of butter. Imagine what the butter would taste like after such close contact, after carrying home in the hot hands.

Do you know what it costs you to do business and how often you turn your stock? It not, find out immediately.

Couldn't Kid Him

Some one, just for a joke asked for some sweet potato seeds. The clerk hunted all through the seeds but could find no sweet potato seeds, and finally appealed to the boss.

The latter explained that he was being kidded and cautioned him about not letting smart Alecks put anything over on him.

A few days later a lady entered the store and asked for some bird seed.

"Aw, go on," grinned the clerk, "you can't kid me. Birds is hatched from eggs."

Illustrating how A. Glover, Kingston, Ont., displays fall vegetables and fruits. Note the artistic use of corn stalks, palms and wild flowers.

"Merchants Who Do Not Display Vegetables Have Missed Something"

Such is the Opinion of A. Glover, Kingston, Ont.—The Fall of the Year the Best Time to Make Such Displays—Sales Not Affected By Back Yard Gardeners.

"ANY GROCER who has not made a special display, particularly during the Thanksgiving season, of fruits and vegetables has missed a great opportunity," stated A. Glover, Kingston, Ont., to a representative of Canadian Grocer. And in so stating Mr. Glover has certainly hit the nail on the head.

It is true that many merchants have a habit of making creditable window displays of fruit and vegetables, but it is also true that there are merchants who pay little attention to this side of their business, other than heaping a pile of vegetables of one sort or another in the corner of the window, at the front door, or perhaps a few boxes of the same edible merchandise scattered hither and yon throughout the store. Happily, however, this class of merchant is gradually becoming fewer and farther between. Merchants are realizing the advertising value in a fine display of fruits and vegetables.

Displays Valuable Year Round

There is hardly a month in the whole year wherein fruits and vegetables cannot be shown to advantage. But it appears that the fall of the year is the season to make the finest displays and incidently build a reputation for the merchant, which, after all can only result in one ending—larger turnover and greater profits.

In the Glover store displays of this nature are a regular feature. Great care is taken in the selection, and only the finest goods are purchased; quality is never sacrificed for price.

In trimming a window with fruits and vegetables, Mr. Glover shows remarkable artistic ability, as can be readily seen upon studying the effect which he has achieved in the photograph of the window display illustrated above. The goods are apparently carelessly arranged, but at the same time each article is placed with a definite purpose in view—to make each vegetable stand out clearly and distinctly from its neighbor. Palms, stalks of corn and wild flowers of the fields are used as a background which tend to give a breath of country atmosphere to the whole display. This touch of realism, idealism or whatever else you wish to call it has a double purpose. It completes the frame of the picture, it adds cheer and attractiveness which the passerby cannot resist. It causes him to stop and examine the balance of the display in detail, tempting the appetite, and eventually terminating in a sale and a new customer for the store.

Sales Steadily Growing

It has been stated by merchants in small towns and in localities where "every home has its own backyard farm," that the sale of vegetables is relatively small and that a window display of such would be a sheer waste of time. Mr. Glover, however, does not find it the case. He has many customers whose hobby is backyard gardening, but his sales on vegetables are steadily growing each year. He claims that such customers are heavy buyers of vegetables, especially in the fall months. This is accounted for by the fact that particular attention is paid to the quality, even better than the customer can grow in his own garden. "Back yard gardeners are especially interested in our window displays," remarked Mr. Glover. "The other day one of these 'city farmers' was attracted to the window by the display of some fine snow white cauliflowers. He came in and made a purchase. The next day he was back and wanted to know where he could get information upon growing such fine cauliflowers as all the family said they had never tasted such fine flavored ones before. This sort of thing occurs repeatedly, and instead of naturally expecting it to hurt the business on vegetables, it reacts the other way, making people more interested in vegetables and of course a greater consumption and a bigger sale for us."

Estimating and Increasing Turnover

Following a New Method of Stock-Control a Remarkably Simple and Impressive Record of Turnover Can be Kept, and the Number of Turns can be Increased—The Number of Turns is Just as Vital As the Amount of Profit on Each Turn

THERE should be no difficulty in expressing the idea that the number of turnovers is just as vital to a business as the amount of profit on each turnover, and says the New York Retailer: "If there are four turnovers in any given period the profit on the stock investment of twenty per cent., and if the number of turnovers is doubled the profit will be doubled, we are told by the Department of Domestic Distribution of the U. S. Chamber of Commerce," says the New York World Retailer.

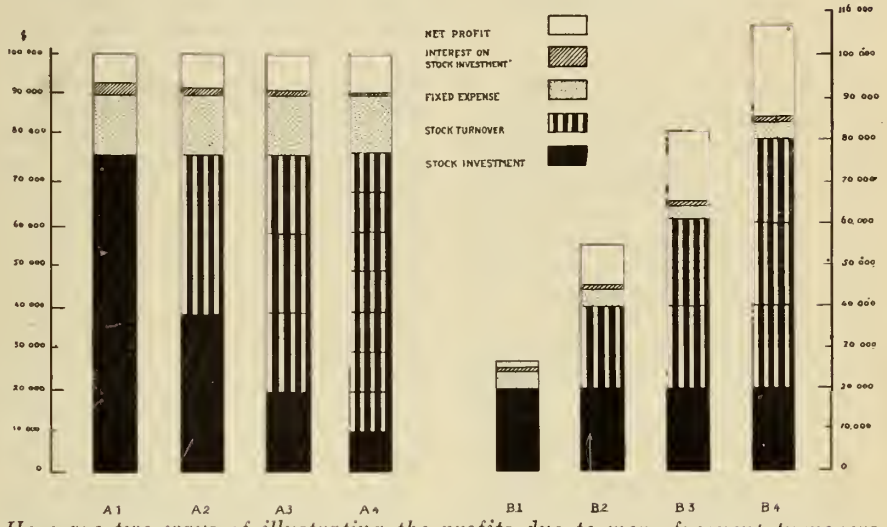
Many years ago merchants and manufacturers who had studied distribution with exactitude, as if it were a science or at least an art, learned that the rate of turnover is one of the most important factors in business. If all of its relations are taken into consideration perhaps it is the most important factor, except always an accurate form of cost accounting, without which it is almost inconceivable that any business, large or small, can be conducted really well. We use the expression "almost inconceivable" because we know that some business heads have not established cost accounting. This is not an argument against it any more than if a merchant does no advertising his failure to utilize this sales method is an argument against the need of publicity. If a business man does not keep his costs separated from each other, we are forced to ask:

How does he know when some of his expenses are too high?

Clear as the importance of the turnover appears and universally as it is accepted, there are frequent violations of its most fundamental principle—not to overbuy—even among comparatively progressive merchants. An addition to the cash discount or an attractive price concession sometimes will induce the purchase of considerably more goods than can be sold within a reasonable turnover period. This entails the likelihood that a season will pass leaving a costly lot of goods in stock and the resultant mark-downs and sacrifice sales as the only way of moving them.

It is, of course, possible to be too conservative and to buy less than could be sold. This is not really a serious condition because, unless transportation facilities are very poor or the distance from supplies is very great, a shortage usually can be made up in a few days and often in a few hours. Average conditions only can be discussed here. Special cases demand special methods.

When the various expenses and wastes involved in slow turnovers are stated separately the subject becomes



Here are two ways of illustrating the profits due to more frequent turnovers. Series A is based on a given period and shows how the investment and interest grow less while profit increases.
Series B is based on a given investment so that interest remains the same although profit increases.

even more easily understood. What are the elements in which losses due to slow turnovers may be found?

(a) Investment
(b) Interest
(c) Mark-down
(d) Salaries and wages
(e) Shelf or storage room
(f) Prestige-Reputation
(g) Inefficiency

An examination of these elements shows their relation to each other.

(a) Invested money is the source of profit which in turn depends upon the amount of goods in stock and upon the length of time which these goods are carried. It is evident that to double the turnover comes to the same thing as doubling the amount of stock without increasing the investment. Or, vice versa, one-half as many turnovers results in doubling the amount of money invested for the same quality of goods.

(b) Interest must be paid upon all borrowed money and most merchants are borrowers. If the turnover is reduced from a period of six months to one of three months the interest on a given loan is reduced in the same proportion.

(c) Mark-downs are required for three principal reasons:

1. The goods have proved unsaleable at the original mark-up.
2. Too many were bought and a change in the style or season has left some of them on the shelves—
3. With the result that they have been soiled, chipped, bent or otherwise defaced by frequent handling.

(d) Salaries and wages must be included because every operation in every establishment costs something. When an unprofitable operation is performed it represents a loss. Roughly these losses are due to:

1. Waste of time by management in reaching decisions as to when and what mark-downs are to take place.
2. Waste of time by sales force.
3. Rewriting tickets.
4. Rearranging goods for mark-down sales.

(e) Shelf or storage room is a definite part of the expense of doing business, and that portion which is devoted to slow-selling merchandise is wasted.

(f) Prestige-Reputation--for the high character or timeliness of merchandise is sought by most stores. There is a distinct waste measurable in dollars and cents when the reputation of an establishment is lowered by shopworn goods.

(g) Inefficiency always results in waste. The buyer whose judgment often is wrong usually makes the mistakes from lack of knowledge as to the stock and the speed or slowness with which it is moving. Frequent mistakes cause uncertainty in the mind of the one who makes them and tend to worse errors as time goes on, unless some measures are taken to make them improbable.

Have you ever figured or even estimated the amount of these costs in your own business?

More losses which take the form of waste may be thought of, such as insurance on mark-down merchandise and other overhead items, but these cannot be divided conveniently and only need be mentioned.

There is just one method of reducing this waste to a minimum. That is through records of purchases and sales which can be consulted at any moment; which will give a complete picture of the situation as it changes from week to week, from day to day, even from hour to hour if that be desirable, and which will supply the knowledge for immediate additional purchases for mark-downs or for any other change in handling the stock.

In Figure 1 are shown two sets of graphs, series A-1, A-2, A-3, A-4 and B-1, B-2, B-3, B-4.

Each of the columns in Series A represents sales amounting to $100,000 but the number of turnovers increases from 1 in A-1 to 4 in A-4, and it will be observed that with each increase in turnover the stock investment as well as the interest are cut in two, while the amount of profit increases.

Series B shows uniform stock investments and costs of interest throughout, while the amount of profit increases with the number of turnovers.

Differently expressed, Series A proves the decreased investment needed to perform a given amount of business and profits which accrue to the same investment upon a multiplied turnover.

All of this has been accomplished in a simple manner (by a new method of stock-control), with benefits equally to the merchant and to the customer. (And every wise merchant knows that a benefit to the customer comes home to roost as a benefit to his business).

In a certain establishment the direct cost of this method of stock-control has amounted to less than 1 per cent. of the selling price. Yet it has increased the turnover considerably in all of the departments where it has been applied, and in the department where it was first installed the turnover has nearly doubled, while the mark-down wastes have been more than cut in two. Not only has the number of turnovers increased but also the amount of merchandise sold in each turnover. Errors in the judgment of buyers have been made less probable in the future as the causes and kinds of errors have been made clear. Last but not least, a record of the remarks by customers shows the enhanced reputation of the stock.

If the accomplishment of these results had been through any complicated or difficult method its general application might not be easy. But the exact contrary is the case. It is perfectly simple and almost as easy as not to do it at all, and it is quite as applicable to a wholesale as to a retail business; to a large business as to a small one.

First and foremost is the necessity of dividing the establishment into departments. Usually this has been done where a large stock is carried, but small stores often have not done it and a part of their trouble comes from this neglect. An additional advantage following the practice is due to the better display which may be made of the stock. This, however, is another subject, since the discussion now relates solely to control of the stock, which can be secured only if it be arranged according to a definite departmental plan.

It may be thought at first by some readers that there would be difficulty in dividing into departments a store which, like a grocery store, might itself form one of the departments of a department store. But on second thought it will be seen that there are several possible departments even in a small retail grocery store. For example, many stores sell ice cream; and there are costly and cheap grades of bottled goods. Many departments are possible in a grocery store whether it be large or small. Nor need departments be separated by partitions or show-cases; an imaginary division is quite enough, so long as the proprietor is conscious of it and uses it on the control-cards to secure a reliable sales-analysis.

It is the only method by which unprofitable departments may be reorganized intelligently.

Have you divided your store into departments?

STYLE 2783 BOUGHT FROM Stevens & Co. DESCRIPTION Salad dressing MATERIAL

COST	SIZE	Aug	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
4.50		Rec'd				(0)	(0)		24																								
		O.H.	19						3																								
		Sold	3	4	3	6	2		5	3																							
		O.O.	(24)																														
4.50		Rec'd					(0)		24																								
		O.H.	11																														
		Sold	2	2	1	3	2			6																							
		O.O.	(24)																														
		Rec'd																															
		O.H.																															
		Sold																															
		O.O.																															
		Rec'd																															
		O.H.																															
		Sold																															
		O.O.																															
		Rec'd																															
		O.H.																															
		Sold																															
		O.O.																															

Illustrating the Control Cards.

After the departmental plan has been arranged an inventory must be made on the control-cards which are designed to exhibit every necessary fact for every day in the month. A sample card is shown, Figure 2, but the exact shape and size will differ somewhat with the department or kind of business involved. The idea is adapted to the most widely differing merchandise, as for example, ice cream or canned goods. By printing on both sides the capacity of the cards may be doubled, and by using a card twice the size, folded in the middle, a quadrupled capacity is secured.

Many methods are practicable for indicating to which department a control-card belongs. Probably the simplest is by means of tinted cards, of which there are seven standard colors: white, blue, red, green, yellow, salmon and gray. If a greater variety is needed the name of the department may be printed faintly on the face of the card, or the upper edge of the card may be indented or clipped at the corners so that it may be identified at a glance. Whatever plan is adopted should be considered carefully beforehand, since changes are troublesome and expensive.

The row of figures at the top are the days of the month and the blank spaces below are the quantities "Rec'd," "O. H." (on hand), "Sold" and "O. O." (on order).

According to Figure 2, the firm had on hand at the opening of business on Aug. 1, 19 bottles of size large and 11 bottles of size medium salad dressing, which cost $4.50 per dozen and were bought of Stevens & Company. During the first week of August 18 bottles of size large were sold, two bottles were returned by customers (one each on the 4th and 5th) so that three bottles were on hand at the opening of business on Monday, August 7. On the same day 24 bottles were received which had been ordered on the 2nd.

Certain of the figures, like "returned goods," usually are made with red ink, but the color cannot be shown in the engraving, for which reason the figures are inclosed in a circle. The figures 24, "O. O." also should be cancelled with red ink.

These cards it will be observed constitute a perpetual inventory, which displays at a glance every factor in which the management and the buyer may be interested: At what rate the goods are selling; which sizes are selling fastest; which styles are most popular; when it is time to order more and which of the goods must be marked down. They are under the charge of one person, who makes all of the entries, and are mounted in an open rack. Probably the most remarkable characteristic of the control-card is the fact that changes are recorded within a quarter of an hour after they take place, so that those in authority, if it is necessary, may know the precise condition of the whole stock at any hour of the day.

From this description it is evident with what certainty and rapidity judg-

(Continued on page 27)

Finds Grocery Business More Profitable Than Gold Mining

Interesting Reminiscences of a New Brunswick Merchant—Over Half Century in Business and Continues to Take Active Interest—First Store to Have Plate Glass Windows—Believes in Display And Modern Equipment.

MANY merchants in the Maritime Provinces have had a checkered career before settling down to a life work in the mercantile world. Among whom is W. H. Vanwart, Fredericton N. B. who, well past the span of life of three score and ten, still maintains an active interest in the business although the greater part of the executive work has been conducted by his sons for the past fifteen years.

Mr. Vanwart was born and raised on a farm near Fredericton, N. B., but at the age of twenty one, like many another youth of the same age looked upon far away pastures as being more fertile than the ones closer to home. So one bright morning in the year 1867 he left his home and landed in Portland, Maine, and from there to Omaha, Neb. He did not stay there very long, however, for the gold fever was upon him and he decided to try to locate his fortune in Montana, near Fort Benton. This point was reached by boat up the Missouri river and held many a thrill for the young navigator and seeker after wealth. It required forty-five days to reach his destination and Mr. Vanwart recalls many an exciting adventure with the Indians, when on several occasions it was necessary to build a barricade around his boat to protect himself from their murderous attacks.

Mr. Vanwart remained in Montana for five years, dividing his time between gold mining and stock raising. In these he was only nominally successful. Going home on a visit, his family persuaded him to see that there were as great opportunities right at home as there were in far away countries.

He decided to stay and in 1873 together with his brother-in-law, started in the grocery business. Success favored the young merchant from the start and eight years later he had accumulated enough funds to buy his partners share of the business.

Believes In Credit Business

In the earlier days of the business, the greatest volume of trade was done with the farming community, but today this trade has apparently all passed away. The store now having a city clientele enjoys a reputation for selling high grade merchandise.

Fifty per cent of the business is conducted on the credit basis and Mr. Vanwart stated that "he would sooner have a good credit businesss than one of strictly cash." He basis his opinion on the fact that it is easier to do business on credit than it is for cash, and customers will make larger purchases. Careful watch is kept upon accounts and although a half century has passed since the business was established, few accounts have been required to be entered upon the wrong side of the Profit and Loss account. Accounts are rendered promptly the first of each month and usually by the tenth the full amounts are received.

In the early days of his business career, Mr. Vanwart would make an expedition to St. John, each spring and fall for the purpose of buying and to discover new articles. This was necessary to keep abreast of the times as travellers were not as numerous fifty years ago as they are today.

This policy of being everlastingly on the look out for new lines has been strictly adhered to, and today the Vanwart store has a reputation for carrying the latest and highest grade merchandise.

It might be mentioned that W. H. Vanwart was the first merchant in Fredericton to install a plate glass store front. This was later followed by an automatic oil pump, silent salesman show cases, computing scales, cash register and other modern fixtures.

Goods Displayed Half Sold

Special attention is given to display both in the store and the show windows. Two display cases are devoted to candy and during the past year, sales on chocolates alone, amounted to 5,000 pounds.

Fancy baskets are used for displaying fruit and the results have been very gratifying.

"You cannot go back to the old methods of doing business," said Mr. Vanwart to a representative of Canadian Grocer. "The store must have modern equipment and the stock must contain the newest articles, both in season and out. People are demanding better quality and more variety."

Cuban Sugar Committee Announces Lower Price On Raws

Reduction of One Eighth of a Cent Regarded as Influenced by Dullness in World Markets —Europe's Beet Crop Estimated at 3,900,000 Tons

THE Cuban Sugar Committee has announced a reduction in price of Cuban raws of one-eighth of a cent, making their price 2.50c cost and freight which is equivalent to 4.10c duty paid in New York. The last reduction is claimed to be the outcome of the quiet market and the possibility of the large stocks of Cuban sugars not being moved off before the new crop arrives. In reviewing the sugar situation the Federal Sugar Refining Company, says: "The sugar industry will be back on a supply and demand basis before long and those interests naming the right price will move supplies, whether of cane or beet sugar. The declaration of the domestic beet industry that it will not enter Eastern refiners' territory east of the Pittsburgh-Buffalo line, and the Cuban committee's announcement that it will market its stock without undue haste or undue inflation, assuming ideal conditions in the industry. These ideal conditions do not exist and it is wrong to believe that reduction of stocks is a secondary matter.

"Extreme dullness continues in the sugar markets of the world. The British Government's arrangements with the British refiners have ended, and it is believed that about 40,000 tons white sugar held by the Government will soon be placed on the market and the work of the Royal Commission thus completed.

"Europe's beet crop is now estimated by Federal correspondents at 3,900,000 tons, as compared with 3,695,000 tons last year. Germany's crop for 1921-22 is now placed at 1,330,000 tons, as conditions are on the whole considered favorable. Reports from France, Holland, Belgium and Czecho-Slovakia also announce improved conditions, although more rain is needed.

"All the German raw sugar factories and refineries have joined in one big combination. The whole sugar industry of the country is to be merged from one central office in Berlin called the Zucker-Wirtchaftsstelle. Germany is not exporting sugar, declares a Government statement, contrary to reports. Before the war large quantities were exported, especially to England, but Germany is not in a position to resume this business now. In 1920 only 1,370 tons of raw and 4,552 tons of refined were exported compared with 530,000 tons of raw and 590,000 tons of refined in 1913."

Careful Watch of Expenses Pays

This Grocer's Costs for Paper and Twine in 1920 were .9 Per Cent As Compared with .63 in 1919—Paper Buckets Used for Pickles, Ice Cream, etc., Should be Charged For

By HENRY JOHNSON, Jr.

SOME merchants watch expenses and thereby correctly interpret current conditions. Here's one:

September 16, 1921

Dear Sir:—Your articles on expense account have been interesting to us. One item which with us is bigger than heat, light, insurance, taxes or bad debts, and a close runner up on rent, is paper and twine. With paper prices what they were last year, this item actually reached .9% in our business. In 1919 it was .63%. We do not see where else a paper and twine item can be put except in expense account. It is true some paper bags are sold by weight with rice or chocolates or sugar, but most paper is simply expense. You cannot collect for wax paper put on comb honey or for the bucket used for pickles, ice cream or oysters, or for a bag used with apples or clothes pins. Our 1920 expense account ran thus:

Rent	.98
Wages	6.91
Advertising	.36
Delivery	2.67
Heat & Light	.35
In & Taxes	.27
Bad Debts	.50
General	2.93
	14.97

General includes ice, .18, office .08, paper, twine .9, interest on investment, 1.21, telephone, telegraph and depreciation. Interest on investment is bigger than it will be soon as stocks were large at beginning of 1920. Expense in the past few years has run this way:

1917	1918	1919
13.22	13.6	12.47

In 1905 our expense was 18.09, in 1910, 15.57, in 1913, 14.08. It came down as turnover increased, but showed an increase in 1920 for the first time in many years. This year it will probably show a further increase as expenses have not dropped with prices of goods.

Yours truly, Eastern Ontario

Almost All to the Good

There is little to be said in comment, for this man knows what he is about. He takes little for granted, thinks out his daily problems himself to the logical conclusion.

It should be said, however, that paper buckets used for pickles, ice cream, etc., should be charged for. The cost thereof should be figured in when the price for those commodities is fixed. This applies equally to egg cartons, butter trays and all other items when it is possible to foresee with fair accuracy to what use any package is to be put.

Eggs may cost 38 cents the dozen. With 1½c. added for the carton, the cost is 39½c. Such must be the cost taken into account when the price is made. Same with the other things. A bucket costs so much. It is just as tangible a cost as the quart of pickles or ice cream. Sufficient of a burden must be imposed on those items to cover the probable average cost of all packages directly involved. Where the average is doubtful—where you are uncertain whether sales will run mostly to pints or quarts—take the bigger figure and play safe.

Even in doing this, there is no reason to lift those things out of the expense account. An extra buffer of one half per cent. here and there is an excellent safeguard. Be as accurate as possible, but in case of doubt take the benefit of the question to yourself.

Service Wins—When It Is Rendered

Here is another angle:

Sept. 17, 1921

Dear Sir:—With much interest I study your stories in Canadian Grocer. No question of doubt you are in a way familiar with conditions of the grocery business in our city. I, like a lot of others am hemmed in by a bunch of chain stores. Now, my slogan is "Service." That probably accounts for me doing as fairly well as I am. Yesterday the Elank Chain Store Co. had an ad in the evening papers: "Bananas 5c. a pound." In order to to make a profit, I must sell bananas for about double that price. I sent a boy to one store with a nickel for a pound of bananas. He came back with three small bananas, one half rotten, that weighed 12 ounces. I sent the same boy with another nickel to get a pound in another store. They "were out—had none." Then I sent him to the first store again with 25c. to get five pounds. He came back with five pounds all right, but five bananas out of this lot were soft, unsaleable. Now, we are up against it in such ways. You may have some suggestions to make.

Yours truly

There is no indication in this how well my friend is doing; but I assume he gets by and that he does it by delivering sound bananas at ten cents a pound, with other service along similarly sound lines.

It is an instructive thing to note that grocers who deliver bananas in good condition succeed in getting the price necessary and sell many times more than their neigbbors who insist that "it can't be done."

Only yesterday I talked with a grocer who is surrounded with "cheap" competition which bears down heavily on bananas as a leader. He sells more bananas every week. With a business of only moderate size, he sold four big bunches last Saturday.

He selects his bunches from his jobber personally. He gets long, even sized fruit. He takes it in when it is "on the turn," so that it is solid, bears handling and ripens evenly as it hangs in his store. He selects bunches in which the stem is green and firm, and he lets all that stem remain where it is.

Pays to Know Your Goods

This matter of the stem is important. The fruit draws nourishment from the stem in ripening. If the stem is green, there is nourishment to draw on. If it is dry, the fruit will drop off shortly, there being no nourishment left. The longer the stem, the more nourishment, hence it should not be cut off "to make it look neater." Nature is not always neat, but she usually knows what she's about.

Consequently all the fruit this man sells makes good with his customers, and consumers always prefer value to mere price. Perhaps it might be well to say that it takes both value and price to make something that is permanently interesting to the customer.

At the risk of reputation, I shall tell here the story of the wholesale fruit house and bananas. If you stop to think, you will realize that in the jobbing fruit business, bananas are the competitive item. They are the sugar of that business. Being thus highly competitive, many jobbers lose money on them.

A certain chain of jobbing fruit houses had one member that was so sick that the plan was to discontinue it. Pending its winding up, a young man was sent from the parent house to take charge. In three months he turned in net profits of $4,000 from this sickly sister, and it was decided not to close it out just yet. Next year that house turned in earnings that in percentage were the highest of the chain, and in dollars and cents second to the highest. That is some record? Yes: and it was made by delivering good goods and getting the price needful for them.

Bananas Lifted out of Competition

Not only are bananas highly competitive, but this section was more badly demoralized from the jobbers' standpoint than most others. Men were apparently trying to commit business suicide via the banana rout. The fruit was costing five cents at shipping point and selling at this place at 7 to 7½c. Here is how that boy figured it out:

Fruit was billed at, per hundred	5.00
Freight and tax, per hundred,	1.00
Add for shrink, 11%	.66
Add for gas ripening, handling, rent	.60
Makes cost laid in ready to sell	7.26

General overhead being 12½% and profit needed being 2½%, he divided his cost by 85, as follows:

```
  854
85)726
   680
  ---
   460
   425
  ---
    350
    340
  ----
```

Thus he arrived at his sale price of $8.55 to 8.60 per hundred pounds.

How He Got The Price?

This process of figuring on the sale is simple—and vital to your business. The 85 is arrived at by taking the margin desired, 15%, from 100 and dividing the cost as shown by the remainder. That yielded him the margin he needed and he always knew he had the right margin because the rule for figuring indicated is always right.

He was able to get the price he needed, which was from $1.00 to $1.50 more than competition because he delivered value. Others felt that grocers "would not pay the price" so they gave their goods away in reckless competition. This boy knew he must get the price or starve, so he got it.

Very soon the customers were seeking him for "some of those fine bananas." They began coming for such fruit on special occasions. Then they found that all customers wanted something for their money—that nobody wanted to pay even a low price without some return—and they switched over to the man whose price was high but whose goods were good.

So, while the chain store is hard competition and does not by any means always fall down on quality as in the case related above, the one way to beat it is to be diligent in your business, delivering value and being vigilant in the "Service" of your customers.

ESTIMATING AND INCREASING TURNOVER

(Continued from page 24)

ments may be formed and policies may be altered.

Is not your business the most important of any in the world to you?

Do you intend to apply control-cards as soon as possible?

To provide the facts for this control a coupon bearing the style number is detached from the ticket with which each article of merchandise is provided when it is placed on sale; and this coupon it is necessary only to transmit to the person who has charge of the control-cards. As an interesting economy (although having really nothing to do with this particular subject) these tickets are made in triplicate and are printed on an addressograph. Not only has there been a direct saving in the number of people employed in marking the goods but there has been a surprising elimination of errors; and, of course, the very common troubles due to poor handwriting have been obviated wholly.

It follows therefore that the careful study of this subject brought indirect improvements as well as those betterments which were sought more particularly. Labor-saving devices usually insure also a much higher degree of accuracy.

One very great improvement and saving not mentioned yet is the increased knowledge of what constitutes the proper mark-up in various lines. Hitherto there was a sort of happy-go-lucky guessing contest as to what might be a reasonable spread. This has given way to the recorded facts shown upon the control-cards. It has not reached the high plane of a fixed mark-up percentage for each class of goods, but even that is expected as one of the results in the near future, and in the mean time most of the usual and costly errors have become things of the past.

It would be difficult to exaggerate the improvement in the morale—the enthusiasm—of the sales force which will follow the introduction of the control-card method. Naturally this has brought with it a higher ratio of sales to the time expended in selling. A very definite certainty exists that the profit due to quicker turnovers will be matched by the saving in selling expense; and this again is certain to be reflected in the attitude of the sales force toward their employment and particularly toward the sale, which will be regarded by them more in the light of a probability than ever before. There is nothing strange in this. A feeling of confidence is the first requirement for successful selling, and merchandise which drags must have a deterrent effect upon those who attempt to dispose of it.

Do you believe in guessing or in knowing?

It should be understood very clearly that while the control-cards are for the purpose of collecting information which is required in every business, there remains the necessity to condense the figures which they display in the form of a report. This should be done weekly and monthly in any event; and preferably there should be reports of the previous day's operations placed upon the desk of each person in authority every morning. Without these reports the management fails to secure the benefits endowed by the control-cards and the chance for immediate action is lost. Opportunities for a profitable change in policy may come suddenly and if not taken advantage of at once may disappear as quickly as they came. Control-cards are largely to provide for these sudden changes which a wide-awake merchant can convert from a loss into a profit only if he has before him a picture of what is taking place.

Two forms of report are needed:

(a) Slow-selling Merchandise.

(b) Quick-selling Merchandise.

These will be considered separately because they relate to problems which are entirely distinct from each other.

(a) Slow-selling merchandise must be recognized immediately in order that the mark-down shall not be delayed beyond the proper moment and to insure that future purchases of that class shall be made with more caution.

(b) Quick-selling merchandise should be emphasized in the minds of those who are responsible for buying, and this can be done only through visualizing what has taken place by means of the actual figures and dates.

If other business men find these facts necessary, should not you provide yourself with them also?

No particular importance need be attached to the precise form in which these reports are made so long as they are of a size to fit standard filing cabinets. They should display a short description of the merchandise, the name of the manufacturer, the quantity sold, the quantity unsold and the date when placed on sale. In the case of slow-selling merchandise the report should show the mark-down (if any has been made) and the sales since marking-down. Both of the reports should have a sufficient space for remarks.

In an establishment of any magnitude the best results can be insured only by employing some one from the outside, whose duty shall be to study the existing practice and apply better methods wherever it can be shown that an improvement is likely to follow. In one instance very great results were secured through a young man who had never sold a dollar's worth of merchandise in his life and who had no merchandising experience of any sort. But he had an observant eye, an analytical mind and a diplomatic manner. Those who have been close to a business, who have seen it grow to large dimensions from a small beginning usually are the last to believe that any improvement can be suggested which they themselves would not think of first, unless they have rare qualities of vision and imagination—unless they are bigger than their jobs.

Management begins with Man and distribution is Man from the top to the bottom. Thoughtless management helps no one, the management least of all. The more exact, the more progressive, the more scientific distribution can be made the more everyone will be helped, from and including the producer to the consumer.

Control cards are a means.

Oh, Fizz-z-z-le

"He's made nothing but a fizzle in his life."

"How's that?"

"Oh, he's a manufacturer of seltzer water."

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Publish ed in Canada

Published Every Friday by
THE MACLEAN PUBLISHING COMPANY, LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER

Vol. XXXV. TORONTO, OCT. 21, 1921 No. 42

Canning Your Ideas

WHILE going the rounds of your store some morning, a vague idea may pop into your head as to how a certain line could be pushed to better advantage; the meat department might be better in some other section of the store or some idea that might materially increase the efficiency of your staff. You give these plans a moment's thought, but decide for some reason the time is not yet ripe for the change, and under press of other business you cast the ideas aside.

This is a grave mistake. Some day there will develop conditions better suited for the change. Ideas are money. They should be filed away for reference against the day when you will be able to demonstrate their worth.

We know one merchant who carries a pad of paper in his pocket and no matter where he is, when an idea comes to him he jots it down. He keeps a small pad of paper and a pencil by his bedside and often valuable ideas will flit across his mind in the wee small hours of the stilly night, and like the elusive pot of gold at the foot of the rainbow, become as vapor and soon disappear never to be reclaimed, unless a material memo is made of them.

This merchant files his memos away in systematic order. He has an indexed scrap-book. Under A for instance, ideas for advertising are filed; under W, ideas for window displays; under S, sales plans and so on, every idea that is picked up in the course of the days work, whether original or otherwise, are filed away for future reference.

When an important piece of work pops up this merchant on account of his idea collecting system is well prepared which perhaps is the most important idea.

The Grocer and Druggist

A BUSINESS paper going to the Drug trade reports a case where a woman endeavored to purchase some fruit jar rings from a grocer and was advised that he did not carry them, that she should try the druggist a few doors down the street. The same article goes on to say that the druggist has lost considerable of the extract business and that there is no reason why he should not get it back again. It admits, too, that the druggist has lost his hold on a number of lines and quotes a drug merchant as saying that these could be got back again if the druggists of the country went after the business in the right way.

It is news to us that a grocer could be found who did not carry fruit jar rings. No doubt this particular merchant had disposed of his supply and felt that the season was a little too far gone to reorder. In spite of this isolated case, the grocer will always get the big share of the fruit jar ring business as well as that of the spice business.

All the same, grocers and general merchants should turn over in their mind the fact that some druggists are out after business which is legitimately theirs. During the fruit preserving season at least there should be some special campaign conducted by the grocer to show the general public that he is the headquarters for all preserving lines.

Income Taxes

A NUMBER of complaints have recently been made to the Income Tax officials by merchants and others who state that there is discrimination between a limited liability company and a partnership in the levying of the tax. According to authorities on the subject there is little valid reason for making a distinction between profits and dividends, for purpose of income taxation, and investigation shows that the protested measure is likely to be abolished in Ontario at the next session of the Legislature. It is only fair that either partnership profits should be made taxable or dividends made non-taxable as they are similar, in that they each represent earnings on capital invested. The Government has been very dilatory in collecting these taxes, being only now enforcing collection of 1919 taxes, and this has caused much confusion among the trade. Under the circumstances those who are honestly trying to meet their obligations should be shown some consideration rather than strictly enforcing penalty clauses as has been done in many cases.

Editorials in Brief

Most of the men you hear complaining about hard times and dull business are men who make that same complaint year in and year out, regardless of the times.

The customer who catches you in one lie about your goods will be suspicious of everything you say about them.

Success isn't a matter of the most opportunities. It is a matter of making the most of what opportunities there are.

You can get along in your business without funny-bones, wish-bones and bone-heads, but you can't make a go of it without backbone.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Maritimes

D. MacDonald has recently opened a meat and grocery business in North Sydney, N. S.

Harold Falls, North Sydney, N.S. is a new member of the retail field with a store carrying groceries and provisions.

The South End Market, George Street., Sydney, N. S., has recently been sold by Arthur J. MacDonald to A. P. Shaw.

After a six months' absence from the grocery business John A. Braithwaite has recently opened a store on Tupper St. East Sydney, N. S. Mr. Braithwaite spent his six months' absence from the business in a trip to the West Indies.

J. Rogers, who has for the last few months been entirely engaged in the selling of fish in North Sydney, N. S., has now a complete line of meats and groceries also.

Among the new merchants in the grocery field in Sydney, N. S., is Frank Lapolder on Charlotte St. Mr. Lapolder also plans on carrying an extensive line of home made candies.

John A. Tilton, aged 50 years, of St. John, N. B., was found dead in bed in the Prince George Hotel, Toronto. Mr. Tilton was a traveller for the West End Flour Mills. Death was caused from apoplexy. Chief Coroner Graham decided an inquest was not necessary. The body was brought home for burial.

Quebec

J. B. Renaud & Co., St. Paul Street, Quebec City, have opened a retail store.

E. E. Hopper who has for some years been in the grocery business in St. Thomas, Ont., has come to Montreal this week to take charge of a grocery store on Papineau Avenue.

Ontario

E. A. Ward has opened up for business at 1227 Dundas St., Toronto.

Brudners have opened up a new store at 1499 Dundas Street, West Toronto.

M. Mashed has opened up a store at 1196 Dovercourt Rd., Toronto.

M. Lucy has commenced business with a store and stock at 1021 Weston Road, Mt. Dennis.

John Turnbull, Hamilton, Ont., is closing out his business.

August Polzin, Kitchener, is commencing business at 161 King St. East.

Mrs. G. A. Baxter, Toronto, has removed to 226 Greenwood Ave.

C. T. Bennett, Toronto, has sold to R. J. Dillon.

Wm. H. Blaylock, Toronto, has retired from business.

Henry Marsh, Toronto, has sold to Wm. Cambrey.

David Milne, Toronto, has removed to Cor., Gerrard St. and Woodbine Ave.

A. C. Needham, Toronto, has sold to F. J. Aitchison.

J. Yasny has commenced business with a store at Dundas and Crawford streets Toronto.

R. Waring has commenced business with stock and store at 341 Bathurst St. Toronto.

F. Wright has commenced business with a Cash and Carry store at 346 Dupont St., Toronto.

The United Grocery, Kingston, Ont., is disposing of its stock, and intends retiring from business.

The Canadian Excelo Company have commenced operating at 489-93 King St., West, Toronto. They manufacture Excelo Cake Mixture, which is packed two dozen one pound packages to the case, comes in assorted flavors and retails at 35c per package. This product contains all the necessary ingredients to make a cake weighing 1¾ lbs., and all that the housewife is required to do is to add water and bake.

Earnings of the Ogilvie Co. Not As Great as Last Year

Montreal, Que., Oct. 16.—In common with other milling companies the Ogilvie Flour Mills Co. reports decreased profits in the annual statement which was presented to the shareholders at the annual meeting held the other day. The profits for the year from all sources, including investment income and after payment of bond interest, was $636,303, as against $959,665 a year ago. After providing for the payment of the regular 7 per cent. on the preferred there remained a balance of $495,303 available for distribution among the holders of the common stock. This result is equivalent to 19.85 per cent. on the common stock, as compared with 32.36 per cent. last year and 59.7 per cent. for 1919.

Vice-President and Managing Director W. A. Black, in presenting the statement pointed out that wide fluctuations in wheat prices during the year had made purchases difficult, and that the export situation was unsatisfactory owing to the British Government control of the flour trade.

Smooth Trick Got Chickens From Farmers

London, Ont.—A very smooth individual, claiming to represent a local grocery concern, approached a farmer on the market the other day, presenting an order supposedly from the firm, picked out several of farmer's finest chickens, stated that they were for an order and asked if the farmer would mind presenting the bill to the firm for payment .

The bill amounted to $6.40, which, of course, looked like very good business for the farmer, but, when he presented it to the firm, they denied that they had bought any fowl from him or had authorized anyone to purchase it.

About 10 minutes after the farmer had reported the incident to Market Clerk Maker another farmer approached him and told him the same tale, except that the man who succeeded in getting the chickens from him differed in description from the other one, and he bought them for another firm, to the amount of $2.40.

MONTHLY REPORT OF MERCHANTS' ASSOCIATION IN MONTREAL

The monthly report of the Merchants' Association of Montreal has been issued. During September thirty-one informations in the Police Court were laid and the arrest of twenty-one of the accused was effected. Convictions were secured in nineteen cases.

Four alleged fraudulent failures were dealt with during the month, the amount involved being over $100,000. Two accused in these failures have been sent for trial and two other cases are pending.

The association's campaign against the fraudulent use of milk bottles was continued and over 20,000 bottles returned to the rightful owners.

DIRECT FROM FACTORY TO THE SMOKER

David Sweet & Co., manufacturers of Principado cigars, Hamilton, Ont., are selling their products on a "direct from factory to you" plan.

Food Building to Be Commenced Soon

Contractors Expect to Get a Start This Fall —Building to be Ready Early for Next Year's Exhibition—Two Years' Work to Get It

TORONTO, Oct. 7—(Special.) As announced briefly in last week's issue the contract has been let for the new Pure Food Building on the grounds of the Canadian National Exhibition here. It went to the lowest tenderer and it is expected work will begin any time on it.

The Food Products Association have been working for some time to get as much on the exhibit space as possible reserved by exhibitors. Of 26,700 square feet approximately 23,000 has been reserved leaving only a small balance. It is expected that the Association executive will meet the Exhibition Board in the near future to discuss the method of alloting the space. No space has actually been alloted up to the present.

Three years ago last September, "Canadian Grocer" first proposed a new building for the food manufacturers on the Exthibition grounds. A few firms were interviewed at that time and most of them expressed their approval of the proposition, but nothing definite was done.

In August of last year "Canadian Grocer" again advanced the propositionafter interviewing several of the exhibitors, all of whom felt that they were entitled to a new building in view of the importance of the food industry and the number who were exhibiting from year to year. At a meeting during the exhibition of 1920 the Food Products Association was formed and has carried on the work to a successful conclusion. Several meetings were held during the latter part of 1920 and first part of 1921 with a view to securing a building for the 1921 Exhibition. This would have been accomplished had it not been for the fact that the lowest tender for the contract amounted to $51,000 above the estimate of the architects. Since that time there have been some changes made in the plans and the cost of building has also declined considerably. The result was that when the tenders for the new building were opened in September this year, it was found that the lowest was approximately $140,000, whereas the estimate was $150,000. Since then the Food Products Association have secured the contracts for space above referred to.

One of the features of the new building will be some half dozen open air court yards. The architects point out these will permit of plenty of fresh air throughout the building and give visitors an opportunity of getting fresh air without having to go outside. The exhibit spaces are apportioned off into twelve foot widths each space being sixteen feet in depth which allows for a false wall at the rear for a four foot warehouse space.

The exhibitors have all signed for a term of ten years.

New Match Plant To Start in Canada

Prominent match manufacturing concerns of the United States and England have become interested in a plan for the formation of a new match manufacturing company in Canada, says a despatch from New York. Those interested in the undertaking include the Diamond Match Company of the United States, the Maguire, Paterson & Palmer Co. of Canada, who also manufacture matches in England and Ireland, and Bryant & May, Limited, of Great Britain, as well as prominent capitalists in both England and Canada.

At the general offices of the Diamond Match Company it was alleged that the company was interested in the organisation of the new Canadian company, and would give the new organisation the full benefit of its experience, processes and machinery.

Sir Alexander Maguire, Chairman of Maguire, Paterson & Palmer, before sailing for Europe, confirmed the report that his company was interested in the new undertaking, and that the site of the first factory will be on the property of the company located at Pembroke, Ont.

Niagara Falls R. M. A. Elect New Officers

Niagara Falls, Ont. (Special)—There was a large attendance in the city hall recently at the second annual meeting of the Retail Merchants' Association, and a deal of business transacted. The election of officers was held, and the following are the men who will handle the business of the association for the year.

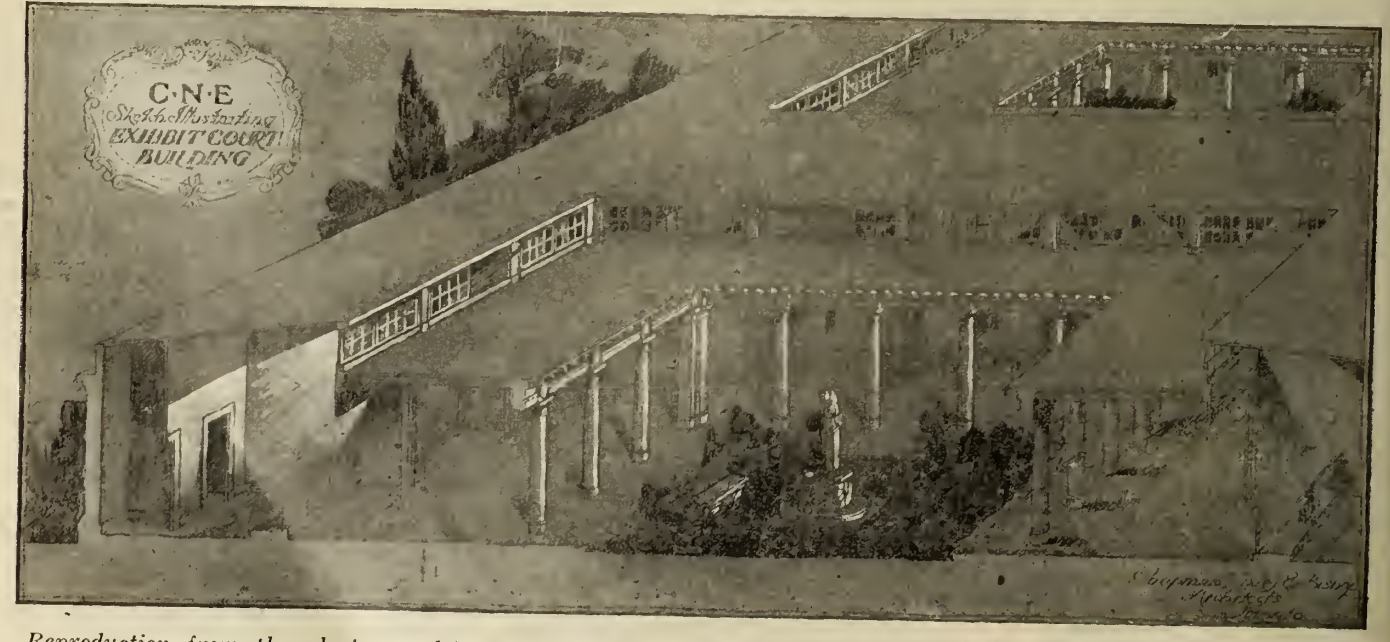
President—John Logan.
Vice-President—E. Lefler.
Secretary—H. W. Pew.
Treasurer—Jonas House. (All re-elected.)

Executive committee:
Grocery—Clark Bradley and J. Muir.
Butchers—J. F. Baxter and W. A. Pew.

Or a High Ball?

Mrs. Stubbins: "Do you like codfish balls, Mr. Fox?"

New Lodger: "I don't know, Mrs. Stubbins; I never attended any."



Reproduction from the plaster model made to show prospective exhibitors the type and general design of the Pure Food Buildings.

WESTERN CANADA NEWS

J. F. Mackay, manager John Morrow Co., Ingersoll, left Friday on a six weeks' business trip in the West.

A. Hanna, has recently taken over the business formerly conducted by Hill Bros., of 164 Langside Street, Winnipeg.

A. S. Capwell, manager Canadian Buffalo Forge, Kitchener, has returned from a business trip in the Maritime provinces.

George Donnell, Saskatoon manager for H. P. Pennock & Co., Ltd., spent a few days in Winnipeg last week visiting head office.

James W. Whitcomb of the Crown Broom Works, Vancouver, B. C. has returned from a trip to Kansas and other Southern States and while en route to Vancouver spent a few days with their Western representatives, Mason & Hickey, Winnipeg.

Preston Dilts, for a number of years with the Codville Co., Ltd., Winnipeg, has taken a position with Cameron & Heap, wholesale grocery firm of Regina Sas.

C. & J. Jones, manufacturers of Winnipeg have been appointed representatives for the Sapon Soaps of Canada Ltd., of Hamilton, Ont., for the provinces of Manitoba and Saskatchewan.

The Canadian Fish and Cold Storage Co., with head offices at Prince Rupert, B. C., have issued a writ against the Canadian Express Co. for $10,870.37. The plaintiffs allege breach of contract and negligence.

D. G. Bezior, sales manager of the North West Division of the Van Camp Packing Company, was in Winnipeg last week on a business trip and called on their western representatives, W. H. Escott & Co.,

Harry Horne of the Harry Horne Company, Ltd., Toronto spent a few days in Winnipeg last week on a business trip. Mr. Horne is going West as far as Calgary in the interests of his firm.

Gibson, Paterson Brown Ltd., Winnipeg have been appointed representatives for the Harry Horne Company, Ltd., of Toronto, Ont., and will have the selling rights for the provinces of Manitoba, Alberta, Saskatchewan and B. C.

H. M. Gully, of the Dri Milk Company of Toronto and Courtland, Ont., who is taking in the National Dairy show at St. Paul, stopped off at Winnipeg and renewed acquaintances with their western representatives Donald H. Bain Company.

Raw & Henry, wholesale grocers, have moved from the Galt Building and are now located at 246 Princess St., Winnipeg. This firm have leased the entire building consisting of four floors and basement and also have tracking facilities.

Is Re-elected President of the Winnipeg Retail Association

Officers are Chosen for the Ensuing Year With W. H. Humphries again President— Dominion Secretary Addresses Gathering

WINNIPEG, Oct. 18—W. H. Humphries was re-elected president of Winnipeg branch of the Retail Merchants' Association of Canada at the seventh annual meeting the other night in the Board of Trade building. Other officers elected were; Vice-president, first, C. W. Campbell; second, G. H. Stewart; third, John Afleck; treasurer, W. D. Dingwall. These officers, together with the secretary, to be elected by themselves, will form the executive.

The meeting was representative of practically every line of trade. Delegates to the Manitoba provincial board will be the five officers elected. Upon motion it was decided to make the chairman of each of the various trade sections, an advisory committee to the executive. A further motion, confirming recommendations regarding a credit reporting and collecting department, was also passed.

The president's address combined the secretary's report, reviewing the work accomplished by the association during the past year, in which eight meetings were held and many important questions dealt with. Many new trade sections had been organized, it was shown.

The speaker of the evening was E. M. Trowern, secretary of the Dominion board, who spoke on "The Importance of the retail merchant in the community," showing that the retail merchants as a class must be organized in order that their interests be wholly taken care of.

Mr. Trowern referred to his visit to cities in the west. Following the Dominion convention held in Winnipeg, Mr. Trowern, with the Dominion president, visited 50 towns and cities in western Canada. In referring to the growth of the organization, he said: "We have been organized 25 years. We have grown. There are 110 people in our employ. We have $30,000 invested and we are making great progress.

"Let us look at the retailer as a very necessary part of the community," he said. "Men years ago did not like the name of retailer. They liked other names, such as business man, members of the Chamber of Commerce. Let us examine his importance. Starting with Sydney, N. S., and then let us go across Canada to British Columbia, take the valuation of the land, buildings, stocks, cash in hand, book debts, and you can buy out all other classes combined and have a big surplus. Thus you see the importance of the retailer. If the retail trade is important as you see it, then we must be organized."

No Apology For Organizing

"I hope some day we will have a conference of manufacturers, wholesalers, retailers, labor people and professional men and try to ascertain what is in the best interests of Canada. We have been keeping our light under a bushel. The public cannot get along without us. The retail trade is the backbone and the heart of the town. We have no apology to make for organizing. We don't want to allow all the other organizations to get all the good things and leave us without anything. A retailer is important because he knows his business. Some of the retail businesses require more brains than is required to learn a profession.

New Goods

In April of this year the firm of Amoroso & Malagodi Co., Ltd., was incorporated in Montreal for the importation and distribution in Canada of Italian specialties. J. P. Malagodi, who resides in Montreal, is president of the company while the vice-pres. G. Amoroso is a resident of Hamilton, Ont., and is not actively connected with the work in Montreal. J. E. Schroeder is the secretary-treasurer of the firm and the son of G. R. Schroeder of New York who for seventeen years has been connected with the Italian import trade in that city. Among the new lines is a brand of olive oil manufactured by Giacomo Costa fu Andrea of Genoa, Italy, known as "Costa" brand, and an olive oil called "Dante" brand. There is also a brand of tomato paste or tomato extract known as the "Elephant" brand, manufactured by Musi & Polon of Parma, Italy. Among other new lines are Swiss and Italian cheese. The Swiss Gruyere cheese is packed in small wooden drums and is known as the "Lion" brand. Other lines imported are Italian cigars, caviar, pate de foie gras, filets of anchovies, mushrooms, pimentos, truffles, and fancy canned vegetables and fruits from France, Belgium and Italy.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centers.

QUEBEC MARKETS

MONTREAL, Oct. 19.—The grocery market presents a stronger front this week with advances in a number of lines and in stable lines a stronger feeling than has been generally presented for some time. Teas and coffees are firm and the trend of the coffee market is towards a higher price. Rice and spices are strong and a good demand is noticed. In canned goods the new pack of canned apples, pumpkin and squash show a higher price. Dried fruits are stronger with higher prices on the new crop of Thompson raisins. Currants are much stronger in primary markets and the prices on new crop are advancing. The spot stocks are slightly reduced on seeded raisins and on currants. There is no change in package goods, cereals or in vegetables, but the markets are steady. The sugar market is the main weakness. The future indicates lower price some time in November if the raw market continues as it is. Lower prices are quoted on lantern globes and on lamp glasses.

CANNED APPLES HIGHER

Montreal.

CANNED GOODS—Gallon apples are quoted higher in price and now stand with an advance of one dollar at $4.00. The 2½'s are also advanced from $1.65 to $1.80. Gallon pumpkin is also advanced from $5.40 to $5.65. The 2½'s squash are up 20c. now $1.80. The whole canned goods market is strong and buying is active.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips		4 25
Asparagus, imported (2⅛s)		6 00
Beans, golden wax	2 00	2 05
Do., Refugee	2 10	2 15
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.		1 80
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 45
Do., 2½s.	1 80	1 85
Do., gallons		6 25
Pumpkins, 2⅛s (doz.)	1 50	1 55
Do., gallons (doz.		5 00
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s		3 25
Do. Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS

Apricots, 2½-lb. tins		4 50
Apples, 2½s, doz.	1 65	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	5 40	5 65
Currants black, 2s, doz.	4 00	4 05
Do., gals. doz.		18 50
Cherries, red, pitted, heavy syrup, doz., 1-lb.		3 20
Do., 2½-lb.		5 00
Do., 2-lb.		4 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
California Peaches—		
1s		2 90
2s		3 40
2½s		4 60
Peaches, heavy syrup—		
2-lb.		3 90
1-lb.		2 97½
Pears, 1s, Keiffer		2 45
Do., 2-lb.		4 00
Greengage Plums, heavy syrup	2 65	2 75
Lombard plums, heavy syrup, 2-lb.		2 40

JAMS—

Strawberry, 16-oz.	3 75
Raspberry, 16-oz.	3 75
Black currant, 16-oz.	3 80
Orange marmalade	4 65

DRIED FRUIT MARKET ACTIVE

Montreal.

DRIED FRUITS—There is much activity in the dried fruit market with the announcement of the new price on raisins and some minor changes in spot stock prices which vary according to the supply carried by the different wholesalers. The price quoted on the 1921 crop of Sultanas, unbleached is 20½c. This is just about the same price as was quoted on the spot stock of 1920. The seeded raisins of last year's crop have been reduced by local wholesalers to 18c. per lb. Cluster raisins of last year's crop are higher in price. The advance varies for different grades but on National it is 50c. and on Gazelle 60c. per box. The 1921 crop of Greek currants show a decline for future but this week the market is strengthening up and it appears that while some dealers will show a decline in their prices others will be buying in a stronger market. Thompson raisins of 1921 crop are strong and a higher price is expected.

Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		
Peaches (fancy)		0 28
Do., choice, lb.		0 25
Pears (choice)		0 22
Do. fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)—		
Valencias	0 20	0 21
Sultana, unbleached,		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown		0 21
Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 oz.		0 27½
California Seedless, in bulk	0 18½	0 19
Cluster, 20 1-lb. pack.		5 60
Currants, loose		0 13½
Dates, Excelsior (36 10s), pkg.		5 50
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do. 2¼'s, lb.		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), 22-lb. boxes, each		0 11
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 25
30-40s		0 19
40-50s		0 17
50-60s		0 13½
60-70s		0 12
70-80s		0 10½
80-90s		0 02½
90-100s		0 09

COFFEE MARKET STRONGER

Montreal.

COFFEE—The coffee market shows more strength both in the primary and local markets. Dealers are looking for a higher price but cannot state any definite time. Buying is more free both on account of an improved demand and on account of the strength of the market.

TEA MARKET IS STEADY

Montreal.

TEAS—The tea market for both Japan and black teas is firm with no indication of a change in the near future. The strength of the market has stimulated business and teas are now moving more freely.

Ceylon and Indians—		
Pekoes	0 23	0 27
Broken Pekoes	0 32	0 42
Broken orange Pekoes	0 51	0 57
Javas—		
Broken Orange Pekoes	0 49	0 58
Broken Pekoes	0 35	0 43
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60

Above retail prices range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 35	0 40
Orange Pekoes	0 37	0 45
Broken Orange Pekoes	0 37	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

CEREAL MARKET FIRM

Montreal.

CEREALS—The cereal market is quite firm with a marked improvement in demand. The present basis is expected to hold steady.

Oatmeal, gran., fine standard		3 75
Rolled Oats, 90 lbs.		3 40
Pearl Hominy		3 25
Cornmeal, Gold Dust Brand		3 25
Graham Flour, 98 lbs.		7.65
New Buckwheat Flour		6 75
Pot Barley		5 25
Pearl Barley		5 25
Beans, Ont.		3.50
Do., Can.		3 30
Lima Beans		0 10
White Beans		9 07
Green peas, dried	0 03	0 05¾

SPICES STAND FIRM

Montreal.

SPICES—The spice market remains unchanged with cloves stronger and while there has been an easier feeling in primary markets for pepper, the local market stands firm with spot stocks very light. Shipments are expected here next month which may relieve the situation and prices may then be a little easier.

Allspice	0 18	0 20
Cassia, pure	0 27	0 30
Cocoanut, 20 lb. pails, per lb.		0 46
Do., sweetened, lb.		0 26
Chicory (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 35
Pure, ground		0 35
Cream of tartar (French pure)	0 65	0 70
Do. American high test	0 75	0 80
Whole cloves		0 45
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 40
Do. 80, lb.		0 38
Do., 100, lb.		0 35
Do., ground, 1-lb. tins		0 45
Pepper, black		0 25
Do., white		0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do. package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

LEMONS EASIER IN PRICE

Montreal.

FRUIT—Lemons are easier in price and with the arrival of Malagas the price has gone down to $4.50 and $5.50 per case. Oranges are higher in price and Valencias are quoted at $8.50. Bananas are also a little easier. Tokay grapes and Keiffer pears are lower in price.

APPLES—		
Wealthy, per barrel	4 00	6 00
Hampers, per bushel	1 50	2 00
Fameuse	6 00	9 00
Calverts	4 00	00
Boxes, 175s, 216s		4 50
Bananas (as to grade), bunch	7 25	7 50
Cantaloupes, 36-54s		7 00
Lemons, 300-360s		5 50
Grape fruit, Jamaica		6 00
Cal. Valencias		8 50
Do., Blood Oranges, half boxes		3 75
Tangerines		4 25
California plums	3 75	4 00
Malaga grapes, per crate		4 00
Tokay grapes, per crate		3 25
Blue and green grapes, per bas.	0 40	0 50
Keiffer Pears, bush. hampers		3 00
Grape fruit, Jamaica	5 50	6 50

SUGAR PRICES UNCHANGED

Montreal.

SUGAR—There is no change in the sugar. Prices are steady at the present level but the raw market has a weakness which indicates some new developments which may come inside of two or three weeks. No change in granulated sugar is expected before the end of this month but if a big change does not come in raw sugar another drop will take place.

Granulated sugar, per cwt.	8 25
Do., barrels	8 30
Granulated, gunnies, 20-5	8 65
Do., cases, 20-5 lb. cartons	8 85
Do., gunnies, 10-10	8 75
Do., cases 50-2-lb. cartons	9 00
Yellow, light, per cwt.	7 85

NO CHANGE IN PACKAGE GOODS

Montreal.

PACKAGE GOODS—There is no change in the prices quoted on package goods. Some wholesalers have made reductions on the old crop of currants and raisins in packages in view of the new crop although it is not yet on the market, but these changes are only local and the future on both of these lines appears to be strong.

Breakfast food, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78*
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case	3 40	3 55
Cornmeal, yellow, 24s		2 85
Rolled oats, 20's		5 00
Rolled oats, 18's		2 00
Aluminum package, 20's		6 10
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		2 55
Hominy, pearl or gran., 2 doz.		3 00
Health Bran (20 pkgs.), case		3 50
Pancake flour, case		2 90
Do., self-raising, doz.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s, case		6 50
Self-rising flour (3-lb. pkg.) doz.		2 55
Do., (6-lb. pkg.), doz.		5 00
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 09½
Corn starch, 1 lb. pkge.		0 08
Potato flour		0 12½
Flour, tapioca	0 15	0 16
Shredded Krumbles, 36s		4 35
Shredded Wheat		4 95
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¾
Celluloid starch, 45 pkgs., case		4 00
Malt Breakfast Food (36 pkgs.)		9 50
Quaker Two-Minute Oat Food		1 80
Macaroni		2 25

MOLASSES STEADY

Montreal.

MOLASSES—There is no change in molases prices. The market is steady with a fair demand. In corn syrups there is one change. Temptor brand is quoted 20c. on the cases of 24—1½ lb. tin to $2.80. Other brands are unchanged in price.

	Price for Island of	Montreal
Barbadoes Molasses—		
Puncheons		0 73
Barrels		0 76
alf barrels		0 78
Puncheons, outside city		0 71
Fancy Molasses (in tins)—		
16-oz. tins, 2 doz. case, per doz.		2 40
Barrels, about 700 lbs.		0 05½
Half barrels, about 350 lbs.		0 05¾
Quarter barrels, about 175 lbs.		0 06¼
2 gals., 25-lb. pails, each		2 00
3 gals., 38½-lb. pails, each		2 85
5 gal. 5-lb. pails, each		4 50
5-lb. tins, per case		4 70
10-lb. tins, per case		4 40
5-lb. tins, 1 doz. in case, case		5 30
10-lb. tins, ½ doz. in case, case		5 00

LOWER PRICES FOR LAMP CHIMNEYS

Montreal.

LAMP CHIMNEYS—Lamp chimneys and lantern globes are reduced in price. The No. 2 Climax is quoted at $1.30, a reduction of 30c. and the No. 1 reduced 30c. to $1.50 per dozen. Bananza, large are now $1.90 and medium $1.65. Lantern globes are down to $1.15 for the Trulite and for the Coldblast.

GOOD MARKET FOR NUTS

Montreal.

NUTS—The nut market holds a strong position with a good demand almost throughout. Wholesalers have again advanced the price of Valencia shelled almonds and the price now stands at 48c. in boxes and in less quantities 50c. This is an advance of 2c. this week. Walnuts are strong and supplies of shelled walnuts are short and no shipments of any account are expected until well into December.

Chestnuts (Italian)		0 19
Do., shelled		0 53
Almonds, Tarragona, per lb.	0 22	0 24
Valencia shelled almonds	0 48	0 50
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 33	0 36
Filberts (Sicily), per lb.		0 16
Brazil nuts (new)		0 18
Do., Barcelona		0 15½
Peanuts, Jumbo		0 19
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java, No. 1		0 11½
Do., salted red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy wholes, per lb.		0 38
Fancy splits, per lb.		0 35
Pecans, shelled	1 00	1 50
Walnuts Grenoble, in shell		0 29
Walnuts, Marbot	0 26	0 28
Do. new Naples		0 26
Do., shelled, Manchurian		0 75
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux shelled		0 90

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

VEGETABLES UNCHANGED

Montreal

VEGETABLES—There is little or no change in vegetables. The improvement in the weather has brought larger supplies to the city and while, with that, the market is slightly easier after the stronger tendency of a week ago there is no actual change in prices. Celery is still prominent on the market but the average price remains unchanged.

New cabbage, local, doz.	0 60	0 75
Carrots, new, per bunch		0 35
Celery, per doz. bunches		0 75
Montreal cucumbers, per doz.		0 50
Horseradish lb.		0 60
Leeks, doz.		4 00
Mint		0 60
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green ,doz.		0 50
New potatoes, Mont. (90-lb. bag)	1 15 1 30	1 40
Potatoes, 80 lb.		2 50
Do., sweet, hamper		5 50
Spanish onions, per case		5 00
Turnips, per bag	0 75	1 00
Tomatoes, Mont., per box	0 50	1 00
Red onions, per crate	3 50	4 50
Texas Onions, per crate		3 50
Yellow onions, per cwt.		2 50

RICE PRICES UNCHANGED

Montreal.

RICE—There is no change in the rice market. The prices are steady with a strong future, according to reports on Carolina rice. Little is yet known of the oriental rices but the market maintains a strong position.

Carolina, extra fancy		0 09
Do., fancy)		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Do., B., per cwt.		5 75
Texas rice		0 05½
Siam		0 06
Tapioca, per lb. (seed)	0 07	0 08
Do., (pearl)	0 07	0 08
Do., (flake)	0 07	0 08
Honduras		0 07
Siam		0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

ONTARIO MARKETS

TORONTO, October 19.—Business in wholesale circles during the week under review has been rather quiet, which is accounted for by the fact that retailers have been buying fairly freely during the past few weeks and in the majority of cases retailers continue to buy rather sparingly. The sugar market appears to be an uncertain element at the moment and although refiners are maintaining their list prices, wholesalers quotations to the retail trade are irregular at a lower basis. The cereal market is unsettled with lower prices on flaked wheat and a stiff competition in prices on rolled oats. New canned pumpkin is offered at prices that appear high. There are no changes in the local situation in the dried fruits, but primary markets are strong, especially on Valencia raisins and currants. Shelled Bordeaux walnuts are almost unobtainable and those dealers who have supplies are holding them at stiff prices. New crop California budded walnuts are offered. The rice market has stronger tendencies under influence of reports that the Japan crop is considerably damaged. The tea markets continue with upward tendencies, which is accentuated by the reports from growing centres on the shortage of supplies due to the restricted production. In the fruit and vegetable markets, little change is noted as compared with a week ago.

EASY MARKET FOR BEANS

Toronto.

BEANS—The market continues with an easy trend. Ontario hand picked are quoted at $4.00 per bushel while No. 1's are bringing $3.45 per bushel.

Ontario hand picked, per bus.	4 00	
Do., No. 1 lb. pickers	3 45	
Cal. Limas, per lb.	0 09	0 09½

NEW PUMPKIN OFFERED

Toronto.

CANNED GOODS—There is little change in canned goods, the market for the most part remaining firm on most lines. New pack pumpkin is offered at $1.60 per dozen for 2½s. Gallon pie peaches, pitted and peeled are quoted to arrive at $10.90 per doz. Peaches 2's, in heavy syrup are quoted at $3.25 per doz. Sockeye salmon appears to be about cleaned up and practically all the sockeye that is offered is some halves at $2.90 to $3.00 per doz. Red Alaska salmon, ones, is moving freely at $4.25 per doz.

CANNED GOODS

SALMON—		
Sockeye 1s, doz.	5 35	5 60
Do., ½s, doz.		3 00
Alaska red, 1s		4 25
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 90
Pinks, 1s doz.		1 45
Lobsters, ½-lb., doz.	3 90	3 75
Do., ¼-lb. tins	1 95	2 40
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	
Canned Vegetables —		
Tomatoes, 2½s, doz.		1 75
Peas, standard, doz.		1 75
Do., Early June	2 00	2 15
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 10
Asparagus tips, doz.		5 50
Do., butts, doz.		6 60
Canadian corn		1 40
Pumpkins, 2½s, doz.	1 60	1 75
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
Apples, gal., doz.		5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.		3 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do. Green Gage	3 25	3 40
Cherries, pitted H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Strawberry, 4s, each	0 90	0 95
Do., 16-oz., per doz.	3 75	4 60
Raspberry, 4s, each	0 90	0 94
Do., 16-oz., doz.	3 75	4 60

ROLLED WHEAT LOWER

Toronto.

CEREALS—The market has easier tendencies following the recent break in the grain markets. There are no changes in rolled oats, but wholesalers appear to be buying carefully apparently reducing their stocks to a minimum. Rolled wheat is quoted at $6.75 per 100 lb. barrel, a reduction of 75c.

Barley, pearl, 98s		5 40
Buckwheat flour, 98s		6 00
Barley, pot, 98s		4 40
Barley Flour, 98s		6 25
Cornmeal, golden, 98s		2 75
Oatmeal, 98s		4 50
Corn flour, 98s		3 75
Rye flour	9 85	6 00
Rolled oats, 90s		3 40
Rolled wheat, 100 lb. bbl.		6 25
Cracked wheat, bag		5 00
Breakfast food, No. 1		6 00
Rice flour, 100 lbs.		10 00
Linseed meal, 98s		6 50
Flaxseed, 98s		7 00
Peas, split, 98s		0 07
Marrowfat green peas		0 09
Graham flour, 98s		4 75
Whole wheat flour		4 95
Wheat kernels, 8s		6 25
Farina, 98s		6 35

SUGAR MARKET UNCERTAIN

Toronto.

SUGAR.—There appears to be an air of uncertainty in the sugar market. This condition is brought about by the unsettled condition in the raw market and also by the fact that Canadian beet sugar is commencing to appear. Refiners list prices are unchanged at $8.59 but wholesalers quotations are lower at $8.25 to $8.35 per cwt.

St. Lawrence, extra granulated, cwt.	8 59
Atlantic, extra granulated	8 59
Acadia Sugar Refinery, ex. granulated	8 59
Dom. Sugar Refinery, ex. granulated	8 59
Canada Refinery granulated	8 59

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c gunnies, 10 10s, 50s; cartons, 20-5s, 60c.

HONEY MARKET QUIET

Toronto.

HONEY—There is no change in this market which remains quiet and is controlled purely by a consumptive demand.

HONEY, Extracted—		
5-pound tins, per lb.		0 16
10-lb. tins, per lb.		0 15
60-lb. tins, per lb.		0 14½
Comb, per doz.	3 75	4 50

POMEGRANATES ARRIVE

Toronto.

FRUITS—The first shipment of pomegranates have arrived and is meeting with a good demand at $4.50 per case for all sizes Oranges are in a firm market but there is little change in quotations as compared with a week ago. Verdilli lemons are quoted at $6.50 per case while Californias are selling at $7.75 per case. Canadian pears are practically over but California Howells are offered at $5.75 per case.

Oranges, Valencies, 100s		6 75
Do., 126s.	7 00	7 00
Do., 150 and smaller	5 00	7 50
Lemons, Verdilli		6 50
Do., California		7 75
Pears, Cal., Bartlett, box	5 50	6 00
Do., Canadian, 11s.	0 50	0 85
Bananas, per lb.		0 08½
APPLES—Barrel		
Spys No. 1		7 50
Spys, No. 2		7 00
Spys No. 3		5 50
Greenings No. 1		7 00
Greenings No. 2		6 50
Baldwins No. 1		7 00
Baldwins No. 2		6 50
Grapes, Cal., Tokay, crate		3 50
Apples, B. C. boxed	3 25	3 50
Cranberries, Cape Cod, ½ bbl. box		9 00
Grape fruit, Florida, 54's		6 50
Do., 64's, 70's, 80's		6 50
Do., 96's		6 00
Pomegranates, box		4 50

VALENCIA RAISINS HIGHER

Toronto.

DRIED FRUITS—It is reported from primary markets that Spanish Valencia raisins have advanced 7c to 9c per lb. over the opening prices. Currants are also stronger at primary points. Newly seeded raisins in 15 oz. packages are offered at 21c. Bakers seeded raisins, bulk in 25 lb. boxes are quoted at 19½c per lb. Four crown extra dessert table raisins, boxes of 20 packages, are quoted to arrive at $6.65 per box.

Candied Peels—		
Citron caps, 12-lb. boxes, lb.		0 46
Lemon caps, 12 lb. boxes, lb.		0 29
Orange caps, 12 lb. boxes, lb.		0 31
Mixed containing 4½ lb. lemon, 4½ lb. orange, 3 lb. citron caps, per lb.		0 35
Drained Peel, mixed, cut ready for use, in No. 1's cartons, 3 3 dozen per case, per dozen.		4 50
Currants—		
Greek, Filiatras, cases		0 17
Do., Amalias		0 17
Do., Patras		0 17
Do., Vostizza		0 23½
Excelsior, pkgs. 3 doz. in case		5 50
Dromedary, 3 doz. to case		7 50
Fard, per box ap. 12 lbs.		3 25
Hallowee dates, per lb.		0 11
Prunes—		
30-40s, 25s		0 19
40-50s, 25s		0 16½
50-60s, 25s		0 14
60-70s, 25s		0 13
70-80s, 25s		0 11¾
80-90s, 25s		0 10¾
Raisins—		
California, bleached, lb.		0 27½
Seedless, 15-oz. packets	0 27	0 29
Seeded, 15-oz. packets	0 20½	0 21
Crn., muscatels, No. 1, 25s		0 19½
Turkish Sultanas pkgs.		0 27
Thompsons, seedless		0 28½
Valencia		0 23½
Evaporated apples		0 16

NO CHANGE IN COFFEE

Toronto.

COFFEE—There is no change in the coffee market as compared with a week ago. The market is firm.

Java, Private Estate	0 51	0 53
Begotas, lb.		0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.		0 35
Mocha, lb.	0 52	0 55
Rio, lb.	0 22	0 24
Santos		0 35

NEW WALNUTS OFFERED

Toronto.

NUTS—There is little change in the nut market except as the season advances the shortage on shelled walnuts is more apparent. Many houses are entirely out of shelled walnuts with no further supplies in sight until the new crop arrives in December. Those who have any to offer are holding Bordeaux halves at 90c per lb. and Manchurian at 75c. Shelled almonds are also showing signs of scarcity. New crop California budded walnuts are offered to arrive at 37½c per lb.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Grenobles, lb.	0 23	0 24
Walnuts, Bordeaux, lb.	....	0 90
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, lb.	....	0 30
Do., sweetened, lb	0 28	0 32
Do., shred	....	0 25
Peanuts, Spanish, lb.	....	0 11
Brazil nuts, large, lb.	0 17	0 20
Mixed nuts, bags 50 lbs.	....	0 32
Shelled —		
Almonds, lb.	0 49	0 52
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	....	0 90
Wo., Manchurian	....	0 75
Do., broken	0 55	0 60
Peanuts, Spanish, lb.	....	0 11
Pecans, lb.	....	1 40
Brazils	....	0 72

SPICES SHOW NO CHANGE

Toronto.

SPICES—Quotations are unchanged. The demand is moderate.

Allspice	0 15	0 18
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	0 35	0 40
Pastry	....	0 28
Pickling spices	....	0 18
Mace	....	0 75
Peppers, black	0 20	0 23
Do., white	0 30	0 35
Paprika, lb.	0 60	0 70
Chillies, lb.	....	0 50
Nutmegs, selects, whole, 100s	0 22	0 26
Do., 80s	....	0 35
Do., ground	....	0 28
Mustard seed, whole	....	0 20
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Caraway seed, whole	....	0 30
Turmeric	....	0 30
Curry powder	....	0 35
Cream of Tartar—		
French, pure	....	0 40
4-oz. packages, doz.	....	2 00
The above quotations are for the best quality.		
8-oz. packages, doz.	....	8 50
cheaper grades can be purchased for less.		

JAPAN RICE CROP DAMAGED

Toronto.

RICE—It is reported that a typhoon did considerable damage to the Japanese crop and taken in conjunction with an estimated poorer yield made it necssary for that country to buy rice from other countries. It is reported that Japan purchased 140,000 tons in Siam and 10,000 tons in Hong Kong. The local market is considered strong but there appears to be a quiet demand.

Honduras, broken, per rlb.	0 07½	0 08
Blue Rose, fancy	0 08	0 08½
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 07	0 07½
Tapioca, per lb.	0 07	0 07½

WHEAT FLAKES REDUCED

Toronto.

PACKAGE GOODS—There is no change in package cereals with the exception of White Swan wheat flakes which are reduced 50c per case making the price $4.50.

PACKAGE GOODS

Rolled Oats, 20ss, round, case	....	5 00
Do., 18s, case	....	2 00
Do., 20s, square case	....	5 00
Do., Aluminum Prem., 20s	....	6 10
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case.	....	6 00
Do., 20s, family, case	....	6 80
Cooker package peas, 36s, case.	....	2 85
Cornstarch, No. 1, lb. carton	....	0 09½
Do., No. 2, lb., cartons	....	0 08
Laundry starch	....	0 07½
Do., in 1-lb. cartons	....	0 8¼
Do., in 6-lb. wood boxes	....	0 11¼
Do., in 6-lb. tin canisters	....	0 12
Celluloid starch, case	4 00	
Potato flour, 1-lb.	....	0 14½
Fine oatmeal, 20s	....	5 75
Cornmeal 24s	....	2 85
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Wheat flakes, 24s	4 50	
Wheat kernels 24s	....	4 50
Self-rising pancake flour 24s	....	2 70
Buckwheat flour, 24s	....	2 70
Self-rising pancake flour, 18s	....	3 85
Health bran, case	....	3 50
F. S. Hominy gran. case	....	3 00
Do., pearl, case	....	3 00
Scotch pearl barley case	....	2 70
Puffed rice pancake flour, 24s	....	2 85

ICEBURG LETTUCE ARRIVES

Toronto.

VEGETABLES.—The season for iceburg head lettuce has commenced with the first car arriving this week. Iceburg head lettuce is quoted at $5.50 per crate. The potato situation remains firm with prices unchanged as compared with last week. Yellow Danver onions are higher at $4.25 per 100 lb. bag. Outdoor tomatoes are practically over for this season but hot house is offered at 15c. per lb. Sweet peppers are selling at 75c per basket. Egg plant is slightly higher at $1.00 per basket. Celery is arriving in good quantities at 50c. to $1.00 per dozen, while cauliflowers are firmer at $1.50 to $2.00 per doz.

Cabbage, per doz.	1 00	1 50
Potatoes, local, per bag.	1 65	1 85
New beets, per bag	1 25	1 25
New carrots, per bag	1 25	1 25
Onions, Spanish, crate	....	5 00
Do., sack, 100 lbs.	....	4 25
Do., pickling, 11s	2 00	2 75
Celery, per doz.	0 50	1 00
Eg plant, 1-qt. bkt.	....	1 00
Do., sweet, bkt.	....	0 75
Peppers, hot green, bkt.	....	0 40
Do., hot, red, bkt.	....	0 40
Cauliflowers, doz.	1 50	2 00
Tomatoes, hot house, lb.		0 15
Head lettuce, iceberg, case		5 50

FLOUR DROPS 50 CENTS

Toronto.

FLOUR—Following the weakness in the wheat market, flour registered another decline this week of 50c. per barrel, making first patents in white cotton bags $7.80 per barrel.

First Patents, in cotton bags, bbl.	7 80
Second Patents, in jute bags, bbl.	7 60

MILLFEEDS LOWER

Toronto

MILLFEEDS—Further weakness in the grain markets has resulted in a decline on millfeeds. This reduction averages $2.00 per ton. Shorts are now quoted at $23 25, Bran $21.25 and choice middlings $29.25 per ton.

Shorts, per ton	23 25
Bran, per ton	21 25
Choice middlings, per ton	29 25

FEED MOLASSES LOWER

Toronto.

SYRUPS.—A reduction is announced on feed molasses, new prices are as follows: car lots 20½c per gal.: 10 barrel lots 24c. per gal.: 5 barrel lots 26c per gal.: these prices are delivered except in less than 5 barrel lots which is 22c. per gal. f. o. b. Toronto. In half barrels quotations are 3c. over the above.

Corn Syrup—	
Barrels, about 700 lbs., yellow..	0 05½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 60
Cases, 5-lb. tins, white, 1 doz. in case	5 30
Cases, 10-lb. tins, white, ½ doz. In case	5 00
Cases, 2-lb. tins, yellow 2 doz. in case	4 00
Cases, 5-lb. tins, yellow, 1 doz. in case	4 70
Cases, 10-lb. tins, yellow, ½ doz	4 00
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 20
No. 3 tins, 2-doz. case	5 50
No. 5 tins, 1-doz. case	4 60
No. 10 tins, ½-doz. case	4 25
Pails—No. 1	1 10
Pails No. 2	1 75
Pails No. 5	3 55
Molasses, table grade—	
No. 2 tins, 2-doz. case	7 75
No. 3 tins, 2-doz. case	10 75
No. 5 tins, 1-doz. case	8 95
No. 10 tins, 1-doz. case	8 60
Pails—No. 1	2 10
Pails No. 2	3 75
Pails No. 5	8 55

TEAS HOLD UPWARD TREND

Toronto.

TEAS.—The question of future supplies is having an effect upon the market to such an extent that the upward trend in prices appears to be gaining in strength. This is accounted for by the fact that the restricted production is now a factor to be contended with. A late cable from India says that the production there is 59,000,000 lbs. short of what it was at the same period a year ago. From Ceylon the shortage on July 1 was 18,000,000 lbs. to 20,000,000 lbs. and from Java the report was that only one half the quantity had been secured that had been reached a year ago; and from China the report is that no second and third crops need be expected this year.

Pekoe Souchongs	0 28	0 35
Pekoes	0 30	0 58
Broken Pekoes	0 35	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans		0 58
Do., seconds		0 50
Hyson thirds	0 30	0 35
Do., pints	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade.

PUNCH BOARD ILLEGAL

Editor Canadian Grocer

Can you inform us whether a Punch Board is legal? We charge ten cents for a punch and if the person does not get the lucky number, he is entitled to a chocolate bar. S. F.

Answer—A Punch Board is absolutely illegal no matter whether the operator receives something for his money or not. Records show that many merchants throughout the Province have been heavily fined and the Board confiscated.

MANITOBA MARKETS

WINNIPEG, October 19.—Business during the week is reported quiet. Refined sugar has taken another decline. The new pack 1921 sockeye salmon is practically cleaned up and many buyers are filling their orders with other grades. Teas and coffees continue strong with upward tendencies. Evaporated apples are higher in primary markets while prunes are holding steady. Seedless raisins continue scarce and the sales of currants have been stimulated. The jam market is showing a firmer tone, and Western manufacturers have withdrawn their lines from the market.

CANNED LOBSTERS SCARCE

Winnipeg.

CANNED GOODS—Canned lobsters are reported scarce and high. The sale of salmon is normal and sockeye is practically cleaned up and the trade is buying other grades of salmon to take the place of this line. Old stocks of staple vegetables such at tomatoes, corn and peas have been practically cleaned up and the 1921 pack is meeting with a good demand. There is no change in the canned fruit situation. Buying at the present time is quiet but heavier sales are expected later on in the season.

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case,		
Do., imp., ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	....	2 45
Do., ½s, 4 doz. case, doz.	....	4 20
Oysters, 1s, 4 oz., 4 doz. case, cs.	....	9 40
Pilchards, 1s, tall, 4 doz. case, cs.	....	7 10
Do., ½s, flat, 8 doz. cs., case	....	9 00
Salmon—		
Sockeye, 1s, tall case	....	20 75
Do., ½s, flat, 8 doz. in case	....	21 75
R. Spring, 1s, tall, 4 doz. case	....	16 75
Do., ½s, flat, 8 doz. case	....	18 25
Cohoe, 1s, tall, 4 doz. case	....	14 65
Do., ½s flat, 8 doz. case	....	16 50
Pink, 1s, tall, 4 doz. case	....	6 50
Do., ½s, flat, 8 doz. case	....	8 25

CANNED FRUIT (Canadian)

Apples, 6 tins in case, per case	....	3 25
Cherries, 1s, 4 doz. case	7 00	8 00
Peaches, 2s, 2 doz. case	6 50	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	6 50	7 00
Do., heavy syrup, 2s, 2 doz. case	6 00	6 50
Do., Lombard, light syrup, 2s, 2 doz. case	4 75	5 25
Raspberries, 2s, 2 doz. case	8 50	9 00
Strawberries, 2s, 2 doz. case	8 00	8 50

CANNED FRUIT (American)

Apricots, 1s, 4 doz. case	....	11 00
Peaches, 2½s, 2 doz. case	....	12 00
Do., sliced, 1s, 4 doz. case	....	12 40
Do., halved, 1s, 4 doz. case	....	12 40
Do., 2s, 2 doz. case	....	8 25
Pears, 1s, 4 doz. case	....	12 00
Pineapples, sliced, 2s, 2 doz. case	....	7 60

CANNED VEGETABLES

Asparagus Tips, 1s, tins, 2 doz. case, per doz.	....	5 00
Beans, Golden Wax, 1s, doz.	4 75	5 00
Beans, Refugee, 2s, 2 doz. case	4 75	5 00
Corn, 2s, 2 doz. case	3 25	4 00
Peas, 2s, 2 doz. case	3 90	4 10
Sweet Potatoes, 2½, 2 doz. case	....	7 00
Pumpkins, 2½s, 2 doz. case	3 00	3 75
Sauer Kraut, 2½ss, 2 doz. case	....	4 10
Spaghetti, 2 doz. case	....	2 15
Tomatoes, 2½s, 2 doz. case	3 95	4 15
Spinach, 2½s, 2 doz. case	....	6 55

CEREALS UNCHANGED

Winnipeg.

CEREALS—There is no change in the cereal market. With the approach of the winter trade the demand for package cereals appears to have fallen off slightly and bulk cereals are more in demand. The bean market remains steady and it is the opinion that prices will be lower when the new crop arrives on the market.

PACKAGE CEREALS.

Rolled oats 20s, rd. cartons	4 75	5 00
Do., 36s, case, square, bkts.	....	3 50
Do., 18s, case	....	2 10
Corn Flakes 36s, case	3 50	3 80
Cornmeal, 2 doz. case, case	....	3 40
Puffed Wheat, 3 doz. cs., case	....	4 45
Puffed Rice, 3 doz. cs., case	....	5 75
Grape Nuts 2 doz. cs. case	....	3 80
Package peas, 3 doz. cs., case	....	3 00
Cream of Wheat, 3 doz. cs., case	....	9 15

BULK CEREALS

Rolled oats, 80s, per bag.	....	2 60
Do., 40s, per bag	....	1 38
Do., 20s, per bag.	....	0 71
Do., 10-8s, per bale	....	3 50
Do., 15-8s, per bale	....	4 00
Oatmeal, 98s, gran. or stand., bag	....	3 70
Wheat granules, 98s, bag	....	6 10
Do., 16-6s, per bag	....	6 60
Peas, whole, green, 100-lb. bag, per bushel	....	3 95
Do., split, yellow, 98s, bag	....	7 50
Do., split, yellow, 49s, bag	....	3 85
Cornmeal, 98s, per sack	....	3 25
Do., 49s, per sack	....	1 65
Do., 24s, per bag	....	0 85
Do., 10s, per bale	....	3 65
Buckwheat grits, whole, 981lb. bags, per bag	....	9 35
Beans, 100-lb. bags, bushel	4 20	4 50
Lima beans, 100-lb. bags, lb.	....	0 09½
Barley, pot, 98s	....	3 85
Do., 49s	....	1 92
Do., 24s	....	1 00
Barley, pearl, 98s, per bag	....	4 95
Do., pearl, 49s, per bag	....	2 52
Do., pearl 24s	....	1 28

COFFEE MARKET FIRM

Winnipeg

COFFEE—Reports from the primary market indicate that Brazil futures are steady with Santos slightly higher. Locally there is a steady tone to the market with demand in fair volume. Prices remain unchanged.

COFFEE—

Rio, lb.	0 19½	0 20½
Mexican, lb.	0 44	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.,	0 40	0 43
Mocha (types)	0 51	0 53
Santos, Bourbon, lb.	0 28½	0 31
Santos, lb.	0 27½	0 30

FLOUR MARKET STEADY

Winnipeg.

FLOUR—There is no change in the flour market. 98 pound sacks delivered are quoted at $4.15. Buying still continues on the hand to mouth basis.

FLOUR—

Almonds, per lb.	0 47
98-lb. sacks	4 35
Two 49-lb. sacks	4 42½
Four 24-lb. sacks	4 52½

JAM MARKET FIRM

Winnipeg.

JAMS—Latest advices received from jam manufacturers in the East state that strawberry jam is very scarce and higher prices are quoted for all lines of jams. Some Western manufacturers have withdrawn their lines from the market as they claim they are practically cleaned up. The market is showing a firmer tone and tendencies are upward.

JAMS

Strawberry 4s per tin	0 89
Black Currant 4s per tin	0 89
Raspberry 4s per tin	0 89
Apricots 4s per tin	0 83
Cherry 4s per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors), 4s, tin.	0 57

ORANGES ADVANCE

Winnipeg.

FRUIT—Oranges have advanced and are quoted from $7.00 to $10.00 per case according to size. Lemons have declined and are quoted at $9.00 per case. Tokay grapes are arriving in good quantities and are meeting with ready sale at $5.00 per case. Ontario Red Roger grapes are in good demand and are selling at 90 cents to $1.00 per basket. B. C. Macintosh apples are arriving in large quantities and are selling at $.00 to $3.25 per case.

FRUITS—

Oranges, all sizes, per case	7 00	10 00
Lemons, per case	....	9 00
Apples, per box	2 00	3 25
Bananas, per lb.	....	0 10
Grapefruit, per case	....	9 00

POTATOES LOWER

Winnipeg.

VEGETABLES—There is very little change in the vegetable market, the most interesting line being potatoes. Large quantities are arriving from the country districts and the market is flooded. Wholesale prices are 70 to 75c per bushel. B. C. onions have shown an advance of 50c per sack and are quoted at $4.00.

VEGETABLES—

Rhubarb, per lb.	....	0 02
Cabbage, per lb.	....	0 01½
Head lettuce, per dozen	0 75	1 25
Leaf lettuce, per dozen	0 40	0 60
Green onions, per dozen	0 40	0 50
Cucumbers, per dozen	0 60	0 75
Tomatoes, per lb.	....	0 05
New carrots, beets, per lb.	....	0 02
Potatoes, per bushel	....	0 75
Do., 25 bushel lots, bushel	....	0 70
Celery, B.C., per lb.	....	0 06½
Cauliflower, per doz.	0 75	1 50
Onions, per sack	....	4 00

RAISINS IN DEMAND

Winnipeg.

DRIED FRUIT—Seedless raisins are scarce and it will be around the first of November before the new crop arrives. Small quantities of bulk seedless of the 1920 pack are arriving and as the quality is good they are in good demand. Seeded raisins and currants are selling freely. Prunes continue strong and are in fair demand. Apricots and peaches are showing indications of further advances and sales are small. Evaporated apples are scarce until the new pack arrives.

DRIED FRUIT

Evaporated apples, per lb.	0 15½ to	0 16
Currants, 90-lb., per lb.	0 18	0 19
Do., 8 oz. pkgs., 6 doz. case, lb.	....	0 16¾
Dates, Hallowee, bulk, lb.	....	0 11¼
Do., pkge., 3 doz. case, lb.	....	0 15⅞
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 12½
Do., black, cartons, carton	....	0 60
Loganberries, 4 doz. case, pkt.	....	0 25
Peaches, standard, per lb.	0 20	0 21
Do., choice, per lb.	0 23	0 24
Do., fancy, per lb.	0 24	0 25
Do., Cal., in cartons, per carton	....	1 10
Do., unpitted, per lb.	....	0 10
Pears, extra choice, per lb.	....	0 25
Do., Cal., cartons, per carton	....	1 25
Currants, 90-lb., per lb.	0 18	0 19

Prunes—	
30-40s, 25s, per lb.	0 21
40-50s, 25s, per lb.	0 16¼
50-60s, 25s, per lb.	0 14
60-70s, 25s, per lb.	0 12¾
70-80s, 25s, per lb.	0 11½
80-90s, 25s, per lb.	0 10½
90-100s, 25s, per lb.	0 08
In 5-lb cartons, carton	0 68
Raisins—	
3 doz .to case, per pkg.	0 21
Choice seeded, 15 oz., 3 doz. to case, per pkg.	0 20
Fancy, seeded, 11 oz., 4 doz. to case, per pkg	0 21¾
Choice seeded, 11 oz., 4 doz. to case, per pkg.	0 19
Cal., bulk, seeded, 25-lb. boxes	0 24
Do., pkt., seedless, 11 oz., 3 doz. to case, per lb	0 22
Do., bulk, seedless, 25-lb. boxes per lb.	0 24
Apricots, choice, 25 s, lb.	0 31
Do., 10s, lb.	0 33
Do., Standard, 10s, lb.	0 27
Do., Standard, 25s, lb.	0 29
Do., fancy, 25s, lb.	0 35
Do., fancy, 10s, lb.	0 36

RICE MARKET FIRMER

Winnipeg.

RICE—The primary markets continue strong with upward tendencies. With the recent advances buying has been greatly stimulated by the strength of the market. Spot stocks are very low.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08
Do., 50-lb. sacks, lb.	0 08½
Siam, 100-lb. bags	0 06¼
Do., 50-lb. bags	0 06½
Sago, sack lots, 13 to 15 lbs., lbs., per lb.	0 09

NO CHANGE IN SPICES

Winnipeg.

SPICES—There is a good business locally for spices but market conditions are practically unchanged.

Allspice, Jamaica, best qual., lb	0 20
Cassia, Batavia, per lb.	0 36
Do., China, per lb.	0 33
Chillies, per lb.	0 55
Do., No. 1, per lb.	0 53
Cinnamon, Ceylon, per lb.	0 80
Do., No. 0, carton, doz.	0 90
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar per lb. 0 45	0 45
Ginger, washed, Jamaica, No. 1	0 60
Do., Jamaica, No. 2	0 40
Do., Japan or Africa, lb.	0 25
Mace, extra bright Penang, lb.	0 75
Nutmegs, extra large brown, 70 to lb., per lb.	0 55
Do., large brown, 85 to lb. per lb.	0 50
Do., medium, 110 to lb.	0 45
Do., carton of six, per doz.	0 70
Pepper, blk., Singapore, ex. lb. 0 30	0 30
Do., white, per lb. 0 42	0 42
Pickling, ¼-lb., pkg., per doz.	1 05
Do., bulk, No. 1, per lb.	0 28
GROUND SPICE	
Allspice, bulk, per lb.	0 20
Do., No. 2, per lb.	0 18
Do., 2 oz., cartons	0 80
Do., 4 oz. cartons	1 20
Cassia, No. 1 bulk, per lb.	0 30
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	1 00
Do., No. 1, 4 oz. cartons	1 40
Cinnamon, bulk, per lb.	0 40
Do., 2 oz. cartons	1 15
Do. 4 oz. cartons	1 65
Cloves, bulk, per lb.	0 50
Do., 2 oz., cartons	1 25
Do., 4 oz. cartons	2 20

SUGAR PRICES LOWER

Winnipeg.

SUGAR—Another reduction of 25 cents is announced by refiners which makes the basis $9.25 per hundredweight. Further declines are expected by the trade very shortly.

Extra gran., bags, 100 lbs.	9 25
Do., gunnies, 5-20 lbs.	9 65
Do., gunnies, 10-10 lbs.	9 75
Do., cartons, 20-5 lbs.	9 85
Do., cartons, 50-2 lbs.	10 00
Yellow No. 1 lt., bags, 100 lbs.	8 85
Do., golden, bags, 100 lbs.	8 75
Powdered sugar, bbls.	9 65
Do., boxes, 50 lbs.	9 85
Do., boxes, 25 lbs.	10 00
Icing, barrels	9 75
Do., boxes, 50 lbs.	9 95
Do., boxes, 25 lbs.	10 15
LUMP SUGAR—	
Soft lumps, boxes, 100 lbs.	10 05
Do., boxes, 50 lbs.	10 15
Do., 25 lbs.	10 35
Do., cases, 40 ½ cartons	11 85
Small lump, boxes, 100 lbs.	9 95
Do., boxes, 50 lbs.	10 05
Do., boxes, 25 lbs.	10 25
Do., cartons, 50 2-lbs.	10 35
Hard lump, barrels	10 25
Do., boxes, 100 lbs.	10 25
Do., boxes, 50 lbs.	10 25
Do., boxes, 25 lbs.	10 50

GOOD DEMAND FOR STARCHES

Winnipeg.

STARCH—There are no changes in quotations and the demand is steadily increasing.

STARCH—	
Cornstarch, No. 1 quality, per lb.	0 10⅝
Cornstarch, 1-lb. pkgs., lb.	0 09½
Gloss, 1-lb. pkgs., pr lb	0 10⅞
Celluloid, 1-lb. pkg., per case	4 35

NO CHANGE IN SYRUPS

Winnipeg.

SYRUPS—There is no change on quotations for corn and cane syrups but owing to the weakness of the corn market lower prices are expected. The demand is moderate as buyers continue to buy in small quantities.

CANE SYRUP—	
No. 2s	6 55
No. 5s	7 50
No. 10s	7 00
No. 20s	6 80
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 65
Cases, 5-lb. tins, white, 1 doz. in case	5 75
Cases, 10-lb. tins, white, ½ doz. in case	5 50
Cases, 20-lb. tins, white, ¼ doz. in case	5 50
Cases, 2-lb. tins, yellow, 2 doz. in case	3 40
Cases, 5-lb. tins yellow, 1 doz. in case	4 55
Cases, 10-lb. tins, yellow, ½ doz. in case	4 30
Cases ,20-lb. tins, yellow, ¼ doz. in case	4 30
TABLE SYRUP—	
Pure, 2½s, tins, cs. of 2 doz.	24 85
Pure, 5s, per case of 1 doz.	22 65
Pure, 10s, per case of ½ doz.	21 05
MAPLE SYRUP—	
Maple flavor 2½s, tins, per case of 2 doz.	13 75
Do., 2s, tins, case of 1 doz.	12 00
Do., 1s, tins, case ½ doz.	11 60
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 30
3-lb. tins, 2 doz. case	11 60
5-lb. tins, 1 doz. case	9 50
10-lb. tins, 1 doz. case	9 20
Molasses quotations subject to 5 per cent. discount.	
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	5 25
2s, 4 doz. in case	5 00
2½s 4 doz. in case	4 80
5s, 4 doz. in case	4 50
10s, 4 doz. in case	4 20

TEA MARKET FIRM

Winnipeg.

TEA—There is an increasing scarcity of teas of fine quality and no excessive stock of any grade except possibly the commonest and these have shown an appreciable improvement in price during the past few weeks. The market is very active and the general tone is strong.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoe. first quality	0 40	0 42
Do., second quality	0 35	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe 1st qual.	0 50	0 60
Japan	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45

SHELLED WALNUTS SCARCE

Winnipeg.

NUTS—The shelled Bordeaux walnut situation is very acute and supplies are hard to obtain. Shelled peanuts are ruling firm with no signs of any weakness on the market.

NUTS, SHELLED—	
Almonds, per lb.	0 47
Spanish Peanuts, No. 1, lb.	0 12½
Pecans, per lb.	1 40
Walnuts, per lb.	0 77½
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 25
Walnuts per lb.	0 25
Almonds, per lb.	0 25
Cocoanuts per sack	11 00
Cocoanuts, per doz.	1 50
Brazils, per lb.	0 25
Pecans, per lb.	0 28

Manitoba Flour Drops 50 Cents a Barrel

Sharp Break in Grain Markets, Reflected in Further Reductions on Flour and Millfeeds

TORONTO Oct. 19—Further weakness developed in the grain markets, and prices moved to new low levels. Wheat prices dropped 12c. in the past two days, the market closing yesterday at $1.10 for No. 1 northern Manitoba.

The recent heavy decline in wheat is also reflected in another decline in the price of Manitoba flour, which is now quoted 50c. lower at $7.80 per barrel for first patents in white cotton bags. Millfeeds are also reduced $2.00 per ton making bran $23.25, shorts $21.25 and choice middlings $28.25 per ton.

According to a despatch from Winnipeg the fall of 12c. in wheat in two days is too rapid to be sound and there is a feeling that the market is heavily oversold.

"Export movement in wheat is spasmodic and although there is an occasional big deal goes through, there is not the steady and broad demand that we need in the worst way if prices are to be kept from further breaks," stated a local miller to Canadian Grocer. "Furthermore the low price on wheat is going to have a serious effect upon the country as a whole, as the buying power is considerably cut down."

The following are the comparative prices on flour and millfeeds today as against the same date last year:

	1920	1921
Flour first patents in cotton bags per bbl.	12.50	7.80
Shorts per ton	54.25	23.25
Bran per ton	49.25	21 25

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax, N. S., Oct. 18.—Few changes are noted in the grocery markets this week. Rolled oats dropped 5c per bag making the price $3.90. Fresh eggs are scarce and higher at 55c per doz. Creamery butter is slightly firmer at 48c per lb. Lemons have advanced $1.00 now quoted at $11.00 per case. Nova Scotia potatoes are plentiful with prices easier at $1.50 per bag.

Flour, No. 1 patents, bbl.		11 00
Cornmeal, bags		2 50
Roled oats, per bag		3 90
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.		10 00
Sugar, standard, gran.		8 45
Do., No. 1, yellow		8 00
Molasses, gal.		0 70
Cheese, Ont., twins		0 21
Eggs, fresh, doz.		0 55
Lard, compound		0 21
Do , pure, lb.		0 22
American clear pork, bbl.		33 00
Tomatoes, 2½s., stan., doz.		2 00
Breakfast bacon		0 33
Hams, aver. 9-12 lbs.		0 35
Do., aver., 12-18 lbs.		0 35
Do., aver. 18-25 lbs.		0 31
Roll bacon		0 25
Buter, creamery, lb.		0 48
Do., dairy		0 36
Raspberries, 2s Ont., doz.		4 00
Peaches, 2s., standard, doz.		3 30
Corn, 2s, standard, doz.		1 60
Peas, standard, doz.		1 95
Strawberries, 2s, Ont., doz.		4 00
Salmon, Red Spring, flats, cases		
Do., pinks		7 00
Do., Cohoes		14 00
Do., Chums		6 00
Evaporated apples, per lb.		0 15
Dried peaches, per lb.		0 22
Potatoes, Nat., 90-lb. bag		1 50
Onions, Canadian		4 25
Onions, Spanish, per lb.		0 03¾
Beans, white		4 50
Do., yellow eye		6 00
Bananas, lb.	0 08½	0 09½
Lemons, Cal.		11 00

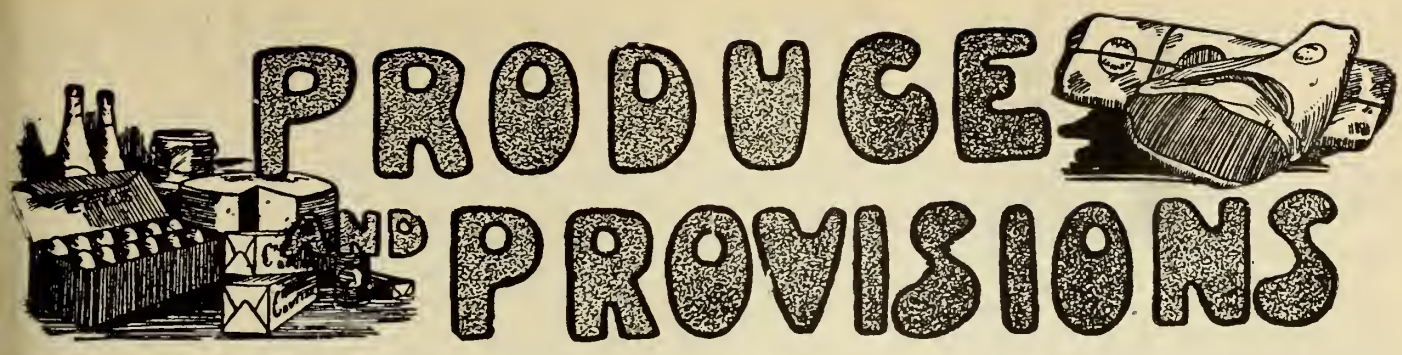
Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Alta., October 18. — Pure jams are quoted at an advance of 5c to 11c on fours. Rolled oats, 80s, are slightly easier at $2.75. Sugar dropped 50c making the price $9.17. No. 1 Japan rice is quoted at $7.35 to $8.00 per cwt. Kotenashi Beans are slightly higher at $5.65 to $6.50 per cwt. Large Ontario chesse is quoted at 22½c. to 23c. per lb. New laid eggs are higher at $13.50 per case while No. 1 storage are bringing $12.00, 12.50 per case. $3.60 per case. Local potatoes are quoted at $25.00 to $27.00 per ton.

Beans—Ashcroft, per cwt.	5 50	6 00
Do., Kotenashi, per cwt.	5 65	6 50
Rolled oats, 80s		2 75
Rice, Siam	5 50	6 00
Japan, No. 1	7 35	8 00
Tapioca	7 00	7 50
Sago	7 00	7 50
Sugar, pure cane, gran., cwt.		9 17
Cheese, No. 1, Ont., large	0 22½	0 23
Alberta cheese, twins		0 23½
Do., large		0 24½
Butter, creamery, lb.		0 37
Do., dairy, lb.	0 25	0 30
Lard, pure 3s	12 30	12 60
Eggs, new laid, local, case		13 50
Do., No. 1 storage, case	12 00	12 50
Tomatoes, 2½s	4 15	4 35
Lemons, case		12 50
Corn, 2s, standard case	3 35	3 60
Peas, 2s, standard case	4 20	4 30
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye ½s, case	21 00	21 50
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	8 40	9 25
Gooseberries, 2s		11 30
Cherries, 2s, red, pitted	9 00	9 50
B. C. Tomatoes, 4-bas. crate, ea.		2 75
Apples, evaporated, lb.		0 18
Do., 25s, lb.		0 18½
Pineapples, Hawaiin, sliced 2's	6 90	7 00
Peaches, evaporated, lb.	0 16	0 20
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 10	0 10*
Do., 70-80s	0 11½	0 12¼
Potatoes, local, per ton	25 00	27 00

An original display emblematic of Autumn and Thanksgiving.



Slicer Doubles This Man's Trade In Cooked and Smoked Meats

St. John's, N.B., Merchant Lays Great Stress On the Importance of Good Equipment In the Promotion of Sales—Refrigerator Display Also In this Store

"I BELIEVE my business in meats, that is, the cooked and the smoked lines, is twice as large since I installed that slicer," Mr. Seriesky, St. John, N. B. told a representative of "Canadian Grocer." This merchant sells groceries and meats and is a firm believer in the value of good equipment if a grocer is going to sell meats at a profit. He has a refrigerator glass display counter, and according to him a fresh display such as this permits, means greatly increased sales. In fact, last year he did double the business of the previous twelvemonth, and he asserts that equipment of the right kind, and displays have been partly responsible. He has been able to give his trade better service, and he finds that people will come to the store where they know they can have meats sliced according to their liking, and where they can see for themselves that the stock is always kept fresh and clean.

One window of his store, Mr. Seriesky devotes to the display of groceries and the other one is used for meats and provisions. They are constantly changed, and are always dressed with the idea of attracting attention. Linked with good window displays is newspaper advertising, specials being very often announced in daily press.

Nothing is exposed in the store. Every thing is kept under cover and the fact that cleanliness is of the first importance, is in no small measure responsible for the liberal patronage.

Points on the Care of a Scale

Montreal Merchant Says He Can Weigh Out a Bag of Sugar Into Two Pound Bags, Sell It at the Price He Paid For it and Make a Profit.

MONTREAL— (Special) — "To buy a hundred of sugar, put it up in two pound bags and sell it at eight cents a pound and still make a gross profit," was the boast made the other day by a local merchant. He also guaranteed that each parcel would be of accurate weight according to the best scales obtainable, in fact the better the scale the more profit. At first the boast seems a joke, an impossibility but while it is not a practical thing it illustrates a point that every grocer can well study for his own benefit.

The secret of what appears at first to be a trick is that when carefully and accurately weighed a profit is being made on the weight of the paper bag, which, it may be surprising to know, is plainly shown on a good scale. Even a thirty pound scale will show the difference and in the column of eight cents on a computing scale in every two pounds it shows an appreciable difference. To those who have a good computing scale it will be an interesting experiment and will prove that if particular care is not taken in weighing goods there is a big leakage in almost every article that is sold by weight. In the case of the sugar for instance, it is interesting to note that one thousand two pound bags cost $1.71. Therefore fifty, which would be required to parcel one hundred of sugar, would cost the grocer 8½ cents and weighs one pound and four ounces. Therefore if this is carefully carried out the paper bags will take the place of one pound and a quarter of sugar. This only leaves a very small margin and no doubt would not pay for the extra care taken in weighing but nevertheless it illustrates a point where in other, more expensive lines there is a big leakage. Coming to the fine point, the merchant fufilled his boast and in so doing proved the value of an accurate scale and care in weighing.

This same merchant pointed out where an error often comes in weighing and where there follows a leakage of profits. He cited the instance of where the proprietor had a cylinder scale. It was an accurate machine, in fact an expensive one. He adjusted it for height being a short man and then set it properly at zero, as is necessary to make the readings correct. But he forgot that he had a clerk who was much taller than he. This employee was a conscientious man and exceedingly careful in his weighing but through no fault of his own he was losing money for his employer. When he came to the scale his eye was not on a level with the black line that registers on the cylinder but above it so that what appeared to be an accurate registration of one pound was a pound and two ounces for the proprietor of the store and since it was he who adjusted the scale, two ounces was lost every time the clerk weighed out a parcel. On cooked ham at sixty cents a pound that would mean a loss of a little over seven cents. On the face of it this may seem a trivial detail but in a week it means a lot of money.

"Canadian Grocer" representative brought this to the attention of the representative of one of the scale manufacturers and asked for a solution. This gentleman said that the proprietor of each store should call his clerks together once a week and ask each one to show what to him appeared to be an accurate reading of the zero mark. Then the proprietor should take an average and set his scale or cylinder accordingly. If he were to tell the tall man to make an allowance in his reading, it would only increase the inaccuracy and in time it would get worse. As a result of this inquiry the representative of this firm pointed out some other details of keeping a scale ir order. He said, "A grocer should be careful to see that when his clerks are using a fan-type scale that they stand directly in front of the dial or else two or three ounces may be lost in every measurement. What is the use of a grocer paying for a very sensitive scale, if he is not going to take advantage of it by making the readings as correct as the scale will record when the proper care is taken? Another thing, the suspension points under the plate of a scale should be cleaned out at least once a month so that the action will be free. If they are not clean it will open the way for loss in very little time. In most scales there are only two knife-edged pivots that need to be cleaned and this can be done by removing the glass or metal plate on which the goods to be weighed are placed."

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, October 19.—The produce market shows improved strength almost throughout. The most striking feature is the advance in the price of butter and a stronger market for cheese, both resulting from a call for dairy produce from the United States and improvement in the British market. Eggs are also higher in price with light receipts. There is also an improvement in the hog market with an advance. Smoked meats have an easier tendency which is only temporary and cooked meats have been easier owing to a falling off in demand. The beef market is easy with a light demand. Lard is unchanged in price. There is no change in honey, but owing to the big offerings the market is easy and prices will at least remain at the present level for some time. The fish market is unchanged, with a good demand.

HIGHER PRICE FOR BUTTER

Montreal.

BUTTER.—The butter market shows more activity this week on account of a demand for Canadian creamery butter springing up in the United States and at the same time an improved domestic demand coupled with a falling off in production. This has placed the butter market in a stronger position with an advance in price of from 1⅛c to 1¼c per lb. Creamery prints are now selling at 41c.

BUTTER—	
Finest creamery prints	0 41
Creamery solids	0 40

STRONGER CHEESE MARKET

Montreal.

CHEESE.—Like the butter market, the cheese market is showing improvement on account of a demand from the United States and more activity is noticeable on this market. There is also an improved demand from English buyers. The demand for exportation seems to be for fine white cheese and a small premium over colored is being paid. There is no change yet in wholesale prices but at country boards the price shows an advance of 5-16c which would indicate a stronger future.

Large, per lb.	0 21
Twins, per lb.	0 20
Old white	0 30
Triplets, per lb.	0 22
Fancy old cheese, per lb.	0 30 0 33
Stilton, per lb.	0 35
Quebec	0 20 0 21

COOKED MEATS STEADY

Montreal.

COOKED MEATS.—There is no change in the prices quoted on cooked meats. The demand is smaller and with the decline in the price of cooked hams a week ago the market is steady.

Jellied pork tongues	0 35
Jellied pressed beef, lb.	0 37
Hams, cooked	0 52 0 55
Pork pies (doz.)	
Sausage, pure pork	0 20
Mince meat, lb.	0 15½
Ox tongue, tins	0 65
Head cheese, 6-lb. tins, per lb.	0 10

BARREL MEATS UNCHANGED

Montreal.

BARRELLED MEATS—There is no change in the prices quoted on barrelled meats. The market is steady with some improvement in demand.

Family back, bbl.	40 00
Clear fat pork	30 00
Heavy mess pork (bbl)	30 00
Plate beef	22 00

STRONGER MARKET FOR HOGS

Montreal.

FRESH MEATS—The market for selected live hogs shows a stronger trend with an advance of 25c a hundred on light weights. This is attributed to smaller offerings with a good demand. The beef market has shown some improvement but with the holiday in the province of Quebec this week, the demand fell off with an easier tendency following. There is no change in prices.

FRESH MEATS—		
Hogs, live (selected off cars)	9 75	10 00
Abattoir killed, 65-90 lbs.	0 17	0 18
Fresh Pork—		
Legs of pork (foot on)	0 24	0 26
Loins (trimmed)	0 28	0 31
Trimmed shoulders		0 19
Untrimmed		0 17
Pork sausage (pure)		0 20

Fresh Beef—	(Cows)		(Steers)	
Hind quarters	0 12	0 18	0 12	0 20
Front quarters	0 05	0 09	0 06	0 10
Loins	0 25	0 28	0 28	0 30
Chucks	0 08	0 09	0 08	0 10

LARD PRICES STEADY

Montreal.

LARD—There is no change in prices quoted on lard. The market is steady with a demand for immediate requirements only. Dealers have good stocks on hand and the tendency is easy on account of the easing off on buying.

Tierces, 60 lbs.		0 17
Pails, 20 lbs.	0 17½	0 18½
Tubs, 20 lbs.	0 17	0 18
Bricks	0 20	0 21

SMOKED MEATS EASIER

Montreal.

SMOKED MEATS—Although there is no change in smoked meats there is an easier feeling that has developed since the demand has fallen off slightly and the production is somewhat in excess of the demand for the present. No. reduction in price is expected however since the demand will improve in the course of a few weeks.

BACON—		
Breakfast, best	0 34	0 40
Smoked breakfast	0 36	0 42
Cottage rolls		0 32
Picnic hams		0 22
Wiltshire	0 32	0 35
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut		0 31
Do., 14-20		0 31
Do., 20-25		0 29
Do., 25-35		0 27
Over 35 lbs.		0 24

FISH PRICES UNCHANGED

Montreal.

FISH.—There is no change in fish prices. The demand shows improvement and the market is steady. Oyster prices are also firm and unchanged.

Market Cod	0 05½
Steak Cod	0 09
Gaspe Salmon	0 22
Dressed B. C. Salmon	0 26
White fish	0 18
Haddock	0 06½
Halibut	0 22
Trout, lake	0 18
Chicken halibut	0 16
Sword fish	0 20
Flounders	0 10
Dressed Pike	0 12
Doree	0 18
Mackerel	0 20
OYSTERS—	
Standard No. 1 can	2 60
Do., No. 3 can	7 50

ANOTHER ADVANCE IN EGGS

Montreal

EGGS.—The egg market has take another big jump and with supplies lim ited and production low. Storage egg are in the main demand but new lai eggs are selling at as high as 70c pe doz. The average price runs from 6(to 70c. Selects and No. 1's are als up 2c per doz.

Extras	0 60	0 70
Fresh selects		0 48
Do, No. 1		0 42

ONTARIO MARKETS

TORONTO, October 19.—Although on the surface the butte market is steady to strong the undertone appears to have a sligh degree of uncertainty. Ontario storage stocks of butter ar smaller than a year ago. In cheese the situation is somewhat th reverse; the market is strong, while storage stocks are larger tha at the same time last year. New laid eggs continue at a premiu but storage supplies are moving freely. Lard and shortening are eas with a slight reduction on the latter. Cooked, smoked and barr meats are unchanged as compared with a week ago. The hog ma ket is unsettled with easier tendencies. There is a brisk moveme in fish with lower prices on oysters and fresh trout. Live turke are down in price, while the whole of the poultry market has ea tendencies under heavy receipts.

BUTTER STEADY TO FIRM

Toronto.

BUTTER—The market is holding and has a steady to firm tone following the recent higher prices and advanc in Montreal. There appears to be slight undertone of uncertainty in t situation as many dealers with the

losses of last year fresh in their minds are holding off and buying principally on the hand-to-mouth basis. Stocks in storage are smaller than a year ago. On October 1 stocks of creamery in Ontario were 89,315 packages as against 102,248 packages, same date 120. Stocks of dairy October 1 amounted to 607 packages as against 2,126, same date 1920.

BUTTER—		
Creamery prints	0 40	0 42

STRONG CHEESE MARKET

Toronto.

CHEESE—The cheese market has a stronger tone. This is accounted for by the fact that the season is closing and many factories are making preparations for closing. Prices at country boards during the week ranged from 15-8c to 16-8c per lb. Dealers' quotations to the retail trade remain unchanged at 20c per lb. for new, while June cheese is bringing 24c. Ontario stocks in storage are larger than a year ago. On October 1 storage stocks amounted to 22,549 boxes as against 18,552 boxes same date 1920.

CHEESE—		
Large, new	0 20	0 22
Do., June	0 24	0 25
Stilton, new	....	0 24

STRONG EGG MARKET

Toronto.

EGGS—The market continues with a strong tone with a steadily decreasing supply of new laid. Storage supplies are moving freely. Fairly heavy shipments of United States storage eggs are arriving and are going into consumption. Quotations to the retail trade are unchanged as compared with a week ago.

EGGS—		
Selects	0 50	0 51
No. 1	0 45	0 46
New laid in cartons	0 58	0 59

EASY LARD MARKET

Toronto.

LARD.—The market rules fairly easy with some houses showing a slight reduction in quotations. Prices now stand at 19c to 19½c for one pound prints and 16½c to 17½c on the tierce basis.

LARD—		
1-lb. prints	0 19	0 19½
Tierces, 400 lbs.	0 16½	0 17½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

MARGARINE QUIET

Toronto.

MARGARINE.—This market shows little activity. The demand is quiet with prices unchanged at 21c to 24c per lb.

SHORTENING LOWER

Toronto

SHORTENING.—The market continues in an easy position with quotations down one half cent per pound. One pound prints are quoted at 16c and on the tierce basis at 13½c per lb.

SHORTENING—		
1-lb. prints	....	0 16
Tierces, 400 lbs.	....	0 13½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

COOKED MEATS UNCHANGED

Toronto.

COOKED MEATS. — There is no change in cooked meats. The demand is seasonable.

COOKED MEATS—		
Boiled hams, lb.	0 45	0 50
Do., square pressed	0 50	0 52
Boiled shoulders, lb.	....	0 36
Head cheese, 6s, lb.	....	0 12
Choice jellied ox tongue, lb.	...	0 65
Jellied pork tongue	....	0 40
Bologna	0 16	0 18
Macaroni and cheese loaf, lb.	....	0 23

Above prices subject to daily fluctuations of the market.

SMALL HAMS EASIER

Toronto.

PROVISIONS.—The only change in quotations is a slight reduction in small smoked hams making the price 32c per lb.

Hams—		
Small, 6 to 12 lbs.	....	0 32
Medium, 12 to 20 lbs.	0 29	0 32
Large, 20 to 35 lbs., ea. lb.	0 20	0 25
Heavy, 35 lbs. and upwards	....	0 18
Backs—		
Boneless, per lb.	0 45	0 46
Rolled, per lb.	....	0 50
Peameal	0 38	0 43
Bacon—		
Breakfast, ordinary, per lb.	0 28	0 35
Do., special trim	....	0 38
Cottage rolls	0 276	0 30
Roll, per lb.	....	0 20
Wiltshire (smoked boneless) lb.	....	0 27½
Do., three-quarter cut	....	0 30
Do., middle	....	0 32
Dry Salt Meats—		
Long clear bacon, av. 50—		
70 lbs.	....	0 21½
Do., av. 80-90 lbs.	....	0 19½
Clear bellies, 15-30 lbs.	0 20½	0 21½
Fat backs 10-12 lbs.	0 14	0 16

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—		
Mess pork	....	30 00
Short cut backs, 200 lbs.	....	38 00
Picked rolls, bbl., 200 lbs.—		
Lightweight	....	38 00
Heavy	....	33 00
Dressed, light per cwt.	14 00	16 00
Do., heavy, per cwt.	10 00	12 00
Live, off cars, per cwt.	....	9 75
Live, fed and watered, cwt.	....	9 50
Live, f.o.b. per cwt.	....	8 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 23
Fresh hams, lb.	....	0 25
Tenderloins, lb.	....	0 50
Picnics, lb.	....	0 13
Montreal shoulders, lb.	....	0 14
Boston butts, lb.	....	0 19
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 13	0 16
Front quarters, lb.	0 05	0 08
Ribs, lb.	0 14	0 20
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 20	0 23
Hips, lb.	0 10	0 12

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 14
Spring lamb, lb.	0 16	0 18
Yearling lamb, lb.	0 08	0 10
Sheep, whole, lb.	0 05	0 07

Above prices subject to daily fluctuations of the market.

HOGS UNSETTLED

Toronto.

FRESH MEATS.—Heavy receipts of cattle were again in evidence at the Union Stock Yards during the week under review, and prices were slightly easier. A few shipments of western cattle arrived, and were generally of good quality. Reports from Alberta show that a good movement in cattle has commenced to the United States, since the reduction of 20% on freight rates on cattle. The hog market closed last week at slightly higher prices than on Wednesday as we went to press. On Monday of this week, however, packers were bidding 50c lower than the close on Satuday. And on Tuesday sales were made on the lower basis of $9.50 fed and watered. In dressed meats, quotations are unchanged as compared with a week ago.

OYSTERS DROP IN PRICE

Toronto.

FISH.—The fish market is taking on a brisk appearance and the outlook for an active winter's business is very promising. Dealers report that considerable country trade has been opened up during the past week. For the most part the market holds fairly steady. Fresh trout is slightly lower at 12c to 13c per lb. The feature, however, is the drop of 65c per gallon on oysters. The new prices are as follows: No. 1 tins $3.90; No. 3 tins $9.25 and No. 5 tins $15.00. Shell oysters are quoted at $18.00 per barrel.

FRESH SEA AND SALT FISH

Cod steak, lb.	0 10	0 11
Do., market, lb.	....	0 09
Halibut, chicken	0 16	0 17
Do., medium	0 22	0 23
Whitefish, Georgian Bay	0 17	0 18
Fresh Herring	0 08	0 09
Flounders, lb.	0 09	0 10
Fresh trout, lb.	0 12	0 13
Hadock	0 09	0 10
Spring Salmon	0 24	0 25
Fall salmon	0 12	0 13
Cohoe salmon	0 19	0 20
Mackerel	0 12	0 13
Yellow pickerel, lb.	....	0 17
Oysters, No. 1 tins	....	3 25
Do., No. 3 tins	....	9 25
Do., No. 5 tins	....	15 00
Do., glass jars, doz.	....	5 25
Do., shell, per bbl.	....	18 00

FROZEN FISH

Halibut, medium	0 22	0 23
Do., chicken	0 16	0 17
Do., Qualla	0 13	0 14
Flounders	0 09	0 10
Pike round	0 06	0 07
Do., headless and dressed	....	0 08
Salmon, Cohoe	....	....
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11

SMOKED FISH

Haddies, lb	0 10	0 12
Fillets, lb.	....	0 17
Kippers, box	2 25	2 75
Bloaters	....	2 00
Ciscoes, lb.	....	0 18

EASY POULTRY MARKET

Toronto.

POULTRY.—The market continues to maintain an easy tone. Heavy supplies are arriving but as yet the quality is not good enough for storage operations to commence in earnest. The only change in quotations is on live turkeys which are reduced 5c per lb.

Prices paid by dealers—	Live	Dressed
Turkeys	0 35	0 45
Chickens, spring	0 22	0 25
Roosters	0 14	0 18
Fowl over 5 lbs.	0 20	0 25
Fowl, 4 to 5 lbs.	0 18	0 20
Fowl, under 4 lbs.	0 14	0 16
Guinea hens, pair	1 25	1 50
Prices quoted to retail trade:	Dressed:	
Turkeys	0 40	0 50
Ducklings	18 to 20	25 to 30
Hens, heavy	....	0 30
Do., light	0 25	0 28

MANITOBA MARKETS

WINNIPEG, Oct. 19.—Business in the produce, provision and fish market is reported quiet. Butter and cheese show very little change while eggs show a slight advance. Cooked meats are slightly easier and lower prices are expected. The demand for smoked ham and bacon is increasing. Lard and shortening market is easy under a slight reduction. Poultry is easier with lower prices on chicken and fowl. There is practically no change in the fish situation. Hogs are slightly easier.

BACON IN DEMAND

Winnipeg.

PROVISIONS—There is a good demand for both smoked ham and bacon but prices remain unchanged.

Hams—		
8 to 16 lbs., per lb.		0 45
16 to 20 lbs., per lb.		0 42
Boneless, 8-14 lbs., per lb.		0 52
Skinned, 14-18 lbs., per lb.		0 45
Skinned, 18 to 22 lbs., per lb.		0 44
Bacon, 6 to 10 lbs., lb.		0 51
Cottage rolls, boneless		0 24
Bellies, 6 to 10 lbs., per lb.		0 35

BUTTER MARKET STEADY

Winnipeg.

BUTTER—There is practically no change in the butter situation as compared with last week. Best table grade is quoted at 40c per lb.

BUTTER—		
Creamery, best table grade	0 38	0 40
Dairy, best table grade		
Margarine	0 21	0 25

CHEESE UNCHANGED

Winnipeg.

CHEESE—There is no change in quotations on cheese. Ontario large is quoted at 21c with twins at 21½c and triplets at 22c.

CHEESE—	
Stilton cheese, large, lb.	0 24
Ont., large, lb	0 21
Ont., twins, lb.	0 21½
Ont., triplets, lb.	0 22

COOKED MEATS EASIER

Winnipeg.

COOKED MEATS—There is no change in quotations on cooked meats but indications point for a reduction on these lines very shortly.

COOKED MEATS	
Best quality, skinned, 8-14 lbs.	0 54
Do., 13-16 lbs.	0 52
Roast ham, lb.	0 53
Roast shoulders, lb.	0 36
Pork tongues, lb.	0 38
Head cheese, 6-lb. tins, lb.	0 15
Jellied ox tongues, lb.	0 58
Luncheon cooked meats, lb.	0 17

EGG PRICES HIGHER

Winnipeg.

EGGS—The egg market shows an advance this week. New laid in cartons are quoted at 50c with No. 1 candled eggs at 40c. No fresh eggs are arriving from the country districts and orders are being filled from storage stocks.

GOOD DEMAND FOR FISH

Winnipeg.

FISH—There is very little change in market conditions and dealers report a good volume of business. Oysters are in good demand.

Black cod, lb.		
Brills, lb.		0 09
Herrings, Lake Superior, 100 lbs., sacks, new stock		3 50
Halibut, chicken, cases 300 lbs		0 15¼
Do., broken cases		**0 16½**
Salmon—		
Cohoe full boxes, 300 lbs.		0 19
Do., in broken cases		0 20
Soles		0 09
Whitefish		0 13½
Do., broken cases		0 14½
Bloaters, Esstern National, case		3 50
Do., Western, 20-lb. boxes, box		2 10
Hsddies, 30-lb. cases, lb.		0 14
Do., in 15-lb. cases, lb.		0 14
Kippers, East., Nst., 20 count, per count		3 75
Fillets, 15-lb. boxes, lb.		0 20

SALT FISH	
Steak Cod, 2s, Seelys, lb.	

HOG MARKET UNCHANGED

Winnipeg.

FRESH MEATS—There is very little change in the hog market. Selected hogs are quoted at $11.50 per cwt. Butcher heifers are plentiful and good quality are ranging from $3.75 to $4.25. The calf market appears slightly easier and best quality is quoted at $5.00 to $6.00. The sheep and lamb market is firm and good lambs are quoted at $8.00 to $9.50 while mutton sheep are bringing $4.00 to $5.00.

Selected, live, cwt.	50	11 50
Heavier		9 50
Light	11 00	11 50
Fresh Pork—		
Legs of pork, up to 35 lbs., lb	0 23	0 31
Spare ribs		0 16
Loins of pork, lb.	0 30	0 33
Fresh hams, lb.	0 25	0 33
Shoulders	0 18	0 20
Fresh beef—from steers and heifers—		
Hind quarters, lb.	0 10	0 16
Front quarters, lb.	0 05½	0 07½
Whole carcass, good grade, lb	0 07½	0 12
Mutton—		
Choice, lb.		0 18
Choice long hinds (leg and loin)		0 30
Choice Stews		0 07½
Lambs—		
Choice, 30-45 lbs.		0 21
Veal'		
Good veal, 40 to 80 lbs., hind quarters		0 27

LARD DOWN HALF CENT

Winnipeg.

LARD—Quotations are reduced one-half cent per pound on lard and shortening. Lard on the tierces basis is quoated at 7½c per lb. with shortening at 14½c .

Pure lards, No. 1 quality, per lb.	
(in tierces 400 lbs.)	0 17½
Do., wooden pails, 20-lb. pails	3 90
pails), pe rpail	3 30
Shortening, tierces of 400 lbs.	0 14½

POULTRY MARKET LOWER

Winnipeg.

POULTRY—Under heavy receipts the market has developed an easier tone and prices on spring chicken and fowl have declined 2c per lb.

POULTRY—	
D. P. chickens, 3½ lbs. and under	0 34
Do., 3½ lbs. and over	0 36
D. P. fowl, 3½ lbs. and under	0 24
Do., 3 lbs. and over	0 26
No. 1 broilers	0 38

Illustrating a splendidly equipped meat department in a Western-Ontario store.

This Is the Season for— Fresh Pork Sausage!

The Big Seller

DAVIES' fresh Pork Sausage commands trade and holds it. At this season of the year, when the wind is chilly and with just a nip of frost in the air, you will find a ready sale for sausages. It's worth while featuring sausages prominently.

With this demand already created, why not take advantage of it by offering your customers a real high-grade fresh Pork Sausage? Davies' Sausages are seasoned just right, giving them that fine, delicious flavor which tempts the appetite, and sends the customer back for more.

There Is a Sausage for Every Taste

Small or Large Oxford	**Cambridge**
Small or Large Yale	**Cheltenham**
New England	**Little Pork**

Or—you can get them in kegs of 35 lbs., 75lbs. and 90 lbs.

Order direct, or through our salesman.

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO

MONTREAL - HAMILTON

HEINZ OVEN BAKED BEANS

Require but little selling effort to keep them moving, outbound, over your counter. Proper displaying is all that is needed. That is what makes them so profitable for you to handle.

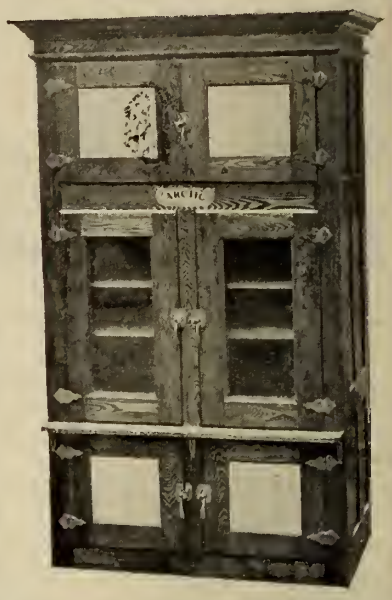
Along with the other 57 Varieties, Heinz Oven Baked Beans are so well and favorably known that people buy them without hesitancy, feeling sure of their goodness.

H. J. HEINZ COMPANY

ARCTIC
REFRIGERATORS

There's an Arctic designed for just such needs as yours. Get it now--because every day you try to do without it you are losing money in spoiled food and dissatisfied customers.

Write now for FREE Catalogue. See the many different "ARCTIC" designs. Learn the superiorities that result from our 50 years of experience. Send a postcard today.



JOHN HILLOCK & CO. LIMITED

Offices, Showrooms and Factory
154 GEORGE ST., TORONTO

AGENCIES:
A. Tilley, 54 McGill College Ave., Montreal.
George Cameron, Sparks Street, Ottawa.
Western Butchers' Supply Company, Regina, Sask.
J. McMillan, 280 Main St., Winnipeg.

The Cheapest because it's strongest

Cow Brand Baking Soda

This unusually high grade baking soda always goes farther because of its greater strength. For over seventy years it has held unquestioned leadership in sales and quality. That's why so many high class grocers throughout Canada recommend it to their customers.

Church & Dwight, Ltd.

Montreal

APPLES

Get our quotations before you purchase

GEORGIAN BAY FRUITS

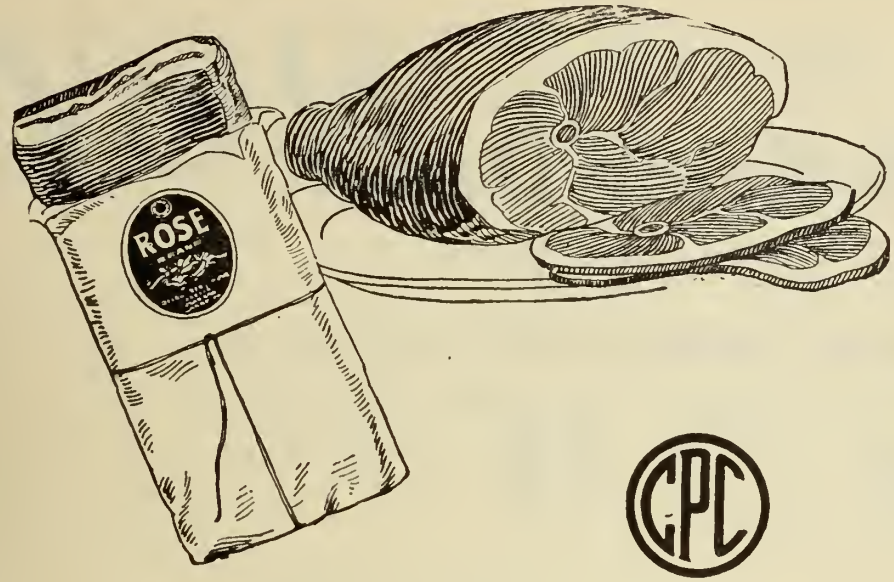
Before you place your order for your apple requirements for winter use it will pay you to get our prices. You'll find them most reasonable and our service and delivery all you could desire.

Georgian Bay Fruits are well known for their fine quality and flavor. You can count on them to please your customers. Write us.

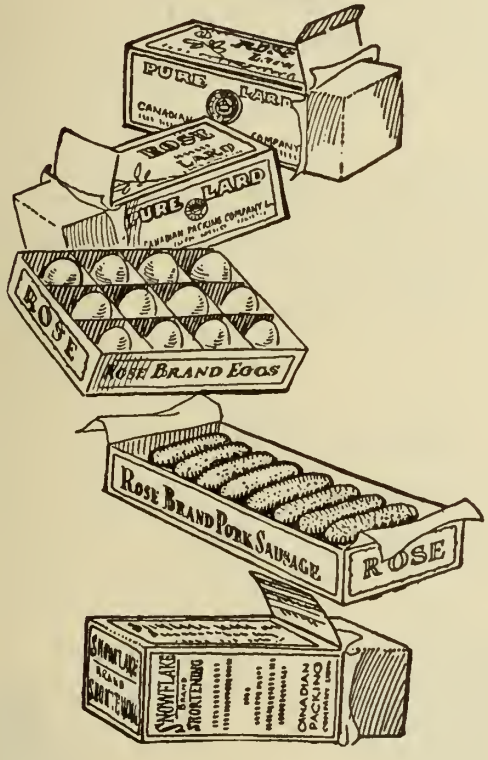
LEMON BROS.

Owen Sound, Ontario

Fruit, Produce & Commission Merchants



CPC



At The Sign Of The Rose

As the merchant of other days regarded his sign as the symbol of character, so do we regard our "sign," the Rose Brand, placed upon the very highest quality products this organization prepares. The Rose Brand gives the customer a means of identifying goods she can rely on — it does away with indiscriminate "hit-or-miss" buying — and it protects you against the dissatisfaction of your customers. Let the people who come in your store know the kind of goods you sell by keeping Rose Brand products well displayed.

CANADIAN PACKING CO., LIMITED

TORONTO, Ontario

Packing Houses	Branches
Brantford	Fort William
Toronto	Sudbury
Peterboro	Sydney, N. S.
Montreal	Charlottetown, P. E. I.
Hull	Winnipeg, Man.

ROSE BRAND

"For a Rainy Day"—

The man who consistently invests a few hundreds each year never has to worry about the future—the rainy day or his old age has no financial terrors for him.

Whether you have already sufficient invested or whether you are still looking out for probable "buys," for the sake of your own future you must take every precaution for safety.

THE FINANCIAL POST specializes in an Inquiry Service noted for its accurate and sound replies regarding investments. This service is free at all times to subscribers.

Write now for a copy of THE FINANCIAL POST. The subscription price—$5.00 a year of fifty-two issues—is really insurance on your invested money.

THE FINANCIAL POST

143 UNIVERSITY AVE., TORONTO

NOW IS THEIR ONE CHANCE

TO GET THE PICK OF THE GREAT CROP OF

B.C. APPLES

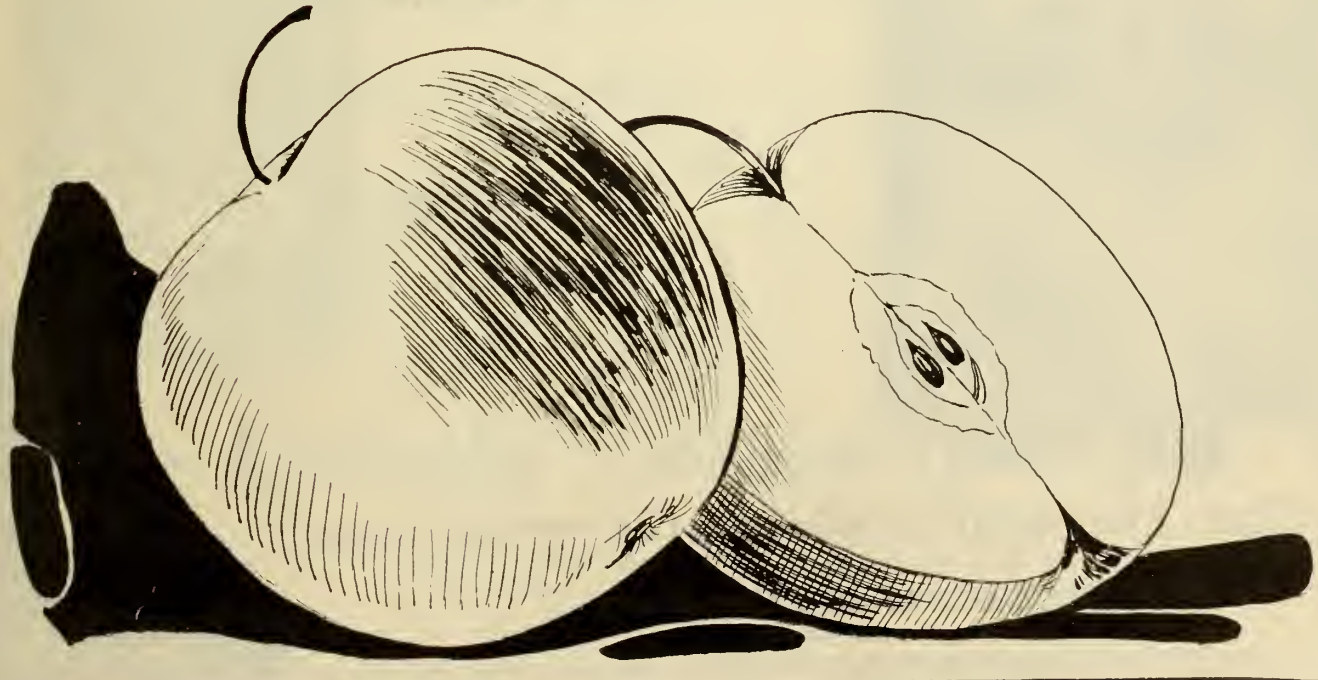
in quantity and condition that will outlast the winter, and don't fail to pound this home to every home-maker entering your store or whom you can reach in your territory.

This delicious winter-keeping fruit has been harvested and is being shipped three weeks ahead of normal date. Consignments to U.S.A., Great Britain, etc., have broken all records and are not decreasing in volume.

British Columbia growers will do their part even to making sacrifices in order to fully meet Canadian demands, but in this they must have your serious effort in co-operation to avoid disappointment and subsequent complaint. Get the slogan in Red all over your store.

THE BUYERS WHO ORDER NOW ARE THE ONES WHO WILL EAT THE APPLES

This series of advertisements issued by the Producers and Distributors of B. C. Fruits.



With

"PERFECT"

Products

"The QUALITY Warrants The NAME"

The Grocers of the Maritime Provinces can testify to this fact.
We ask a chance to prove it to the Grocers
of the rest of Canada

LAING & WATERS, 28 Wellington Street E. TORONTO

our representatives, will show you ***"PERFECT"*** Baking Powder, and other lines.

CANADA SPICE & SPECIALTY MILLS,
LIMITED
ST. JOHN, N. B.

Two Popular Made-in-Canada Sellers

Junket
MADE *with* MILK

Did you ever try this delicious, economical and nutritious dessert and recommend it to your customers? Put up in 10c. tab'et packages—retails at 15 cents.

NESNAH
JUNKET POWDER

Junket in powder form. Just the thing for quickly made dessert. Retails at 15 cents with a good profit. Put up in four different flavors. Try a sample order of these two lines.

Chr. Hansen's Canadian Laboratory
TORONTO, CANADA
LOGGIE, SONS and Company
Selling Agents for Canada
32 FRONT STREET WEST, TORONTO

"America's Most Famous Dessert"

JELL-O

THE making of a quality product has given us the great bulk of the Jelly Powder trade in America.

The Genesee Pure Food Company of Canada, Ltd.
Two Factories
LeRoy, N.Y. *Bridgeburg, Ont.*

Here is the Finest Separated Milk on Earth In Powder Form

Every Good Grocer is the emergency Milk-man for his customers. Milk means so much in the home. It must be sweet, and fresh and pure.

When you recommend **"Drimilk"** you can "bank on it".

The Drimilk Company Limited

Courtland, Ontario

Executive Offices:
Spadina Cres., Toronto

Eastern Offices:
10 Ste. Sophie Lane, Montreal, Que.

Western Distributors:
Donald H. Bain Co., Winnipeg, Man., and all cities West.

Canadian Grocer
35th Year

Hardware and Metal
32nd Year

Druggists' Weekly
2nd Year

Dry Goods Review
32nd Year

Men's Wear Review
11th Year

Sanitary Engineer
14th Year

Bookseller and Stationer
37th Year

Like the flying column on the battlefield, efficient, ever alert and on the job is **trade newspaper advertising.**

To teach, to explain, to bolster up weak places in an otherwise complete campaign, you can find no more speedy or facile medium. Is your retailer **thoroughly** sold? Will he block your expensive campaign with a single doubtful shrug of his shoulders? Whether you are marketing new goods or the best known product in the country you need the wholehearted co-operation of everyone of your retailers **all the time.**

66,000 advertisers use business papers for the purposes of their business

A hardware manufacturer uses HARDWARE AND METAL to teach retail salesmen the selling points of their stock. A paint manufacturer tells what he is doing to make paint sales to farmers and get the co-operation of the retail paint merchants.

A chocolate manufacturer uses double pages in DRUGGISTS' WEEKLY to show druggists the turnover possibilities in chocolates. He shows them very carefully what he is doing to make their sales boom. Greater sales than ever have resulted through this channel.

A manufacturer of plumbing supplies in every issue of SANITARY ENGINEER talks on business conditions. His counsel has had a steady influence with his dealer.

These are but a few of the infinite variety of cases in which manufacturers, wholesalers and jobbers use business papers for the profit and advancement of their organization.

Look over the list. There is a business newspaper that suits your needs. A line to the manager will bring interesting and illuminating details for your consideration.

THE MACLEAN PUBLISHING CO., LTD.

Publishers of the above trade and business newspapers

Toronto Montreal Winnipeg Vancouver New York Chicago London, Eng.

Does it make good bread, buns, biscuits? Does it make good cakes, cookies, crullers? Good pies, pastries, puddings? How about doughnuts or dumplings? And muffins, pancakes, snaps, etc.?

You haven't got the time to educate the consumer

Some manufacturers expect the dealer to know more about their product than they know themselves. They think competitively, not constructively! They expect the grocer to do *all* the selling. With the best goodwill, to know all about the assorted lines he carries, the dealer would have to possess all the wisdom of Solomon and live as long as Methuselah!

The makers of FIVE ROSES flour believe the grocer has properly discharged his function when he carries the flour in demand in his own constituency. The creating and stimulating of that demand, they accept as their own burden. The education of the housewife to the increased use of flour, the awakening of her baking ambitions, these are miller's problems.

And every grocer in Canada knows how the makers of FIVE ROSES flour are performing this self-imposed task.

Lake of the Woods Milling Co., Limited

Offices in 16 Canadian Cities

Head Office - Montreal Western Office - Winnipeg

FIVE ROSES FLOUR

7 Direct Lines Out of Stratford

Make It the Quickest Shipping Centre

We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits" — ***saving double freight and double cartage.***

Phones—Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.

James Lloyd & Son Box No. 266 **Stratford, Ont.**

Storage and Distribution

Winnipeg

Insurance 30c

We operate the largest fleet of motor trucks in

Western Canada

Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

The City Dray Company

LIMITED

Frost and Wood Building,
Cor. Pacific and Princess Streets.

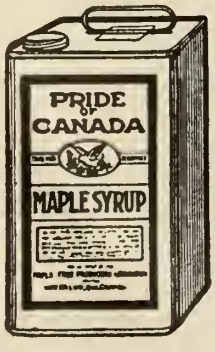
Track P. 18 **Winnipeg**

Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.

Newmarket, Ontario



PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Fall Trade

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 95 King St., E., Toronto, Can. J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

Shirriff's

A Line Worth Pushing

True Orange MARMALADE

This delicious preserve has become a favorite in thousands of Canadian homes. It is a marmalade you can safely recommend to those customers who appreciate quality combined with value.

Manufacturers
IMPERIAL EXTRACT COMPANY
TORONTO

Jelly Powders and EXTRACTS

Two members of the Shirriff "quality" group that it will pay you well to push. **SHIRRIFF'S Jellies are delightful "year round" dainties.**

Sole Selling Agents
HAROLD F. RITCHIE & CO., LTD.
Toronto and Montreal

Jams at Present Prices are Cheap

Jam and Marmalade prices are too low.

They do not fairly represent present day costs of labor and material.

An upturn in prices is inevitable—soon.

Order now—in quantities—from your grocer.

Jams and Marmalades that a Grocer can safely recommend to his best customer.

THE T. UPTON CO., Limited
HAMILTON - - CANADA

An Attractive Display of Fine Fresh Fruit is bound to bring attention to your store. **Do you Feature it Prominently?**

FRESH ARRIVALS OF BRIGHT ATTRACTIVE FRUIT

Red Emperor Grapes—Fine colour—in lugs and kegs.

Cape Cod Cranberries—in 50 lb. boxes —new.

British Columbia Box Apples—Finest eating grown.

Florida Grape Fruit—California Lemons and a fresh car of **our**

Celebrated Golden Orange Valencias.

ONE QUALITY ONLY — THE BEST

Hugh Walker & Son, Ltd.

THE HOUSE OF QUALITY

GUELPH :: ONTARIO

FLORIDA GRAPE FRUIT

CAPE COD CRANBERRIES

These two New Lines are now on the Market also our First Car

British Columbia McIntosh Apples

The King of Table Apples

Oranges, California Lemons, Tokay Grapes, Etc.

WHITE & CO., Limited

TORONTO

INDEX TO ADVERTISERS

A

Amoroso & Malagodi Co. Ltd. 13

B

Bickle, John, W. Greening 16
Bain & Co., Donald H. 8
Baker, Walter & Co. . . 56
Birdland Society 9
Bodley Co., C. J. 15
Borden Co., Ltd., The . . 1
B. C. Traffic & Credit Association 47

C

Canada Spice & Specialty Mills 48
Canadian Packing Co., Limited 18
Cane & Son, Wm. 52
Can. Nashua Paper Co. 11
Church & Dwight 44
City Dray Co., Ltd. 52
Codville Co. 7
Clark, Ltd., W. 6
Clark, D. W. & Sons . . 11
Columbia Macaroni Co. . 16
Connecticut Oyster Co. Back Cover.

D

Davies & Co., Wm. Ltd. 43
Drimilk Co., Ltd. 49
Duncan, C. & Son 8
Eddy Co., Ltd., E. B. Inside front cover
Escott Co., Ltd., W. H. 10
Estabrooks Co., Ltd., T. H. 17
Eureka Refrigerator Co. Ltd. 13

F

Frost Moorman & Co. . 11

G

Genesee Pure Food Co. 49
Gipe, Hazard & Co. 55

H

Hamblin-Brereton 11
Hayne, John 55
Hansen's Can. Lab., Chris 48
Heinz, H. J. 44
Hillock & Co., John . . . 44
Hull Oil Mfg. Co. 12
Hanson Co., Ltd., J. H. 12

I

Imperial Extract Co. . . 53
Interlake Tissue Mills Co., Ltd. 16
Island Lead Mills Ltd. . . 12

L

Lachaine, Geo. D. 12
Laing & Waters 11
Lake of the Woods Milling Co. 51
Langley Harris & Co. . . 1
Lambe, W. G. A. & Co. 1
Laporte-Martin Ltd. . . .
Lemon Bros. 4
Lloyd, Jas. & Son. 5
Loggie, Sons & Co. 1

M

McCormick Mfg. Co., Limited . . . . . .
McLauchlan, Jos. K. . . 1
Macdonald, Reg., W. C.
MacKenzie Co., W. L. . .
Moore & Co., R. M. . . . 5
Magor, Son & Co. 1
Maple Tree Producers 5

N

New Brunswick Potato Exchange 5

O

Oakey & Sons, Ltd., J. 1
O'Donnell & Co., John J. 1

P

Palmolive Soap Co. Inside front cover
Patrick & Co., W. 1
Pennock & Co., H. P. . .
Perry Co. Ltd., H. L . . . 1

R

Red Rose Tea 1
Robertson-Murphy Co. 14,
Ross Can Co. 4

S

Salada Tea Co., Ltd. . . .
Scott-Bathgate Co., Ltd.
Saxonia Fruit Preserving Co., Ltd. . . . . .
Scott & Thomas . . . . . .
So-Clean Ltd. . . . . .
Soper, E. N. & W. E. . .
St. Arnaud Fils Cie . . . .
Stickney & Poor Co. . . . .
Sutcliffe & Bingham, Ltd. 4

T

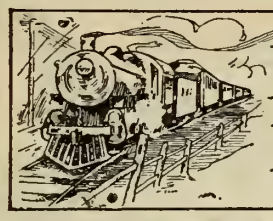
Tippett & Co., Ltd. . . . .
Toronto Salt Works . . . .
Toronto Pottery Co., Ltd. 5
Trent Mfg. Co. . . . . .

U

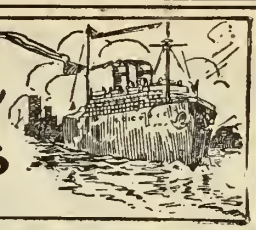
Upton Co., Ltd., U. 4

W

Walker & Son, Hugh . . . 4
Waterloo Broom & Brush Company 1
Watson & Truesdale . . . 9
Wayagamack Kraft Co. . 5
Western Canada Flour Mills 3
White & Co. 4
White Cottell's 5
Williams Storage Co. . . 9
Wiley, Frank H. 8
Walter Woods Ltd. 1
Welch Grape Juice Co. Front cover



BUYERS' MARKET GUIDE
Latest Editorial Market News



TEA POTS,
MIXING BOWLS
And other lines of Rockingham and Cane Ware.
Special price on Crate lots.
The Toronto Pottery Co., Limited
Toronto - Canada

We are now located in our new and more spacious warehouse at
60-62 JARVIS STREET
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS, GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

SUPPLY OF CLUSTER RAISINS LIMITED

Hills Brothers, New York, report on cluster raisins: "We are still without any advice from our shipper in Spain as to whether any further quantities of cluster raisins will be available this year. In the event that further shipments will be forthcoming, the quantity will no doubt be limited, as the crop this year on this variety of raisins is exceedingly short."

Commenting on the condition of the Spanish raisin crop Thornton & Co., Malaga, Spain, say: "The estimates of different packers differ somewhat as to the volume of the new crops, mainly due to the general lack of reliable statistical data. But in our judgment the new raisin crop is considerably shorter than estimated. If the last crop produced 1,200,000 boxes of twenty-two pounds, we should say the present one is well under a million, and as the lateness of the crop (some twenty days) prevents growers from drying grapes in the best drying season of the year, early rains might still cause serious damage. Moreover, the damage done up to now has occurred precisely where the best grapes grow."

FOR THE FINEST···BUY AN R.M.
ASK FOR SAMPLES & PRICES
GASOLINE MANTLES
RECOGNIZED AS THE STANDARD MAKE
FOR LIGHTING SYSTEMS.
FOR HANGING LAMPS AND LANTERNS.
R.M. BAG
JUNIOR R.M. BAG
R.M. Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

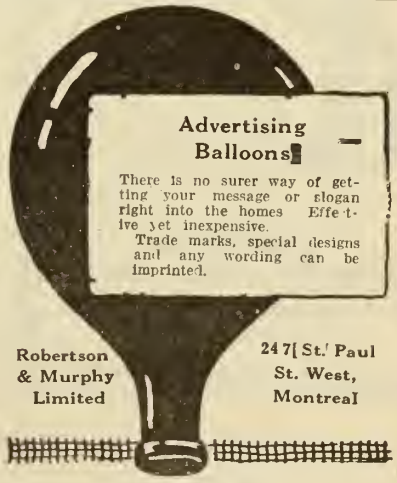
---

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

BARRELS

For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.


Advertising Balloons
There is no surer way of getting your message or slogan right into the homes Effective yet inexpensive.
Trade marks, special designs and any wording can be imprinted.
Robertson & Murphy Limited
247 St. Paul St. West, Montreal

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

Are Your Goods Selling in the Prairie Provinces

We have nine men regularly calling on the retail trade and shipping through Western Jobbers. Splendid trackage facilities and warehouse space. Good credit rating. Our men are now selling Red Cross Pickles, Burdicks Marmalade, O.U.G. Fruit products and some other smaller lines. We are looking for one other good kindred line on brokerage basis and can guarantee results.

Reynolds Moore & Bentz Limited,
109 Higgins Avenue,
Winnipeg, Manitoba

Good Sellers make business easy

BAKER'S
Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Made in Canada by
Walter Baker & Co. Limited
Dorchester, Mass. Montreal, Can.
Established 1780

FOR SALE

J. & J. Taylor's Safes

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor safe 18 inches deep, two feet 9 inches wide. four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer.
153 University Ave., Toronto

EVERY MERCHANT WHO SEEKS MAXimum efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue. J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

WANTED

YOUNG MAN WANTED AS MANAGER FOR dried fruit broker's office in Montreal. Give full particulars in first letter. Box 98, Canadian Grocer, 153 University Ave., Toronto, Ont.

YOUNG MAN WITH ELEVEN YEARS SUCcessful experience importing and selling fancy groceries and confectionery to wholesale trade, wishes to secure active interest in manufacturers' agency or merchandise brokerage business. Three thousand dollars to invest. Box 116 Canadian Grocer, 153 University Ave., Toronto.

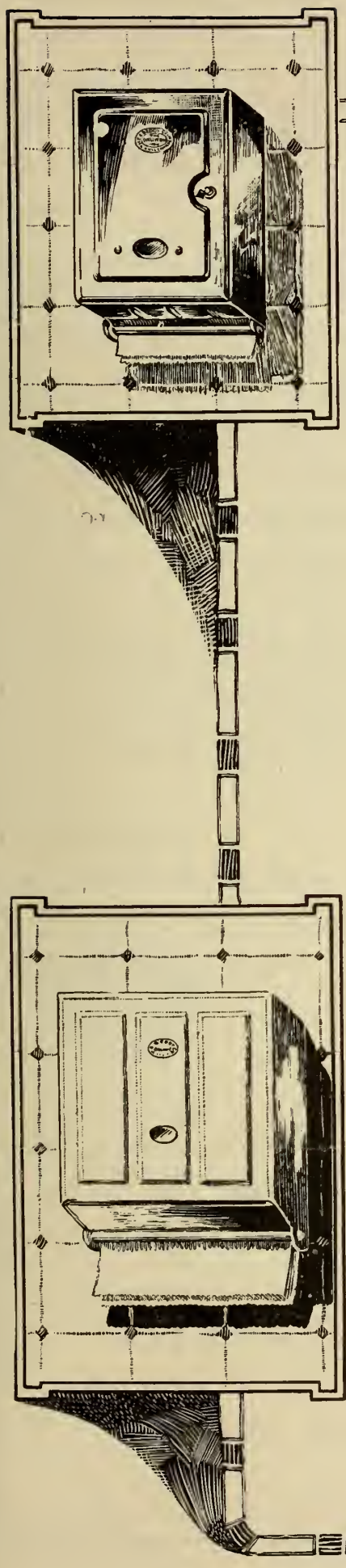
MAKE BUSINESS BETTER

By Boosting Your Business

Now is the Time to Buy—don't wait

Consult these Advertising Pages

Our Advertisers will *save* you Money—buy now



There Are Two Ways To Make Money Out Of

EDDY'S ONLIWON

Toilet Paper Holders and Paper Towel Holders

There is no reason on earth why you can't add this line to your stock—and make the profits others are making. Selling Eddy's Onliwon Toilet Paper Holders and refills calls for no great sales effort. And you need not carry a big stock. Every one of your regular customers is a sales prospect that very little persuasion will convert into a purchaser.

Equipped with one thousand sheets of the best and softest Toilet Paper, Eddy's Onliwon can be sold at a very moderate price, allowing you a very good profit.

It's a handsome fixture, nickel plated, neat and compact. It keeps the paper in perfect condition and serves but two sheets at a time preventing waste. It sells because there is nothing as good or as reasonable in price.

Then every Eddy's Onliwon Toilet Paper Holder you serve out ensures a steady trade in Refills. Try out a small order and watch them go. Grocers, General Stores, Hardware Stores, and Drug Stores are selling quantities. It is your opportunity now.

An Economy That Appeals To Women

EDDY'S ONLIWON Paper Towel Holders

It's a moderately priced white enamelled cabinet equipped with extra large Paper Towels that are more absorbent than cotton and just as soft and pleasant to use.

Eddy's Onliwon Paper Towels save finer towels and washing trouble. They are clean, trifling in cost and a really great economy in the home.

Show them to your women customers. There's a good profit on each sale and a constant demand for refills thereafter. We know you can sell them—and there's money in it for you.

Your Jobber Stocks Them

THE E. B. EDDY CO., LIMITED

HULL CANADA

BRANCHES AND AGENCIES:

Halifax	Brockville	Fort William	Calgary
St. John	Kingston	Winnipeg	Lethbridge
Quebec	Toronto	Regina	Edmonton
Montreal	Hamilton	Moose Jaw	Camrose
Ottawa	London	Saskatoon	Vancouver
		Victoria	

N°2

"Sealshipt Oysters"
In Glass Jars

Quality Wins

There is probably no line of trade free from the CHEAP JOHN element. There are those who simply regard oysters as a product to buy and sell. The lower the price the better the proposition. This, however, is absolutely contrary to sound policy so far as the oyster business is concerned. Incidentally the difference in cost to the consumer of cheap oysters and quality oysters will not be more than 5c or 10c a pint.

Oysters enjoy the favor of the consuming public, not on account of price, but through their appeal as a palatable food that has an appreciable food value. Oysters are eaten for the joy they give. Price alone never sold oysters and never will.

Oysters are a seasonable product and there has been a long period of non-supply which adds to their welcome at this time. If you are going to handle oysters, handle only the very best product obtainable. Otherwise you are better out of it.

Obtain your oysters from people who will be in a position to supply you. Oysters are most in demand in severe weather when they are hardest to obtain. We devote our entire time and attention to the one thing we know best.

CONNECTICUT OYSTER CO., LTD.

"Canada's Exclusive Oyster House"

50 JARVIS STREET - TORONTO, CANADA

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV PUBLICATION OFFICE: TORONTO, ONT., OCTOBER 28, 1921 No. 43

QUALITY WINS

Do not underestimate the intelligence of your patrons. There are dealers who simply regard oysters as a product to buy and sell. The lower the price the better the proposition. This, however, is absolutely contrary to sound policy so far as the oyster business is concerned. Incidentally the difference in cost to the consumer of cheap oysters and quality oysters will not be more than 5c or 10c a pint.

"Sealshipt Oysters"
In Glass Jars

Oysters enjoy the favor of the consuming public, not on account of price, but through their appeal as a palatable food that has an appreciable food value. Oysters are eaten for the joy they give. Price alone never sold oysters and never will.

Oysters are a seasonable product and there has been a long period of non-supply which adds to their welcome at this time. If you are going to handle oysters, handle only the very best product obtainable. Otherwise, you are better out of it.

Obtain your oysters from people who will be in a position to supply you. Oysters are most in demand in severe weather when they are hardest to obtain. We devote our entire time and attention to the one thing we know best.

CONNECTICUT OYSTER CO., LIMITED

"Canada's Exclusive Oyster House"

50 JARVIS STREET, - TORONTO, ONT.

MACDONALD'S

Secrets of Successful : : Selling

Many volumes have been written—thousands of epigrams composed—on this subject. Yet, when all is said and done, it simply amounts to this:—

Selling goods that will satisfy the customer.

Selling goods that will pay you a worthwhile profit.

Because Macdonald's Tobaccos answer both these requirements, successful retailers all over Canada are selling more Macdonald's than any other tobacco.

Three sources of profit repay your efforts in pushing Macdonald's Tobaccos—the always-generous profit-margin — the **extra** profit in the four to six plugs overrun in every 10-lb. caddy—and the fast Macdonald turnover which multiplies the earning power of your capital.

The Tobacco with a heart

For "shortening" the time it takes to make a sale--

Of course, you know Crisco, and how it saves time for you. No dipping out of an untidy pail—no weighing—no loss from down weight. Crisco doesn't have to be wrapped. The package is always ready for the customer. No expense for twine or paper. You just hand it over the counter.

And in addition to the saving of time there is another economy. Crisco doesn't lose weight through shrinkage. It can't soak into containers. There is no loss through spoilage. No expense for ice as there is no need of refrigeration. Crisco not only is the ideal product for the grocer to handle—but also for the customer to use. Every package of Crisco makes a friend for itself—and for your store! And the extensive National advertising is continually creating new Crisco prospects in your community. Meet Crisco half-way—then watch your profits begin to grow.

***Grocers*—Send for Crisco window and counter display material. Address Dept. T.**

The Procter & Gamble Distributing Co.
Of Canada Limited
50 Bay Street, Toronto, Ont.

Send mail orders to any wholesale grocer

BIG B. C. APPLE CROP

NEARLY ALL OFF TREES

Orders are coming in rapidly and soon the entire crop will be disposed of by the growers. Orders are being filled in rotation by the jobbers and wholesalers. It is no longer a question of waiting for your customers to get their supply—you must protect them by insisting that they order with the least possible delay.

The crop is good to the very end. Every variety is standing up well to its former reputation—boxes are packed with precision—grades are fully up to usual high standard.

Forget other business for the time being and make a drive on every customer you have.

How Canadian Grocer Is Read

"YOU certainly have a fine paper. When the article about the branch company came out I was travelling in Western Ontario and within two days of publication nearly every man I called on with regard to our own business spoke to me about the new product. They certainly read CANADIAN GROCER alright."

This is what a Montreal business man found on a trip among retailers.

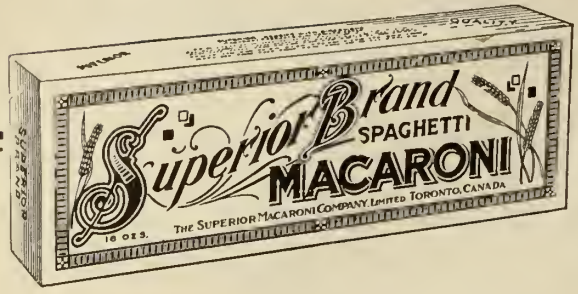
Canadian Grocer is read because the advertisements and reading matter in it are practical and of value to business men in conducting their business. The aggressive retailers are subscribers to CANADIAN GROCER. They are in business to make money and they read the business paper that deals specifically and in a practical way with their own business.

Advertisers find that their regular announcements in CANADIAN GROCER are keeping them closely in touch with the trade and are constantly assisting them in developing their distribution as well as increasing their business a nong present customers.

We shall be pleased to outline to manufacturers a list of practical articles that have already been prepared for the big Annual Fall, Christmas and Winter Issue. This number will stimulate sales efforts in the good Canadian stores, because of the practical selling ideas of Canadian merchants it contains.

Canadian Grocer

TORONTO **MONTREAL** **WINNIPEG** **VANCOUVER**



"Superior" Macaroni Sells Other Foods

Scores of merchants every week are increasing their turnover in other lines because they concentrate on macaroni. One merchant in Western Ontario, for instance, disposed of several tins of soda biscuits, a number of cases of canned tomatoes and a large quantity of cheese, during a week when he was featuring Macaroni, Spaghetti, etc.

Superior Macaroni

can always be depended upon to satisfy your trade because of its uniform quality, excellent color, freedom from spots and superior keeping qualities. It is made from the finest hard Durum wheat, by macaroni making experts.

Display It NOW

Order this from your Wholesaler

The Superior Macaroni Co., Limited
TORONTO

Selling Agents for Canada:-

Loggie Sons & Co., 32 Front St. West, Toronto, Ont.

CLARK'S

Tomato
Consomme
Mutton Broth
Pea
Mock Turtle
Vegetable
Green Pea
Ox Tail
Scotch Broth
Celery
Julienne
Chicken
Mulligatawny

SOUPS

Will give you excellent results during the Fall and Winter Seasons, Mr. Grocer. The Quality is the highest, the package is attractive and well advertised and the selling price is a popular one.

Don't let Business go past you.
Order Now.

Made in Canada By a Strictly Canadian Company

The **INTERLAKE**

...Line of...

Toilet Papers

The Interlake brands of Toilet Papers now include only those grades which have the quickest turnover. All retailers' customers appreciate the quality. You will appreciate the quick turnover.

Write for free sample carton containing six rolls of our standard brands.

Interlake Tissue Mills Co. Limited

Also Manufacturers of Paper Towels, Napkins, and Other Paper Specialties

Head Office: 54 University Ave.,

Branch: Montreal TORONTO *Mills:* Merritton

Y & S

STICK LICORICE

in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

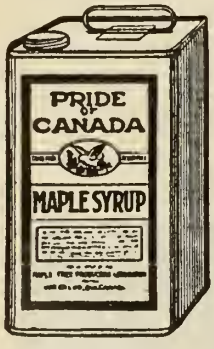
in any form.

Made in Canada by

National Licorice Company

MONTREAL

Catalogue and Price List on Application.



PRIDE OF CANADA

Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Fall Trade

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 95 King St., E. Toronto, Can. J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

Do You Miss Important News?

WE read the newspapers of Canada and the United States as a business. We can supply you with valuable news on any subject, whether you are interested as a manufacturer, wholesaler, retailer, advertiser, editor, farmer, or politician. We send you these original clippings, which keep you posted on current events, changes in business, prices, construction news or any special information you wish us to gather. This service costs you little and is valuable to any business. Write for prices and name your subject. Canadian Press Clipping Service, 143-153 University Ave., Toronto.

Order by Name

Whenever you order goods for your trade, with the name

Stickney & Poor

on the package, you are buying the best in mustard, spices and seasonings.

YOU CAN DEPEND UPON IT

We have had one hundred and six years' experience in manufacturing "standard" goods of excellence.

All Stickney & Poor goods are packed in attractive red, yellow and black containers. They look well on your shelves and sell readily with a good **profit** in it for you.

"Order by Name," to insure getting standard goods of excellence.

Your co-operating servant,
"MUSTARDPOT."

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

There Will Be More Eureka Refrigerators

manufactured and sold in Canada within the next twelve months than ever before. This is due alone to the fact that the Eureka Refrigerator enjoys the greatest popularity of any Refrigerator made in Canada and anybody who has used an Eureka Refrigerator will be able to trace its wonderful popularity by remembering all the **pure satisfaction** they received when they installed it. The satisfaction they received is due to the fact that only the highest grades of all materials and the highest skilled labor is built into all Eureka refrigerators, which when combined with the Eureka Patented System of circulating Cold Dry Air assures you of the utmost in perfect circulation, efficiency, durability and economy. Next year will be our biggest year—don't delay your order. Let us have it now and we can guarantee you excellent delivery.

Write for free, Illustrated literature.

Eureka Refrigerator Co. Ltd.

Head Office and Factory
OWEN SOUND, ONTARIO

"Saxonia Brand Fruits"

Packed in half and one-pound packages.

PRESERVERS OF

Candied, Glace, Crystallized and Drained, Citron, Lemon, and Orange Peels, Pineapple, Ginger, Assorted Fruits, Bigarreaux Cherries, Maraschino Cherries, etc.

Saxonia Fruit Preserving Co., Ltd.

Factory
First Avenue and Ernest St., Montreal, Que.

Sole Agents for Canada
The John T. McBride Co., Limited
189 St. James Street, Montreal, Canada

Storage and Distribution

Winnipeg

Insurance 30c

We operate the largest fleet of motor trucks in

Western Canada

Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

The City Dray Company LIMITED

Frost and Wood Building,
Cor. Pacific and Princess Streets.

Track P. 18 **Winnipeg**

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Now is the Time to Buy—don't wait.
Consult these Advertising Pages.
Our Advertisers will _save_ you Money—buy now.

DONALD H. BAIN CO.

CANADIAN BRANCHES:
Winnipeg (Head Office) Manitoba
Saskatoon—Regina Saskatchewan
Calgary—Edmonton Alberta
Vancouver British Columbia
Montreal, Quebec
Great Britain
London, England

Wholesale Commission Merchants, Brokers, Importers and Exporters

Cable Address—All Branches
"DONBAIN"

CODES:
A.B.C. 4th and 5th Editions
Armsby 1911, Western Union and Bentleys

We have splendid warehouses, storage and trackage facilities at all jobbing points at reasonable rates. May we solicit your consignments?

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

Stroyan-Dunwoody Co.

Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

S. G. FREEZE

Manufacturers, Agent & Merchandise Broker
Agencies solicited
Satisfactory representation guaranteed
806 Herald Bldg., Calgary, Alberta

Say you saw it in
CANADIAN GROCER
it will help to identify you

Now is the Time to Buy--don't wait

Consult these Advertising Pages

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

W. H. ESCOTT CO. LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE
WINNIPEG, MAN.

Branches with Resident Sales Managers at
Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
Fort William, Ont.

ASK OUR AGENTS FOR PRICES OF

PURNELL'S
The Quality PICKLES

BV FRUIT SAUCE IS OUR SPECIALITY

Purnell & Panter, Ltd., Bristol, England

Our advertising reaches ½ million readers weekly. Some of them trade with you. Co-operate.
The Codville Co. Ltd.

8

Money-Saving Information

"The most useful information contained in any paper I get"—so a Western banker writes in to-day's mail, renewing his subscription for FINANCIAL POST.

"Very often," his letter goes on to say, "I am called on to suggest investments for small amounts, sometimes as low as a few hundreds, and I find your Investors' Inquiry Service a reliable partner to consult. If every investor knew there was such service at his call it would surely lessen the losses of many of these people."

The Investors' Inquiry Service fills just that need. Unless you are perfectly sure of your investments write us before you buy.

It costs FINANCIAL POST subscribers nothing to be sure before placing hard-earned savings in stocks that may never have a chance of paying dividends. Trained service men will give you the benefit of keen analysis based on the facts behind the securities you are considering. This is one of many features enjoyed by our readers.

THE FINANCIAL POST 143 University Avenue, TORONTO, CANADA

Send me for one year (52 issues) The Financial Post. I attached $5.00—commence at once.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Buying Agents Required
Principal towns of Canada, by large, old established English Jam makers, manufacturing high-class goods, at moderate prices. Exclusive territories will be allotted. Reply with trade references, (English preferred). B. H. ILES, Twyford, Avenue, Shirley, Southampton, England.

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

The Advertisers would like to know where you saw their advertisements—tell them.

LAING AND WATERS
Manufacturers Agents & Grocery Brokers
28 Wellington St. East
TORONTO
Desire correspondence with manufacturers unrepresented in this district.

WALTER WOODS
LIMITED
BROOMS, BRUSHES, BASKETS, WOODENWARE, WILLOW WARE, GROCER SPECIALTIES
HAMILTON - WINNIPEG

C. A. MANN COMPANY
Strictly New Laid Eggs
Choice Creamery Butter
Fancy Dressed Poultry
Special Attention to Grocers' Orders.
Satisfaction Assured.
LONDON, ONTARIO
PHONE 1577

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143

ST. ARNAUD FILS CIE.

GROCERY BROKERS

Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

GEO. D. LACHAINE

Manufacturers' Agent and Commission Broker Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N. S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P. Q.
Over 30 years in Business. Best references and Connections.
18 Dalhousie Street, QUEBEC.

TIPPET & CO., LIMITED

Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

Be Sure you Ask Your Jobber for

Dominion Spring Clothes Pins

Manufactured by

The J. H. Hanson Co., Ltd.
MONTREAL

B. & S. H. THOMPSON & CO.

LIMITED

Head MONTREAL Office

Agents for Canada for the HOMCO Products, including Hard and Soft Soaps, Soap Chips, Salad Oils, Compound Lard, Castor Oils, Sanctuary Oil, etc.

ENQUIRIES INVITED

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

Home - Brewed Beer

There is a strong demand for good beer—how strong it is you can quickly find out by ordering a supply of Canadian Malt Extract. For our 2½ lb. cans of Canadian Malt Extract, guaranteed pure and wholesome, makes from 5—7 gallons of clear, foamy beer. Simple, proven instructions supplied free.

Write for agents' terms—good proposition—no license required to handle our product.

Canadian Malt Extract Co., Reg'd

267 St. Urbain St., Montreal

When Writing to Advertisers Kindly Mention this Paper

Over the Million—In One Month

In the month of September alone, considerably more than one million pounds of "SALADA" Tea were sold to the consumer.

Those who are taking advantage of the phenomenal increase in the demand for "SALADA" find it unnecessary to handle other teas.

Internationally advertised and having the largest sale in North America "SALADA" yields to the wise merchant who pushes it, a quick "turn-over" and a handsome profit.

Please remember that Mail orders are shipped within twenty-four hours after receipt of order. Yours will have our immediate attention.

"SALADA"

TEA

MONTREAL TORONTO WINNIPEG

How He Got His Man

A merchant in Montreal wanted a man to manage his store. He advertised in the daily papers and secured many replies. He also used an announcement in the Want Ad. page of CANADIAN GROCER and several replies were received. He chose his man from the latter. In fact, the only men who at all suited his purpose, were those who applied through this paper.

CANADIAN GROCER reaches business men in the trade. There are good men scattered all over Canada who read the CANADIAN GROCER and who are interested in such a proposition.

To get the man you want; to secure a position; a partner, to sell some used equipment; to buy second-hand equipment, use the Want Ad page of CANADIAN GROCER. It gets results.

Windows That Sell!

Window displays of seasonable goods *make business.*

Attractive cereal packages make *effective, eye-catching, money-getting* displays at this eason.

Quaker Oats, Tillson's Oats, Quaker Cornmeal, Scotch Health Bran, etc. are all good window or counter packages.

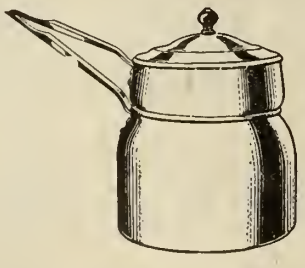
Remember to ask your wholesaler for the aluminum cooker certificate due you with every case of Quaker Oats or Tillson's Oats, purchased. Facsimile of certificate below. These certificates are equivalent to 30 cents a case to you.

The Quaker Oats Company

Peterborough - Saskatoon,
Canada

FREE ALUMINUM DOUBLE BOILER FOR GROCERS

THIS CERTIFICATE given with a purchase of each full case of-- No.....



Quaker Oats, 36s (two 18s equal 1 case 36s),
Quaker Oats, and Tillson's Oats, 20s.
Tillson's Oats, 20s. (Aluminum Assortment)

ON OR BEFORE FEBRUARY 1, 1922, mail ten of these Certificates (when accumulated) to The Quaker Oats Company, Peterborough, and the two-quart heavy aluminum double boiler as shown here will be sent promptly, *Free of all Charges.*

Sign your name and address distinctly here.

Name .....

The Quaker Oats Company
PETERBOROUGH, ONTARIO

Street .....

City ..... Prov. .....

How Red Rose Tea Saves Your Time

It certainly is an up-hill job for a busy man like you to be selling ordinary teas. Folks know little or nothing about them. YOU are the one who has to be always saying to them: "It's Good."

Selling Red Rose requires precious little "pushing." Everybody knows Red Rose is good tea. Your customers are the ones who say to you: "It's good tea."

Our experience is that the way to avoid any "sales-resistance" to Red Rose Tea is to display it where customers can see it—The reputation of Red Rose Tea will do the selling.

BOOST YOUR BUSINESS AND SAVE YOUR TIME BY SELLING

T. H. ESTABROOKS CO., LIMITED

MONTREAL, P.Q. TORONTO, WINNIPEG, MAN.
ST. JOHN, N.B. ONT. CALGARY, ALTA.

The Season For Hot Cakes
and
Old Colony Maple Syrup

Cold weather stimulates the demand for OLD COLONY MAPLE SYRUP

Have You a Supply on Hand?

Old Colony Maple Syrup is guaranteed absolutely pure, and is unequalled for quality and delicious flavor.

Write for Prices **All orders billed through jobbers**

CANADIAN MAPLE PRODUCTS, LIMITED
250 VAN HORNE STREET, TORONTO

REPRESENTATIVES

Manitoba, Saskatchewan and Alberta — W. H. Escott Co., Ltd., Winnipeg, Man.

Quebec—A. Dumoulin & Co., 157 Commissioners St. E., Montreal, Que.

British Columbia—Johnston-Leiber Mercantile Co., Vancouver, B.C.

Maritime Provinces — Supplies Limited, Kentville, N.S.

Robinson's Patent Barley
AND
Robinson's Patent Groats
for Infants and Invalids
Sure Sellers

You can always count on steady sales when you handle these two popular lines.

Their reputation for quality is world wide and their many uses make them always in demand.

Order your requirements from your wholesaler.

MAGOR, SON & CO., Limited

191 St. Paul Street, W., MONTREAL *23 Scott Street, TORONTO*

—these for winter selling.
Hand Packed Pilchards
Kippered Herring
Herring in Tomato Sauce
Fresh Herring
Now at the height of the packing season.

Don't Disappoint Your Customers

HAVE a generous supply of G-M Canned Ocean Products on your shelves.

The lines illustrated—Pilchards and Herrings—are good all year sellers,—the winter and spring demand is even greater. Figure your requirements now—give your wholesaler a chance to take care of you—then there will be no need to disappoint your customers with inferior substitutes.

Send in YOUR ORDER today

Gosse-Millerd Limited
VANCOUVER, B. C.

CANADIAN GROCER

VOL. XXXV TORONTO, OCTOBER 28, 1921 No. 43

"Talk the Quality and Not the Price"

The Complaint of a Customer in a Store Recently, re the Purchase of a Pail of Jam led Canadian Grocer to Make Some Investigation, with Some Interesting Facts Revealed as a Result

WHEN visiting a store one day recently, a representative of Canadian Grocer heard a customer complaining about the quality of jam she had been getting.

"I don't see how it is that I can never get two jars of jam to taste the same." remarked the customer. "One jar is fine. The fruit is nearly whole and the flavor is great, but generally the other jars are awful, seems as if it is all jammed up and tastes as if it were made of almost anything except what it says on the label. It didn't formerly taste that way. Every jar seems to be the same."

Can't Account for It

"I can't account for that," said the merchant. "I buy the same brands I have been selling for years, and they have always had a reputation, but I will acknowledge I have been having some complaints this past year." The rest of the conversation was lost, but the Canadian Grocer representative decided that here was something worth investigating.

He was soon closeted with a jam manufacturer who said; "The whole trouble is that some manufacturers are making their goods at a price. There has been so much said about prices coming down that the manufacturers appear to think that the public will not buy unless the price is half or even less than half the price it was during the war period. Consequently they are sacrificing quality in order to make it at a price. It is absolutely impossible to manufacture a four-pound tin of pure jam and sell it at the price some brands are being sold at.

Will Not Lower Standard

"Take our own product for instance," continued the manufacturer. "We do not make what is termed pure jam. Our product is a blended line for bakers' use. It is far easier for us to cheapen this line, than it is for a manufacturer of the pure article. But we have always made our jam to a certain standard and we will not lower it. Consequently our prices are higher than our competitors and we are losing business every day."

Just at this point the telephone rang and after coming from the 'phone Mr. Manufacturer, turning to the interviewer said: "There is just an example for you. One of our representatives has been trying to negotiate a sale of some two carloads for the lumber cams. But he has 'phoned and said it was all off because one of our competitors had made a bid at three cents less than our price. We could easily have had the business if we met that price, but in order to do so we would have had to lower the quality, which we will not do. But I am satisfied that in another season business will be ours because our competitor cannot make a good quality at the price submitted. The price we gave barely covered the manufacturing costs."

Too Much About Price

Leaving the jam manufacturer, Canadian Grocer next interviewed a biscuit manufacturer and the conversation proceeded practically along the same line as that of the jam manufacturer.

"There is altogether too much being said about the price," he maintained. "Manufacturers, wholesalers and retailers should forget about this price business and talk quality. Some retailers complain that people will not buy because prices are higher than they can afford to pay on account of them being out of work. Some wholesalers complain in the same tone and they are cutting prices to their own detriment. A number of manufacturers are lowering their prices but in many instances they are sacrificing quality. The whole idea is wrong. If people haven't the money they cannot buy, no matter if the article is cheap. People who have the money don't buy because it is cheap. They buy the article because of quality. I firmly believe the sooner every person, right along the line, from manufacturer to consumer, gets away from this price idea the quicker business will get back to a sounder basis.

Talk Quality Not Price

"Take our own factory," continued the manufacturer. "We buy our flour from a certain miller. This flour is made from a particular hard wheat. The miller 'phones that the wheat market is shot to pieces, but in order to get that certain kind of wheat, he must pay from ten to fifteen cents a bushel more than the regular quotations. Our reply to him is to get the wheat no matter what the price. That is our attitude throughout our buying. We are constantly endeavoring to improve the quality of our product. Some competitors are selling biscuits at a lower price than ours. I do not know whether they are making any money or not, but I do know, that we cannot lower the price and maintain the quality.

"When our representatives are sent out on the road," he concluded, "they are thoroughly instructed to forget that there is such a thing as price. They are to talk quality only and to sell goods on the basis of quality and not on price."

Standard Remedies a Good Side Line

G. A. Libby, Sydney, N. S., Because of the Location of His Store Says That There is a Good Demand For Drug Sundries—Always Cash Transactions Too—Serves Big District.

By Special Correspondent Canadian Grocer

WHEN the Dominion Iron and Steel Co., started their plant on Victoria Road, Sydney, N. S., twenty years ago, there were very few people living in that section of the city, and all their buying had to be done downtown. With the new plant coming, it looked like a good oportunity to open a store in the immediate locality and with this idea in mind, G. A. Libby proceeded to erect the building on Lingan Road for his grocery and meat store.

Turnover Grows With District

As the locality grew so did the turnover in the Libby store. Today this is the largest business at Whitney Pier by which name the section of the city, in which the steel company is located is known. The store is now being managed by Mr. Libby's son. It is to his efforts in the last few years that the rapid growth of the business is due.

The store is only a stone's throw from the steel plant. It is entirely surrounded by a foreign and colored population, and yet Mr. Libby claims he wouldn't trade it for any other in the city. There are in the immediate neighborhood about five thousand people. Mr. Libby claims fifty per cent of his business is credit, and yet up until this year his losses have not exceeded two per cent. The unemployment situation this year has caused some of the credit customers to move which has made his losses higher, but on the whole the credit customers are reliable. The foreigners have been more prompt in paying their accounts than anyone else.

A Good Field For Side Lines

As the store is off the main street there is a good field for side lines, and the sales from them equal one-third of the total turnover in the store. The side lines carried are patent medicines and drug sundries, hardware and dishes. The patent medicine department is very extensive and is under the management of a registered drug clerk. The stock carried in this department is considered by Mr. Libby to be larger than that of any drug store in the city. One of the peculiar things about this department is that few people ask for credit on purchases. They believe that as it is not a regular line carried in a grocery store that cash is expected. Mr. Libby is of the opinion that as they would have to pay cash elsewhere they expect the same conditions exist here.

While these side lines work to advantage, Mr. Libby says that if he were on a main street he wouldn't carry them as the people would naturally buy from stores that specialized in these lines. When a store is situated as this one, Mr. Libby believes it alright to carry a few side lines that no one else in the neighborhood has.

A Large Telephone Trade

This store has a large number of customers who never see the store once in a couple of years as all orders are taken by telephone and delivered.

The delivery in this store is all handled from a room at the rear of the store. This prevents confusion for the sales clerks and also permits the store to be kept cleaner.

While this store is down in a foreign section, Mr. Libby belives it absolutely necesary to have good and convenient equipment. If the best sales results are going to be obtained it is necessary to have fixtures that will display the goods to the best advantage, and modern scales, etc., are most helpful to the clerk. While it is necessary to have correct weights it is also necessary to have equipment which will save time.

Sales Eight Times As Large

The sales are over eight times as large as in the first year of business.

Retailer Inquires About N.W. Mutual Fire Association

Question—Do you consider The Northwestern Mutual Fire Association a good company for retail merchants to insure with and are the policy holders held responsible in case of heavy loss.

Moncton, N. B. Merchant.

The "Financial Post" answers this question as follows:

The Northwestern Mutual Insurance Association of Seattle, Washington, is doing business in Canada through a head office established at Hamilton and has complied with the requirements of the Insurance Act. This indicates that it is a recognized company and under ordinary conditions in a position to give satisfactory service. It has been successfully operating in Western Canada but it is hardly likely that the advantage in rates in Eastern Canada will be so great as it is generally recognized that the margin of profit has been higher on insurance rates in Western Canda. Under the Insurance Act a company must make investments in Canada to give reasonable protection risks in this country. There might be some question, however, as to the position of the company in the event of heavy conflagation in Seattle where the company has more extensive risks. Under anything like ordinary conditions the company carries a reserve which is supposed to protect the policy holders in relation to fire losses. The policy now being issued is a non-assessable one which means that the mutual arrangement merely extends to the arrangement affecting rebates and does not mean a higher assessment in the case of a heavy loss. The point is made in this connection that should the company face heavy losses reducing the surplus below the margin of safety it might then be necessary to issue assessable policies to secure secure future business.

If a person is seeking absolute safety in insurance it is, of course, necessary to pay correspondingly for it. What you have to consider in this case is whether the small element of risk which you would be facing in connection with a company of this kind is more than compensated by the reduction in rates.

Piggly Wiggly Stores to Operate In Toronto

Toronto, Oct. 24.—A new chain of cash and carry stores will shortly commence operations in this city. These stores are known as the Piggly Wiggly system, the same as have been operating in the United States for the past four years. A Canadian company has been formed who have purchased the use of the name, trade marks, etc. It is understood that Canadian capital is financing the business which will be under the management of A. H. Pafford, Toronto.

Mr. Pafford is a member of the wholesale firm of Armstrong & Pafford this city, and is severing his connection with the firm, Mr. Armstrong continuing the business.

The other members of the Board of Directors of the Canadian Piggly Wiggly Stores have not yet been announced.

Business men of Scarboro, Ont., recently formed a Business Men's Association, with officers elected as follows: President, F. M. Haffey; Vice-Pres., H. Emmerson; Secretary, P. B. Sigston; Treasurer, O. E. Hutchinson; Executive, S. Wilson, J. Taylor and A. H. Burland.

The National Thanksgiving Day Gives the Merchant An Opportunity to Boost the Sale of Many Lines

Here is an admirable suggestion for decorating your window for the approaching Thanksgiving holiday—A window such as this should increase your sales at this time.

Will Big Five Meat Packers Re-enter Grocery Trade?

There is considerable discussion in the United States at the present time as to whether the Big Five Meat Packers should re-enter the general grocery trade through a modification of the present decree under which the packers are now prohibited from handling any line of food products excepting by-products. The packers have requested for a modification of this decree and there is naturally some opposition from various organisations. The California Prune and Apricot Growers Inc. have wired Washington that they do not think the decree should be changed. The progress of the campaign will be watched with interest by a good many in the Canadian trade.

Vancouver Has A Grocery On Wheels, Too

Vancouver, Oct. 26—Vancouver is soon to have a travelling groceteria, all the features of the ordinary self serve store with the addition of traction.

The Peoples Providers, of New Westminster are the owners. The store is built on a 2½ ton truck. A refrigerator keeps the butter, eggs, meat and fish in condition, and cash registers and computing scales add the finishing touch. The customers enter at the rear and alight with their purchase at the side. A peculiar siren is used that announces the approach of the store on wheels.

Ah, Music!

The Visitor: "Hark! Some one is playing a delightful bit of Wagner!"

The Host; "Oh! That's the janitor putting coal on the fire!"

His Death Warrant

Cholly—"I cannot live without your daughter."

Her Dad—"Great! That solves the whole problem very nicely."

Real Salesmanship Behind the Counter

Hard Study and Keen Observation is Required to Master the Art of Selling—Self Control, Confidence and Plenty of Tact Are Essentials—Never Lose Sight of the Customer's Point of View

ANY man who will, may become a good salesman. This is true, but it is not an easy thing to become a good salesman. Just how to make known what good salesmanship is would be a heavy task, but it may be taken for granted that a good salesman is among the "top-notchers," says A. E. Edgar in Better Business.

Salesmanship is a profession. It can be learned just about as easily as law, medicine or any of the other professions, and it cannot be learned any easier. Like any other profession, it requires persistent and arduous application to master it and to keep posted in its newest phases and developments.

The modern method of doing business and the development of the large store are to a certain extent responsible for the large number of incompetent salesmen who are behind the counters of our retail establishments. The merchant or buyer places his merchandise upon his shelves and employs men not to sell goods but to show them, to deliver them and receive the money the customer is required to pay. And some of them are not even competent to do that.

These men are paid to be agreeable and polite; to dress in a manner befitting the establishment; to make friends for the store by their affability. The wares, or the prices placed upon them, are expected to effect the sales.

Educated in Smaller Stores

On the other hand, many of the so-called salesmen are getting their education in the smaller stores under men who have no inclination or ability to instruct properly the apprentices under them.

The man who wants to become a good salesman must do so by his own efforts. If he is ambitious and willing to give the time to the study he may succeed in spite of all things that combine against his success. It all depends upon his own endeavors.

There are three things a man must know before he can become a good salesman. These are: Himself, his wares and his customers.

First of all, he must study himself, Very few men know themselves, although most men think they do. They do not.

To become a successful salesman a man must be able to govern his thought and control his actions. He must make a good impression on his customer and he cannot do this if in any way his actions create in the mind of his customer the slightest degree of antagonism.

He must study his appearance and make it pleasing. He must study the very expressions of his face. He must be able to assume all the appearance of surprise, pain, joy, sympathy, respect and a host of other emotions.

He must be able to concentrate his thoughts upon the thing in hand. He must be able at will to exclude all other thoughts from his mind. If his thoughts are allowed to dwell upon outside subjects his magnetic force is divided and becomes greatly lessened in power if not negative in effect.

He must cultivate good taste and judgment. Good taste more especially in respect to his personal appearance and dress. A careworn face or one showing signs of dissipation has a marked negative effect upon his customers. So also has the appearance of lack of taste in his dress.

Personal Attributes

The pleasing man will have a cheerful countenance, a clear eye, a clean-shaven, well-groomed face and a neatness in dress that will at once place him, in the customer's opinion at least, among that class of men in whose company cultivated persons like to be seen.

He must cultivate good judgment in the choice of his friends. Our likes and dislikes, if allowed to rule us without restraint, are sometimes prone to work evil for us. A salesman should never condescend to lower himself in his own estimation in choosing companions of a lower order of morality, culture or refinement. If he does he will eventually lower himself to their level in the sight of others, if not in reality.

The salesman must cultivate his voice. He must be able to modulate his tones to harmonize with his thoughts and with the feelings of his customers.

He must study correct modes of speech. He must study to put his thoughts into pleasing sentences. He must study to make his sentences produce logical arguments. Correct English, logical arguments and pleasing deductions will help to place the customer at his mercy.

He must recognize the fact that he is the servant and that the customer is the master. He is at all times open to all sorts of senseless abuse, suspicion and discomfort at the hands of the public. He must learn to sink his feelings behind a stoical exterior and smile as pleasantly as if nothing had occurred to disturb his equanimity. It is in these situatons that tactful control of himself will win a reward in the end.

The second proposition is important. He must study his wares. It is only the man who knows what he is selling that can reach above the average in sales.

The street vendor and itinerant peddler is usually a salesman of considerable ability. This is due in some measure to a knowledge of his wares. He knows the good points of the article he has for sale. He has learned by constant contact how to present these good points and to keep them to the front, to present them in such a way that they overshadow all the weak points.

Many men behind the counter not only fail to recognize the good points in the goods they have to sell, but see looming up largely before their mind the weaker points. A well-balanced mind would not allow this state of affairs to exist.

Must Know His Customers

Lastly the salesman must know his customers. This is an easy task after he has mastered the story of himself. We are all human. All have, more or less, the same emotions and the same method of expressing them.

Psychological experts can read the human mind like a "open book," because they have learned to read the expressions of the face, the effects of the emotions on the face and physical form of man. The salesman must make almost as exhaustive a study of his customers as the professor of psychology does of mankind.

The art of control, which is recommended to the salesman, is practised by so few that he will have a chance to read the public with but little effort. Once he knows the feelings of a customer toward his goods and himself he is in possession of the means of securing sales.

All this may seem formidable to the unpractised salesman, but rest assured that once this study is undertaken it will be continued for the fascinating disclosures that are being made every day. The study is both profitable and pleasant. Start today.

FLORIDA CROP TO BE LARGER

Oranges to the amount of 8,200,000 boxes and grapefruit totaling 5,400,000 boxes will be produced in Florida next season, according to a preliminary estimate received from the Florida Citrus Exchange.

This report predicts a gain in the coming season's orange crop of 100,000 boxes over last season's crop of 8,100,000 boxes produced and marketed. The estimated grapefruit crop will give an even larger gain than the orange crop, being 300,000 boxes more than last season's crop of 5,100,000 boxes. These estimates may be modified, however, by [illegible] weather conditions, which indicate [illegible] possible small-size situation in the crop.

Origin of Word "Raisin" is Interesting

The Original Home of the Raisin Grape was Probably in Eastern Persia or on the Tablelands of Western Asia—Industry Did Not Become Important Commercially Until the Eleventh Century

(Fourth Letter of Series)

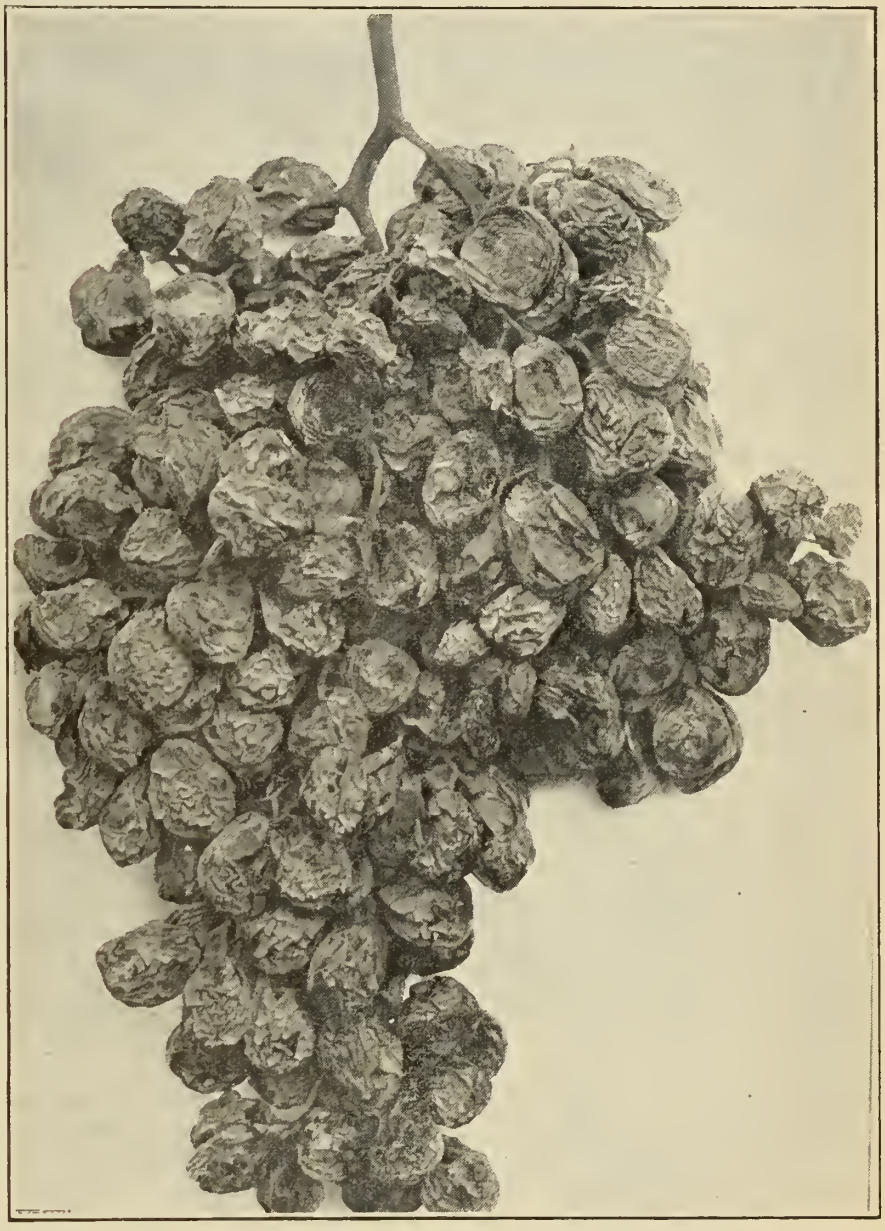
Mr. Earnest Groceryman
Back East
Dear Earnest:—

PERHAPS you think I have been giving you a lot of bunk about raisin growing in the San Joaquin Valley. I couldn't pull off a deal like that even if I wanted to because Sue won't let me send out a letter to anyone any more unless she reads it. Sue never would stand for anything that wasn't just right and on the square—you know how she is.

Origin of Word "Raisin"

Tom Smith and his family were up to our place last Sunday. Tom has a 40 in Thompsons down near Dinuba. That's in Tulare County. It's a mighty fine little town. They surely can raise good crops of dandy raisins down in that country. Tom and I and the women folks were talking about raisins and I said that I never heard where they picked up such a name for dried grapes. Sue used to read Shakespeare before we were married. Now she reads me lectures of the curtain variety. She said she thought the name should be spelled "r-e-a-s-o-n-s" because she said in "Henry IV." in the IV. scene of the II act, Falstaff replied to Prince Hal like this: "If reasons were as plentiful as blackberries, I would give no man a reason upon compulsion." Tom put in that he thought perhaps it may have come from the Danish "rosen" meaning colored red. That sounded pretty highbrow to me and besides I don't know how Tom ever happened to know anything about Danish. I finally settled the argument, or thought I did, by saying that it probably came from the fact that raisins were dried by the "rays" of the sun. Tom's wife didn't say much, but I could see she was thinking pretty hard. She has had quite a bit of schooling and I wondered how it happened that she didn't have something to say, women generally do. At least Sue does. Well, we drifted to the discussion of rain, frost and spring plowing and other things. That is, Tom and I did. The women were talking clothes or hot school lunches for the kids and we forgot all about the question of raisins and how they got their name; in fact, it slipped my mind entirely for several days.

Wednesday noon, when I came in from the vineyard for dinner, Sue said she had a letter from Sarah, that's Tom's wife. Well, Sue read the letter to me and I guess I can do no better than copy a part of it. It seems that Sarah had gone home and dug around to find out for sure where the name "raisin" came from. Here's what she wrote:—"I could not be satisfied that the word "raisin" just happened, so I got out some old books and have proven to my satisfaction that it is truly derived from the Latin word "racemus" meaning a bunch or cluster. It is easy to believe that due to the illiteracy of the olden times the spelling in many of the published records should be incorrect. I found in our library in Dinuba some old books where the word was spelled 'reysyns,' 'reysons,' 'raysens,' and 'reasons.' I am sure, though, that it is derived from the Latin." Can you beat that. She would have the last word, even if she had to write it, and to protect herself she even went so far as to look it up in all the histories she could get her hands on. No chance for a comeback for I will have to admit she is probably right.



A Cluster of Muscatel Raisins.

Natives of Persia.

Sarah went on to say that she had looked into the history of the raisin in

(Continued on page 34)

Lower Prices and Better Selling Way to Bring Back Normal Times

Recommendations of Washington Conference for the Recovery of Business—Firms Increase Business Despite Dull Times—In One Instance Cost of Product Reduced 50 Per Cent.

A CONFERENCE was opened in Washington recently with the object of enquiring into the volume and distributing of unemployment, to advise upon emergency measures that could be properly taken by employers and local authorities and civic bodies and to consider such measures as would tend to give impulse to the recovery of business and commerce to normal.

Roy Dickenson, associate editor of "Printers Ink" was a member of the committee. In "Printers Ink" he gives some of the conclusions arrived at and recommendations made, which are equally applicable to business conditions in Canada as to those in the United States.

Mr. Dickenson was appointed to the Manufacturers' Committee which included Charles M. Schwab, Samuel Gompers, and several prominent manufacturers.

Some of these men were operating their plants one or two days a week. Others not at all, and a few at full time. The discussion soon resolved itself into an informative debate between two distinct schools of production and merchandising, the two labor delegates, of course, arguing against any horizontal and general cut in wages. Wages, they maintained, were merely another name for purchasing power. Jackson Johnson, of the International Shoe Company, for example, was operating his plant at full production capacity, employing 23,000 men and women and doing the best business in his company's history. He was of the decided opinion, in which I joined, that the recommendations then adopted, such as rotation of jobs and putting men at work to improve the condition of the plant when they had no orders for goods, were merely supplementary and of little fundamental avail.

Mr. Johnson had reduced the price of his product 50 per cent by savings in overhead, distribution, and increased plant efficiency. He had reduced wages not at all. He believed we should touch at once upon one of the fundamental causes of stagnation—high prices. Selling at current replacement costs based upon full time production, not on a two or three days a week schedule, urging all manufacturers and retailers, who have not already done so, to take the inflation out of their prices all at once, not by piecemeal, and to get more trade by selling at a price the consumer would pay. Those were the things some of us believed would do more than any one thing to start factories running again. The consumer, we realized, was the man who not only fixed prices but when they strike him as right, by his purchases sets the wheels of industry in motion and pays both labor its wages and capital its dividend rewards. Mr. Johnson, though his factory is oversold several months in advance, is again reducing his prices.

Sub-Committee Drafts Resolution

But we had with us men who are so far away from their consumers that they really could not see our point as we did. As the difference in viewpoint was sincere and earnest, a subcommittee, consisting of Mr. Johnson, chairman of the International Shoe Co.; Mr. Gompers and myself, were appointed to draft a resolution embodying our ideas for submission to the entire conference. Here is the result discussed and changed word by word and comma by comma but finally agreed upon unanimously by the full committee:

"Specific methods for solution of our economic problems will be effective only so far as they are applied in a spirit of patriotic patience on the part of all our people.

"During the period of drastic economic readjustment, through which we are now passing, the continued efforts of anyone to profit beyond the requirements of safe business practice or economic consistency should be condemned. One of the important obstacles to a resumption of normal business activity will be removed as prices reach replacement values in terms of efficient producing and distributing cost plus reasonable profit.

"We, therefore, strongly urge all manufacturers and wholesalers who may not yet have adopted this policy to do so, but it is essential to the success of these measures when put into effect that retail prices shall promptly and fairly reflect the price adjustment of the producer, manufacturer, and the wholesaler.

"When these principles have been recognized and the recommendations complied with, we are confident that the public will increase their purchases, thereby increasing the operations of the mills, factories and transportation companies, and consequently reducing the number of unemployed."

Making The Resolution Effective

The recommendation didn't offer a panacea, and touched upon only one of the fundamental causes. The above resolution was number 7 of our entire list. The other six I consider obvious and temporary measures. This one I think will have teeth.

For the machinery for turning it into action is already being built up by Herbert Hoover, whose action in other emergencies proves him a man who knows that mere resolutions butter no parsnips. And in its recognition of the final consumer as the key man to prosperity the statement forms a fundamental endorsement of advertising as a real economic force. It offers a direct challenge to those industries which have continued doing business on the we-make-it-let-somebody-buy-it basis.

It should result in making such industries search for their final consumer, to sell him and to reach him by consistent advertising.

When men like Wm. C. Proctor, of Ivory Soap, H. S. Dennison, of the Dennison Mfg. Co., and Jackson Johnson, all advertisers, could point to 100 per cent employment, it was an endorsement of the merchandising methods of which advertising is so important a part as is seldom heard by men in other lines of industry where it is not used.

What will be the results of a statement like the above on prices? What has the conference accomplished? Has it put one man back at work? What will it mean to advertising? These are some of the questions I have been asked.

Officials and Clubs Urged To Work

Remember this is an emergency measure only. This week permanent measures such as how to turn a seasonable industry into a twelve-month business and the like will be discussed. But on the price resolution alone, which among the other emergency measures is to be passed on probably by Presidential Proclamation to the Mayors of towns and cities, and the Rotary Clubs, Chambers of Commerce and other local bodies for action, says Mr. Dickenson, there is a business principle which is now having wide application and will have a wider one. Low prices made possible by better merchandising and elimination of waste mean more trade.

A Guilty Look

"I couldn't serve as a juror, judge. One look at that fellow convinces me he's guilty."

"Sh-h! That's the district attorney!"

Dividing Line Between Profit and Turnover

Henry Johnson, Jr., Discusses in More Detail the Question Previously Dealt With, Namely That of the Merchant Who Asks for An Opinion Regarding Quantity Buying and Quantity Prices.

By HENRY JOHNSON, Jr.

HERE is a thoughtful letter:
Canadian Grocer:
Gentlemen:—Would you kindly state clearly what figures most profitably in the handling of the following lines: Wrigley's gum, the sale being ten (10) boxes a week, bought in one hundred lots costing 55c, which would last ten weeks or to buy in ten (10) box lots costing 60c per box. Also Campbell's soups, sale one (1) case each week, buying ten (10) case lots at $6.00 per case or in one (1) case lots at $7.00 per case.

The question of turnover can be clearly demonstrated in these two items with their volume of sale. Of course, it is to be considered that it does not add any to the financial load to buy the larger quantity. We could understand how the small grocer starting in with small capital would better consider the small buying and quick turnover on the capital investment; but what we want to bring out clearly is, suppose the capital is not in question, which is the more profitable way to buy merchandise on the two items stated above, volume of sale as given.

I am very sorry this correspondent does not give the price at which he sells the soup, because then the analysis might be much more illuminating. He quotes familiar figures on the gum, but not on the soup. I have never known a difference of more than 10% to prevail between one and ten case lots. But here is my reasoning, based on a hypothetical sales price on the soup:

Wrigley's gum: 10 boxes bought at 60c makes a capital investment of $6.00. Sell for a dollar the box and sales are $10 with $4.00 gross earnings per week. This makes $208 per year and figures 3466% on the capital used. Now let us figure 20% for expense and loading on sales of $520, which is $104 and we have net profit of $104 or 1733% on the capital. That shows what can be done with 52 turnovers a year.

Now Get the Slower Turnover

If he purchases 100 boxes at once at 55c, he has $55 invested and his sales are $100 every ten weeks. On these he makes gross earnings at $45. Figure five and one fifth turns a year and his earnings are $234 or 425.4% plus. Take off 20% on sales of $520, $104, and there is $130 left. This figures 236.3% plus.

This second demonstration show extra earnings of $26 for the use of $49 more capital for the year and pays over 53% on that extra capital. That, of course, is splendid. especially on stock like gum which occupies so little space and which, when turned every ten weeks, is not liable to deterioration.

The Campbell's soups seems to work out this way: Buy one case at $7 and assume sale at 18c the can. The price realized for the case is then $8.64 showing spread of $1.64 which, multiplied 52 times a year, yelds $85.28 or 1218% plus on capital used. Let us assume expense on this article of 16 2/3%, including loading. On sales of $449.28 this equals $74.88 and leaves $10.40 net or 148.57% on capital used.

Buy ten cases at $6 with $60 capital, sell for $86.40, whith gross earnings of $26.40, multiplied by 5 1/5 turns and you will have a yield of $137.28 or 288.-8% on the capital used. Take off 16-2/3% on sales of $499.28, $74.88, leaves $62.40 absolute net earnings, or 104% on capital. Here we find that we have made $52.00 extra by the use of $53.00, or 98% plus, and that is even more splendid than on the gum.

Getting Down to Earth

But if we take figures that conform to actual conditions as I know them, we shall buy the ten cases of soup at only 10% off, and must use $63.00 to finance that quantity. Then our sales of $86.40 every ten weeks will show gross earnings of $23.40 by 5 1/5 turns a year $121.68, showing 193% gross on capital. Take off 16 2/3% on sales for expense and our absolute net is $46.80, or 74.-27% on capital. Here we have used $56 extra capital to buy ten instead of one case and have made $36.40 extra thereby, or exactly 65%.

These are preferred examples to show the benefit of quantity buying. There would be little trouble about it all if grocers always would calculate so nicely as to turn their special purchases every ten weeks. There are many individual items which, thus purchased, will pay the man who has money to finance them. But just in passing, note how the percentage earned on the capital shrinks as quantities are carried and turnover slowed down.

Consider next that to buy 100 boxes of gum instead of ten takes more than nine times the capital. To carry ten cases soup instead of one, on this man's basis, requires more than eight times the capital. Spread those multiplications over even a fair proportion of your stock and you will see that excess purchasing can lead you where the returns will not begin to justify the extra investment. The lines cross on the chart. The excess means loss, not gain, no matter how pretty the figures may look on paper.

Many Factors to the Problem

There are many factors to all these things. When one gets to selling ten boxes of gum a week, it is perfectly proper for him to figure that maybe he can speed sales—especially if he carries big stocks, makes liberal-looking displays and otherwise spreads himself to make new business. So it is apt to result that the hundred cases moves much faster than the ten did.

It is the same with the soup. In fact, herein is the real justification for quantity buying—quantity selling! Speed sales. Buying will then take care of itself. But the proper course is to speed sales first—let the outgo pull on the incoming stocks.

There is one great factor that is seldom considered. That is the added labor or entailed by excess stocks. If you buy for a week, you can put the stock on the shelf ready to sell. That makes one economical handling. If you buy for six months, much of it must be put away in the cellar or other storage. It must be brought forward as needed—handling number two. If there is much of it, it must be swept around, moved for new stock to come in. It is apt to suffer deterioration. All of this means expenses which are seldom noted, but none the less there.

I do not worry about my correspondent himself. He is a thinking grocer and as such can take care of himself.

Information "Very Complete"

Here is the kind of thing I have mentioned many times:

Gentlemen:—I am at the present time working in a country store. We carry a small line of dry goods, boots, shoes, hardware, groceries and flour. Our lines are very staple. Stock about $5,-000. Business last year, $4,239.86. This year will be much below that figure. There are two stores in the hamlet including ours. We are in the mixed farming district and a very mixed population—Norwegian, Galician, Polish, German, Yankee and a few Canadians and English. We have no delivery. Store well established—doing business for 'steen years. Capital very limited. Staff two clerks. One of these does the buying. The owner does the book work. Please pass along advice and criticism. Our nearest town is 14 miles, two others 16 miles, two others 18 miles. We do not advertise. We have no local press. We have the post office in the same building. I have tried to make this information very complete.

Now, I'd like to leave that to you, gentle readers, to judge. Is the information very complete? What does he want to know? How can I tell him?

I wrote him several weeks ago asking him for some real stuff' figures on his

(Continued on page 27)

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

Vol. XXXV. TORONTO, OCT. 28, 1921 No. 43

Hallowe'en Selling

IN THE old legends of Hallowe'en it was regarded as a night set apart for the universal walking abroad of Goblins, Witches and restless spirits, to commemorate the Feast of All Saints and had its origin in the seventh century.

On this mystic night all the young folks gather together to learn their fate, and to read the names of their affinities from apple parings, and the popping corn, cracking nuts, mirth and music, make it one of the gala nights of the year. For that reason many merchants have been preparing for this event for many weeks. Plans have been made for unique window displays. Advertisements have been prepared featuring such articles that especially appeal to the hostess for this festive occasion.

One merchant had the center of a window piled deep with popping corn, on the crest of which was a popper filled to overflowing with fluffy white flakes of the popped corn. At each end of the window were piles of rosy red apples while the background was composed of stalks of corn with the ears attached but opened showing the golden grain. Between the stalks of corn, pumpkins were arranged. In one corner of the window was a glass bowl filled with brown sugar. Suspended from the center of the window was a large card, upon which appeared a picture of a black cat and the words, "Suggestions for the Halowe'en Party," while all the articles on display had a small price card attached in the form of a black cat with the lettering in white.

If you are one of the merchants who in other years have not taken advantage of Hallowe'en as a trade bringer, try it this year. You'll be surprised at the results.

Should Get Together

EVERYWHERE we see demonstrated the fundamental principles of business. Manufacturing firms call in their travellers and have their conventions. The churches send their representatives to convene with others to discuss the problems of the day. Schools have their conventions of teachers, and, even nations are, at the present time, sending their representatives to a conference with other nations to discuss future and present problems. What does it all mean? Do they all go to this great expense for the sake of a holiday, a reunion, or merely for the sake of the trip?

There is something far more compelling than that. The world's best executives deem it the only wise and safe plan for the best management of state, business, school and church. The tendency in the grocery trade is to show little or no interest in the organizations that exist for its benefit. Too many fail to take full advantage of the Grocers' Section of the Retail Merchants' Association. Whether it is because it is felt that by working independently and individually the best results can be obtained, or just indifference, it is hard to say. If the exchanging of ideas is good for the state, for business in general or any branch of business, it is good, particularly good for the grocery business. Such questions as foreign exchange, railway troubles and tariffs, in as much as they affect freight rates, are directly reflected in the grocery business. For this reason, it is high time that the whole grocery trade would see the advantage of a closer co-operation, a better understanding of its own problems, and the problems of others, as well as the exchange of ideas that would offer a solution to these problems.

The manufacturers already have their association and the wholesalers theirs. If the retail grocer manifested more interest in his association much might be accomplished by a joint conference of manufacturers, wholesalers and retailers.

The Successful Salesman

IN ORDER TO be successful in selling there are three things a man needs to know and one thing to do in order to be successful in selling.

First, he must know himself, and develop the qualities and capacities which will serve to give him the power to persuade.

Second, he must know his business from the raw material to the finished product. He must be able to discern what are those salient selling features which are best suited to create the first mental steps which the mind must go through.

Third, he must know human nature. In personal salesmanship he must size up his prospect individually, being able to determine instantly what are the avenues of least resistance in getting his ideas across.

But a man may know himself, know the other fellow, and still fail unless he applies the knowledge. It is applied knowledge that is power.

The foundation of the sale is the service that is rendered in quality, plus quantity, plus mode of conduct. The sub-foundation is the total of all the individuals in the institution. Then when satisfaction is rendered, confidence is maintained, and the customer's mind is on the purchase point of the salesman's proposition at all times.

Editorials in Brief

Did you ever hear of a merchant using too many price tickets on his goods? If so how did he manage to do it?

Every store has a reputation, just as every man has one. This reputation is more the result of the store's policy than of the store's advertising.

Some clerks in their efforts to be polite to a customer become effusive instead, and that is not the same thing as politeness.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Maritimes

The grocery store formerly conducted by E. E. Harlow at Truro, N. S., has recently been acquired by Caldwell and Gerxa. Mr. Harlow will remain as manager.

W. H. Green, a commercial traveller in the Maritime provinces, has recently, associated himself with McCaskey Systems, Limited, and will look after their interests in West Nova Scotia.

J. A. Tilton, of St. John, N. B., passed away suddenly at the Prince George Toronto, last week. He was the Maritime Province agent of the Western Canada Flour Mills Company, and also represented several other large firms in other lines of business. The passing of Mr. Tilton will be keenly felt by his many friends and business connections.

L. Bagnell has recently taken over the grocery and meat business of C. B. Shatford, 95 Almon St., Halifax, N. S. Through injuries received while overseas, Mr. Shatford is now compelled to have further medical treatment, and on this account has been compelled to sell his business. Mr. Bagnell also has a grocery business on Agricola St., Halifax.

After a couple of years' absence in the military forces, F. S. Layton has recently re-entered the grocery business in Truro, N.S. Previous to enlistment Mr. Layton conducted his business in the same location as he now holds. During the time Mr. Layton was away, the business was carried in by E. P. Hill. Mr. Hill and Mr. Layton, are now friendly competitors.

Ontario

Geo. Ellerton, Hamilton, has sold his business to Wm. H. Hillis.

George Addison, Sarnia, has sold to Bissel & Kimball.

Henry Marsh, Toronto, has sold to Wm. Cambray.

J. Waddell has opened up a store at 376 Sourauren Ave., Toronto.

J. H. Trout, Toronto, has purchased the business of L. W. Richardson.

R. J. Dillon has commenced business at 1823 Gerrard St. East Toronto.

Mr. J.A, Powell is in business now at 124 Brock St. East, Oshawa, Ont.

W. D. Fryfogal has commenced business with a store and stock at Cedardale, P. O., Ont.

Harper & Clemens have commenced business in groceries and provisions at Simcoe St. North, Oshawa, Ont.

The Canadian National Millers' Association will hold its first annual convention in the King Edward Hotel, Toronto, on Thursday, November 17.

W. C. Shand, Toronto, has sold to B. Feasby.

McDougall's grocery, Ingersoll, Ont., is changing to the cash basis of doing business, commencing November first.

Gordon Eadie, who for some years conducted a grocery on St. Clarens Ave., Toronto, passed away in the Western Hospital on Saturday last following an illnes of two weeks.

The Canadian Produce Association will hold its annual convention in Winnipeg, January 30 to 31, 1922. It is hoped to have a representation from the trade of the United Kingdom in attendance.

Burglars entered the store of F. Kinsman, Fonthill, Ont., the other day and made a clean get away with over a thousand dollars worth of goods. Entry was gained by taking out one of the windows.

E. W. B. Snider, a business man and a former member of the Legislature for thirteen years, died in Kitchener the other day in his 80th year. He was one of the pioneer flour millers of the country, having operated mills at St Jacobs and New Dundee, Ont.

Sarnia's early closing by-law which gained considerable notoriety a year ago, is once more in the limelight, and as a result of the probe made here by the police, it is expected that a number of court cases will follow. Chief of Police Lannin had instructed the local grocers that they must obey the by-law and close at 9 o'clock on Saturday night, but despite the warning a number kept their stores open and were visited by the police.

The grocery store at Mitton and Wellington streets, Sarnia, Ont., known as the Red Store, was entered the other night and a sum of money amounting to about $17 was removed from the till. No goods were disturbed or taken. Entrance was gained by removing a portion of the panel of a rear door and then lifting the latch through the opening thus made. Detective Pratt and Constable Munro investigated the burglary but discovered no definite clues that might lead to the arrest of the burglar.

A Correction

The item appearing on this page last week announcing that J. B. Renaud & Cie, St. Paul Street, Quebec City, had opened a retail store, was erroneous. This company does business only in a wholesale way. J. B. Renaud & Cie operate a retail store about four months of the year, when they are packing meat, in order to sell the cuttings. Nothing else is sold.

Quebec R.M.A. Will Affiliate With Dom. Association

The Quebec Retail Merchants Association held recently an important meeting, one was that was by far the largest and most enthusiastic ever held in Quebec. Over one hundred prominent merchants were in attendance, and the discussion that took place interested everyone.

For some time past, at the meetings of the local Retail Merchants' Association, these latter have been studying the opportunities afforded them by affiliating as a district with the Dominion Retail Merchants' Association. At their last meeting Mr. M. Lapointe, the energetic general provincial secretary of the association, was present and he gave the merchants a most interesting explanation and convincing proof of the advantages that would derive through the merchants grouping together on this central association of retailers.

Mr. Lapointe also mentioned a few examples of the good work accomplished some time ago by the Association, by its influence and persistent hard work, which were as follows; first, they had succeeded in abolishing the luxury tax; second, to check the increase in telephone rates; third, to avoid the merchants to be taxed onn turnover; fourth, the adoption of a new fire insurance; fifth. in getting the Court of Justice to decide that the retail merchants were not submitted to pay the sales tax, such as the manufacturer.

After a general expression of opinion by the merchants present it was unanimously adopted to adhere to the principles of affiliation as a district to the Dominion Retail Merchants' Association.

HOBART MFG. CO. LTD. MOVE TO NEW PREMISES

The Hobart Mfg. Co., Ltd., Toronto, who have been located at 149 Church St. for a number of years, have moved to new and larger premises at 275-281 King St., East. They have a total floor space here of 8500 square feet with a frontage of 65 feet on King Street. A machine shop right on the premises is a new feature. The company handle the Van Berkel meat slicer as well as electric coffee mills, meat grinders, etc. The manager of the company is Robt. C. Brown.

Laporte Martin Acquire Large Produce Concern in Montreal

Old Established Business passes into New Hands —W. Champagne Company, Limited, Disposing Of Its Interests at a Figure Over One Million Dollars

MONTREAL.—On Oct. 1st Laporte Martin, Limited, wholesale grocers of this city acquired outright the business of W. Champagne Company, Limited, produce merchants, at a figure, stated to CANADIAN GROCER by J. Laporte, to be over $1,000,000.

Business Broadening Out

For a month prior to this merger the firm of Laporte Martin Company, Limited, had been making negotiations for the acquisition of this business. As J. Laporte stated to CANADIAN GROCER reperesentative, "Since May 1st last when we lost the liquor business, for which we are not entirely sorry, we have been looking for an opportunity to invest our surplus capital in lines which are naturally part of the grocery business. Consequently we picked on this produce business since it runs hand in hand with the grocery lines.

A Well Founded Business

The provision firm of W. Champagne has been established in Montreal for over 40 years, and has had sales in the past years amounting to over $2,500,000 annually. This new addition to the firm of Laporte Martin will be run as a branch of the wholesale grocery and the territory will be covered by the travellers of the wholesale firm as well as by the eight travellers who have been connected with the produce firm for many years back. Of the eight travellers mentioned, four have been with the firm for over 20 years and the least service seen by any one of the travellers is 6 years.

Mr. Champagne, although not actively connected with the firm since the merger will act in an advisory capacity until the new organization is well under way.

Will Build New Building

Just now, Laporte, Martin is using the present building of the old company at 173 St. Paul Street, east, but intend within the next few years to rebuild on that site a produce plant.

Beside the purchase of this produce firm, Laporte Martin Company, Limited, firm, Laporte Martin, Limited, have bought out the Canadian Vinegar ture under the brand of "Victoria" vinegar, pickles and tomato sauce as well as spices and other condiments.

Grocer Passes Away At Tea With His Family

Kingston, Oct. 25—Phillip Haffner passed away last week at his home, Frontenac and Johnson streets, while at the tea table with his family. Deceased had been apparently in good health and he was telling the members of his family of somthing funny that had occurred during the day when he passed suddenly away. Mr. Haffner had been in the grocery store on aturday as usual and he had been seen on Sunday and appeared in good health.

Deceased was a grocer of this city, having been in business for over thirty-five years. He conducted a grocery business on Montreal street for some years, later removing to the corner of Frontenac and Johnson streets, where he carried on a more extensive business.

He was in his sixty-third year and is survived by his wife., two sons, also by his aged mother, five sisters, and two brothers.

MONTREAL TRAVELLERS PLAN ORGANIZATION

A local council in Montreal of the Order of United Commercial Travellers of America is to be organized. At a meeting of the order, H. Cruston, of Toronto, agreed to undertake the work of forming the council, and every member present agreed to find five new members for the organization. Rupert Watson was appointed temporary chairman of the membership committee.

The Order of United Commercial Travellers of Aerica is a United States organization whose membership has increased from 86,000 in 1920 to 110,000 in 1921. In was organized at Columbus, Ohio, in January, 1888, and the number of members for the first year was 131. It is a secret fraternal order and has for its object the welfare of the commercial traveller.

Amongst other things it issues a monthly magazine styled "The Sample Case" to its members, and pays benefits to them for loss of time or accidents. The Canadian section will be operated under Doinion Charter.

Can. Milk Products Plant is Saved from A Disastrous Fire

Tillsonburg, Ont.—Only the ready response from the entire county of South Oxford saved a disastrous fire in the village of Brownsville today, when buildings to the value of $500,000 were saved by the heroic work of a bucket brigade. Fire, no doubt caused by children, was discoered in a barn owned by James Boulton immediately in front of the huge plant of the Canadian Milk Products Company. and in a few minutes the drying room was a mass of flames and the building was apparently doomed. Hurry calls were sent to the Tillsonburg and Iingersall fire brigades and by means of pails a huge tank was kept filled and was pumped out by a force pump through a three and four-inch pipe on the flames, which were subdued after a couple of hour's hard fighting.

Many of the officials were in Brownsville this evening, including Mr. Traynor, of Ingersoll. Considerable belting was damaged, but no machinery.

PURITY PRODUCTS LTD., IS NOW INCORPORATED

The Purity Products, Limited, have been granted ietters patent under the Ontario Companies Act, to carry on the business of wholesale and retail bakers, confectioners, and biscuit manufacturers, to deal in all kinds and descriptions of cooked foods and in any products required with the same, and to make and manufacture bread, biscuits, cakes and the like, and to buy and sell the same. The company's plant and offices will be in the ciyt of London, Ont.

NEW FACTORY FOR THE BRANTFORD COMPUTING SCALES LIMITED

The Brantford Computing Scales Limited, Brantford, Ont., recently moved into the new factory they have purchased in West Brantford. The sides of the building are practically all glass thus giving plenty of light. The building covers more floor space than the old one. New accommodation is provided for office requirements at the front of the building, with engineering and drafting rooms on the second floor Each department representing the various stages of manufacture of a scale or slicer is conveniently situated to its succeeding department that it makes for improved facilities in working.

Current News

A conference of the Canadian salesmen of Reckitts (Overseas) Limited, was held at their head office for Canada, 520 King St. W., Toronto, on Monday and Tuesday of this week.

WESTERN CANADA NEWS

Western

W. P. Freissienden of the Ice Cream Cone Company Ltd., of Toronto, was a business visitor to Winnipeg during the week and called on their Western representatives, Nicholson Rankin Ltd.

Harry Lipman, of Rosenburg Bros., San Francisco, is expected in Winnipeg on a business trip around the first of the week. Nicholson Rankin Ltd., are their Western representatives.

E. Nicholson, of Nicholson Rankin Ltd., manufacturers' agents, Winnipeg, has been able to resume his duties after a prolonged illness from neuritis.

A. B. Ferrier, Macrarie, Sask., whose store was burned to the ground on August 10 expects to be in his new store with complete new stock of groceries and dry goods by Oct. 15.

John G. Reid, general sales manager of the Acadia Sugar Refining Company Ltd., Montreal, was a visitor to their Western representatives, W. H. Escott Company, Winnipeg.

C. S. Allen, of the C. S. Allen Company, Montreal, confectionery and almond paste manufacturers was in Winnipeg on a business trip last week and called on the W. G. Patrick Company Ltd.

Geo. W. Delisle & Co., Dinsmore, Sask. has been bought out by R. H. Leonard. The business will now be run under name of R. H. Leonard. Mr. Leonard has been connected with the former firm since it started in 1913. Full lines of both dry goods and groceries are carried.

New Goods

The Empress Mfg. Company, Victoria, B. C., are putting up a line of pickles consisting of sour and sweet chow and dill pickles in 2½ cans, 2 dozen to the case. Their representatives are H. P. Pennock Co., Ltd.

The Guelph Soap Co., Guelph, Ont., are putting out a new line of soap chips. The manufacturers point out this contains the same quality and material as their bar soap put out for some years under the Wonderful brand. The new line goes under the name of "Wonderful Soap Chips."

Carries a Smaller Stock, But He Turns It Every Thirty Days

Gordon's Grocery in Prince Rupert has Limited Quarters and Only a Light Stock Can be Carried —Buys Often and Turns Stock Quicker

PRINCE RUPERT, Oct. 27—Gordon's Grocery in Prince Rupert is a lesson on what can be done in the face of inadequate premises. Knowing that it would be impossible to pretend to carry even medium stocks of every commodity, and also realizing that a short stock means lost sales, Mr. Gordon has made a practice of keeping almost a skeleton stock. Gordon's stock is complete—but light. "When we have the wholesalers' right here I can let them carry the stock and only keep a sample stock at my little store" said Mr. Gordon.

A Better Net Coming

It can readily be seen that such a store is in a position to show a better net earning at the end of the year than where a large stock is carried to do the same amount of business. Gordon's stock is turned every thirty days.

A short term credit business is conducted—a large percentage of the orders being placed over the telephone. The city of Prince Rupert is quite extended and the telephone order and delivery are important factors in all stores.

Delivery Became an Imposition

In the Mussallem Grocery this delivery business got to be an imposition. As happens frequently in all centre, there are some householders who abuse the good delivery service that their merchants give. In Mr. Mussallem's district it was not infrequent for some one to phone up for little items and insist on delivery at times other than the regular runs scheduled. It got so bad in fact that Mr. Mussallem sold his Ford delivery truck. "As long as they knew I had a truck they seemed to picture the driver sitting at the wheel and the engine racing just waiting like a fire horse for their "two-bit" order for prunes, and they were quite vexed if delivery was not immediate. Now instead of deliveries at 10, 11, 2, 4, and five and any other old time, we give deliveries at 11 or 4 and we get along just as well, and I save more than $200 a month. It is well worth any merchant thinking over. A local expressman takes out what has to go at a small fee per package. He also does the same for other merchants. This is the best delivery arrangement I have ever found. It is better than any co-operative or consolidated delivery service. There is no confliction of orders at all. No merchant's goods have any claim ahead of the rest."

DIVIDING LINE BETWEEN PROFIT AND TURNOVER

(Continued from page 23)

actual average expense throughout the store and average gross earnings. I asked what he paid for merchandise in 1920. I asked for expenses listed in detail. I asked whether the boss owned the building or rented it and, if owned, what rent he charged himself. How much the post office paid yearly, I also asked.

Nothing happening, I wrote again two weeks ago, and have no answer.

I should like to tell this man anything that might be valuable to him, but frankly I cannot see where to take hold. A store this is "well established" yet after—well, quite long enough—has "capital very limited" might, it seems to me, use some suggestions to advantage, but how can I give them and what about?

If I could assume, for example, that his average margin was 16 2-3%, I should be able to say that with stock of "about" $5,000 and sales of $42,739, he is turning his stock somewhat more than seven times, but I cannot even say that because I have no data on his margins, expenses or other items.

I am making this explanation of my quandary because I want to have you get the idea that when I ask for further information I need it. I am not just passing away time, nor am I trying to sidestep any issue. I am trying to be of service to you in all this, so when I ask for help, give it to me!

BRITISH COLUMBIA POINT IN THE FREIGHT CASE

Vancouver, Oct. 26.—Involving a saving of at least $2,000,000 annually to shippers and consignees of British Columbia, and marking another successful step in British Columbia's fight for equalization of railway freights judgment has just been handed down by the Board of Railway Commissioners at Ottawa, placing British Columbia on the same rate basis as that prevailing between Fort William and Winnipeg.

The ruling will mean a reduction in freight costs on every car passing between Pacific Coast points and points as far east as Calgary, of between $50 and $60.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centers.

THE SUGAR market continues in an unsettled condition. The raw market has been quiet during the week under review, with the movement practically based on immediate requirements. The Cuban Committee is holding their price at 2½c cost and freight New York, but whether they will be able to hold at that figure is a matter of much conjecture and whether financial conditions are such that will permit the excessive stocks in Cuba to be carried into the next crop. At the moment the total stocks in Cuban shipping ports is 1,181,804 tons as against 309,388 tons at the same time a year ago.

The nut market continues to grow in strength with spot stocks of shelled walnuts and almonds extremely limited. The cereal markets have easier tendencies while canned goods are firm with little change in quotations.

The primary markets for currants are stronger and higher although stocks of new goods arriving are offered at a lower price than previously quoted on last year's stock. There is a good enquiry for raisins on spot but at the moment there appears to be a slight shortage.

The wheat market since our last report has firmer tendencies, which to some extent is reflected in the flour market. The potato market is generally easier while there is little change in the fruit situation.

QUEBEC MARKETS

MONTREAL, October 26.—There are few changes in the grocery market. On the whole conditions have a firm tone. Buying shows more activity and the trade throughout is exceedingly optimistic for the fall and winter business. Sugar dropped last week to the $8.00 basis and it is the belief of the trade that it has not yet reached bottom. Molasses and corn syrups are unchanged in price. Flour prices show another decline. Dried fruits are strong with indications of a higher price in currants, raisins and figs. The nut market is the strongest of all, with short spot stocks in almonds and walnuts. Coffee, teas and spices are firm in price with a good demand. The rice market is fully maintaining the strength that it has recently developed. There is no change in cereals and the only change of note in package goods is a lower price on cornmeal. Canned goods are steady at the new quotations with a good movement.

COFFEE MARKET STRONG

Montreal.

COFFEE—The coffee market stands in a strong position with no likelihood for a lower price. The demand is good and while the market is strong no advance is looked for immediately.

CEREAL PRICES UNCHANGED

Montreal

CEREALS—There is no change in the cereal market. Prices are steady with an improved demand due to cooler weather.

Oatmeal, gran., fine standard	3 75
Rolled Oats, 90 lbs.	3 40
Pearl Hominy	3 25
Cornmeal, Gold Dust Brand	3 25
Graham Flour, 98 lbs.	7.65
New Buckwheat Flour	6 75
Pot Barley	5 25
Pearl Barley	5 25
Beans, Ont.	3.50
Do., Can.	3 30
Lima Beans	0 10
White Beans	0 07
Green peas, dried	0 03 — 0 05¾

SARDINES HIGHER

Montreal

CANNED GOODS—Little change is noted in the canned goods market following the recent advances. Initial prices hold with a good demand. Norwegian imported sardines show an advance and the Norcanner brands ¼'s are now advanced $2.00 per case to $14.00. Norse Crown are advanced 50c to $13.50.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	4 25
Asparagus, imported (2½s)	6 00
Beans, golden wax	2 00 — 2 05
Do., Refugee	2 10 — 2 15
Corn, 2s	1 45 — 1 50
Corn, extra quality	1 60 — 1 75
Carrots (sliced), 2s	1 45 — 1 75
Corn (on cob), gallons	7 00 — 7 50
Spinach, 3s	2 85 — 2 90
Squash, 2½-lb., doz.	1 80
Succotash, 2 lb., doz.	1 80
Do., Can. (2s)	1 80
Do., California, 2s	3 15 — 3 50
Do., (wine gals.)	8 00 — 10 00
Sauerkraut, 2½-lb. tins	1 60
Tomatoes, 1s	1 55 — 1 60
Do., 2s	1 45
Do., 2½s.	1 80 — 1 85
Do., gallons	6 25
Pumpkins, 2½s (doz.)	1 50 — 1 55
Do., gallons (doz.	5 00
Peas, standard	1 71½ — 1 82½
Do., early June	2 02½ — 2 12½
Do., extra fine, 2s	3 25
Do. Sweet Wrinkle	1 57½
Do., 2-lb. tins	2 75
Peas, New Pack—	
Standard, 2-lb.	1 82½
Early June, choice	2 05
Do., standard	2 00
Fine French, 2-lb.	2 80

CANNED FRUITS

Apricots, 2½-lb. tins	4 50
Apples, 2½s, doz.	1 65 — 1 85
Do., 3s, doz.	1 60 — 1 70
Do., gallons, doz.	5 40 — 5 65
Currants black, 2s, doz.	4 00 — 4 05
Do., gals. doz.	18 50
Cherries, red, pitted, heavy syrup, doz., 1-lb.	3 20
Do., 2½-lb.	5 00
Do., 2-lb.	4 00
Do., white, pitted	4 50 — 4 75
Gooseberries, 2s, heavy syrup, doz.	2 75
California Peaches—	
1s	2 90
2s	3 40
2½s	4 60
Peaches, heavy syrup—	
2-lb.	3 90
1-lb.	2 97½
Pears, 1s, Keiffer	2 45
Do., 2-lb.	4 00
Greengage Plums, heavy syrup	2 65 — 2 75
Lombard plums, heavy syrup, 2-lb.	2 40
JAMS—	
Strawberry, 16-oz.	3 75
Raspberry, 16-oz.	3 75
Black currant, 16-oz.	3 80
Orange marmalade	4 65

FRESH SUPPLIES OF FIGS

Montreal

DRIED FRUITS—The market for dried fruits at the present time is very strong with a keen demand. Raisins are firm and with new supplies of figs on the market at firm prices a good trade is expected. There is no change in quotations on currants and although they have been weak they are rapidly strengthening up in sympathy with other lines. There is a good demand for candied and glace fruits. There is no change in the quotations on dried and evaporated apples.

Apricots, fancy	0 33
Do., choice	0 27
Do., slabs	0 22
Apples (evaporated)	
Peaches (fancy	0 28
Do., choice, lb.	0 25
Pears (choice)	0 22
Do. fancy	0 27 — 0 28
Peels—	
Choice	0 26
Lemon	0 28
Orange	0 28
Citron	0 44
Raisins (seeded)—	
Valencias	0 20 — 0 21
Sultana, unbleached,	0 20½
Mpscatels, 2 Crown, spot	0 17½

Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown		0 21
Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 oz.		0 27½
California Seedless, in bulk	0 18½	0 19
Cluster, 20 1-lb. pack.		5 60
Currants, loose		0 13½
Dates, Excelsior (36 10s), pkg.		5 50
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do. 2¼'s, lb.		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), 22-lb. boxes, each		0 11
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 25
30-40s		0 19
40-50s		0 17
50-60s		0 13½
60-70s		0 12
70-80s		0 10½
80-90s		0 09½
90-100s		0 09

LEMON PRICES LOWER

Montreal

FRUIT.—Lemon prices are a little lower, Messinas are now selling at $5.00 per crate. Oranges are unchanged in price. Apples are not so plentiful on the market, probably due to weather conditions and prices are a little higher. Tokay grapes are also advanced, while Keiffer pears are down to $2.75 a bushel. Porto Rico grapefruit are on the market and prices are a little easier.

APPLES—		
Wealthy, per barrel	4 00	6 00
Hampers, per bushel	1 50	2 00
Baldwins	6 50	7 50
Fameuse	7 00	10 00
Calverts	4 00	00
Boxes, 175s, 216s	3 25	3 50
Bananas (as to grade), bunch	7 25	7 50
Cantaloupes, 36-54s		7 00
Lemons, 300-360s		5 00
Grape fruit, Jamaica	5 25	6 00
Cal. Valencias		8 50
Do., Blood Oranges, half boxes		3 75
Tangerines		4 25
Malaga grapes, per crate		4 00
Tokay grapes, per crate		4 25
Blue and green grapes, per bas.	0 40	0 50
Keiffer Pears, bush. hampers		2 75
Grape fruit, Jamaica	5 50	6 50

PACKAGE CORNMEAL LOWER

Montreal.

PACKAGE GOODS.—The only change of note this week in package goods is a further reduction in cornmeal to $2.30 a case. Other package lines are steady in price with a good demand. Corn starches are unchanged but the demand is smaller.

Breakfast food, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case	3 40	3 55
Cornmeal, yellow, 24s		3 75
Rolled oats, 20's		2 85
Rolled oats, 18's		5 00
Aluminum package, 20's		2 00
Oatmeal, fine cut, 20 pkgs		6 10
Puffed Rice		5 50
Puffed Wheat		5 70
Farina, case, 24s		4 40
Hominy, pearl or gran., 2 doz.		2 55
Health Bran (20 pkgs.), case		3 00
Pancake flour, case		3 50
Do., self-raising, doz.		2 90
Wheat Food, 18-1½s		1 50
Porridge wheat 36s, case		3 25
Do., 20s, case		6 40
Self-rising flour (3-lb. pkg.) doz.		6 50
Do., (6-lb. pkg.), doz.		2 55
Do., buckwheat flour, per doz.		5 00
Corn starch (prepared)		1 50
Corn starch, 1 lb. pkge.		0 09½
Potato flour		0 08
Flour, tapioca	0 15	0 12½
		0 16
Shredded Krumbles, 36s		4 35
Shredded Wheat		4 95
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¾
Celluloid starch, 45 pkgs., case		4 00
Malt Breakfast Food (36 pkgs.)		9 50
Quaker Two-Minute Oat Food		1 80
Macaroni		2 25

RICE MARKET STRONG

Montreal.

RICE.—There is no change in the rice market but the strength of the past few months is being fully maintained with a much improved demand.

Carolina, extra fancy		0 09
Do., fancy)		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Do., B., per cwt.		5 75
Texas rice		0 05½
Siam		0 06
Tapioca, per lb. (seed)	0 07	0 08
Do., (pearl)	0 07	0 08
Do., (flake)	0 07	0 08
Honduras		0 07
Siam		0 14½

NOTE—The rice market is subject to frequent changes.

SUGAR MARKET STILL WEAK

Montreal

SUGAR.—On Wednesday of last week sugar prices quoted by the Canadian refiners dropped to a basis of $8.00 per hundred. This followed a weak market and as the weakness in raws continues the refined market is not strong even at the present basis. Although the buying of sugar at present is only for immediate requirements refiners state that the movement is good.

Granulated sugar, per cwt.	8 00
Do., barrels	8 05
Granulated, gunies, 20-5	8 20
Do., cases, 20-5 lb. cartons	8 60
Do., gunnies, 10 10	8 50
Do., cases, 50 2-lb. cartons	8 75
Yellow, light, per cwt.	7 60

MINOR CHANGES IN SPICES

Montreal

SPICES.—There is very little change of importance in spices although some local wholesalers are showing a few reductions in black and white pepper in boxes but these changes indicate nothing in actual market conditions. Cayenne pepper is stronger in price and some quotations show an advance of one cent. On the whole the market is quite firm with a good demand.

Allspice	0 18	0 20
Cassia, pure	0 27	0 30
Cocoanut, 20 lb. pails, per lb.		0 46
Do., sweetened, lb.		0 36
Chicory (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 35
Pure, ground		0 35
Cream of tartar (French pure)	0 65	0 70
Do. American high test	0 75	0 80
Whole cloves		0 45
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, pure, 1-lb. tins	0 69	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 30
Do., 80, lb.		0 28
Do., 100, lb.		0 25
Do., ground, 1-lb. tins		0 30
Pepper, black		0 25
Do., white		0 33
Do., Cayenne	0 32	0 34
Do., tins, 2's		0 36
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do. package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

CORN SYRUPS UNCHANGED

Montreal

MOLASSES.—There is no change in the molasses market, prices are steady and buying is only for immediate requirements since the future is still doubtful in view of conditions in primary markets. There is no change in corn syrups.

Barbadoes Molasses—	Island of	Montreal
Puncheons		0 73
Barrels		0 76
alf barrels		0 78
Puncheons, outside city		0 71
Fancy Molasses (in tins)—		
16-oz. tins, 2 doz. case, per doz.		2 40
Barrels, about 700 lbs.		0 05½
Half barrels, about 350 lbs.		0 05¾
Quarter barrels, about 175 lbs.		0 06¼
2 gals., 25-lb. pails, each		2 00
3 gals., 38½-lb. pails, each		2 85
5 gal. 5-lb. pails, each		4 50
5-lb. tins, per case		4 70
10-lb. tins, per case		4 40
5-lb. tins, 1 doz. in case, case		5 30
10-lb. tins, ½ doz. in case, case		5 00

TEA PRICES UNCHANGED

Montreal.

TEAS.—There is no change in the tea market. Prices are firm and are maintaining the strength developed recently. The demand is improved and orders are being placed in larger quantities in prospect of a higher job. Japan teas in particular are strong.

Ceylon and Indians—		
Pekoes	0 23	0 27
Broken Pekoes	0 32	0 42
Broken orange Pekoes	0 51	0 57
Javas—		
Broken Orange Pekoes	0 49	0 58
Broken Pekoes	0 35	0 43
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60

Above retail prices range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 35	0 40
Orange Pekoes	0 37	0 45
Broken Orange Pekoes	0 37	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

SHELLED ALMONDS SCARCE

Montreal

NUTS.—The nut market is perhaps the strongest of the grocery markets. Prices on almonds, walnuts, and filberts have been advancing and almonds and walnuts are very scarce, the shelled stock being practically unobtainable. Even with the advancing prices the consumption is particularly good and enquiries for supplies for the Christmas trade are pouring in upon the wholesaler. No replenishment of walnuts either in shells or shelled is expected in time for the Christmas trade and prices may be expected to be high.

Chestnuts (Italian)		0 18
Do., shelled		0 54
Almonds, Tarragona, per lb.	0 22	0 24
Valencia shelled almonds	0 48	0 50
Pecans, new Jumbo, per lb.		0 50
Do., large, No 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 33	0 36
Filberts (Sicily), per lb.		0 16
Brazil nuts (new)		0 18
Do., Barcelona		0 15½
Peanuts, Jumbo		0 19
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java, No. 1		0 11½
Do., salted red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		

Fancy wholes, per lb.		0 38
Fancy splits, per lb.		0 35
Pecans, shelled	1 00	1 50
Walnuts Grenoble, in shell		0 29
Walnuts, Marbot	0 26	0 28
Do. new Naples		0 26
Do., shelled, Manchurian		0 75
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux shelled		0 90

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

LOWER PRICES ON FLOUR

Montreal.

FLOUR.—Lower prices are quoted on flour which show a decline of from 25c to 30c per bag. This follows the wheat market which has been declining. Purity and Five Roses flour, 98's are quoted at $4.20 while Quaker is $4.15. Cotton Purity and Five Roses, 7's, are 37½c, 24½'s, $1.17½, and 14's 71c.

LIGHT SUPPLIES OF VEGETABLES

Montreal.

VEGETABLES.—Smaller supplies of vegetables are noted on the market early this week, but this is due to weather conditions. Potatoes have an easier tendency with large supplies offered, not only locally but from the Eastern Provinces and from the West. The market points toward easy prices during the fall and winter. Celery is still prominent on the market with prices varying from 20 to 50 per bunch of one dozen heads. Tomatoes are becoming scarce and what little supply of poor quality is offered at from $1.20 to $1.50 per box. Beets, carrots, and cauliflower are in a big supply with no change in price.

New cabbage, local, doz.	0 60	0 75
Carrots, new, per bunch		0 35
Celery, per doz. bunches		0 75
Montreal cucumbers, per doz.		0 50
Horseradish lb.		0 60
Leeks, doz.		4 00
Mint		0 60
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green ,doz.		0 50
New potatoes, Mont. (90-lb. bag)	1 15	1 30 1 40
Potatoes, 80 lb.		2 50
Do., sweet, hamper		5 50
Spanish onions, per case		5 00
Turnips, per bag	0 75	1 00
Tomatoes, Mont., per box	0 50	1 00
Red onions, per crate	3 50	4 50
Texas Onions, per crate		3 50
Yellow onions, per cwt.		2 50

TORONTO MARKETS

TORONTO, Oct. 26.—The cereal markets have an easy tone with price reductions on breakfast food in bulk and one brand in packages. Canned lobsters are higher while pumpkin and asparagus are quoted at a reduction. Jams have a stronger tone. Teas continue to occupy a strong position with quotations on some of the cheaper grades slightly advanced. New crop currants and prunes are arriving. Cranberries are higher while grape fruit is quoted at a reduction. Shelled walnuts and almonds are quoted at a higher figure with spot stocks limited. Rice is holding firm. Tapioca and sago are fairly steady. Sugar is in an unsettled condition with wholesalers' quotations at a lower basis than refiners' lists. One brand of sugar syrup is quoted at a reduction, also lamp chimneys and lantern globes.

BEANS IN DEMAND

Toronto

BEANS—There is an active demand for beans but the market is still more or less in an unsettled condition. The general opinion is that prices will be somewhat easier.

Cal. Limas, per lb.	0 09	0 09½

LOBSTERS ARE HIGHER

Toronto.

CANNED GOODS—Wholesalers generally, are quoting lobsters, ½s, at a slight advance, making present quotation $4.15 per doz.. New pack pumpkin is quoted at $1.50 to $1.60 per doz. Libbys asparagus tips, 1s, are quoted at a reduction, at $4.35 per doz. while Canadian packed whole stocks, are quoted at $4.75 per doz. Jams have a stronger tone with some brands slightly moved upward.

Sockeye 1s, doz.	5 35	5 60
Do., ½s, doz.		3 00
Alaska red, 1s		4 25
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 90
Pinks, 1s doz.		1 45
Lobster, ½-lb., doz.		4 15
Do., ¼-lb. tins	1 95	2 40
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	
Canned Vegetables —		
Tomatoes, 2½s, doz.		1 75
Peas, standard, doz.		1 75
Do., Early June	2 00	2 15
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 10
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.		6 60
Canadian corn	1 40	1 50
Pumpkins, 2½s, doz.	1 50	1 60
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
Apples, gal., doz.		5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.		3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Do. Green Gage	3 25	3 40
Cherries, pitted H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Strawberry, 4s, each	0 90	0 95
Do., 16-oz., per doz.	3 75	4 60
Raspberry, 4s, each	0 90	0 94
Do., 16-oz., doz.	3 75	4 60

BREAKFAST FOOD REDUCED

Toronto

CEREALS— Following the easier trend in the grain markets, cereals are also easy. No. 1 and 2 breakfast food is quoted lower at $4.75 per bag. Marrowfat green peas are firm at 9c to 9½c per lb.

Barley, pearl, 98s		5 40
Buckwheat flour, 98s		6 00
Barley, pot, 98s		4 40
Barley Flour, 98s		6 25
Cornmeal, golden, 98s		2 75
Oatmeal, 98s		4 50
Corn flour, 98s		3 75
Rye flour	9 85	6 00
Rolled oats, 90s		3 40
Rolled wheat, 100 lb. bbl.		6 25
Cracked wheat, bag		5 00
Breakfast food, 98s		4 75
Rice flour, 100 lbs.		10 00
Linseed meal, 98s		6 50
Flaxseed, 98s		7 00
Peas, split, 98s		0 07
Marrowfat green peas	0 09	0 09½
Graham flour, 98s		4 75
Whole wheat flour		4 95
Wheat kernels, 8s		6 25
Farina. 98s		6 35

LITTLE CHANGE IN COFFEE

Toronto

COFFEE—There is no change in the spot situation on coffee although primary markets continue to grow in strength.

Java, Private Estate	0 51	0 53
Begotas, lb.		0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.		0 35
Mocha, lb.	0 52	0 55
Rio, lb.	0 22	0 24
Santos		0 35

NEW FRUITS DRIED ARRIVING

Toronto.

DRIED FRUITS— There is little change to note in this market. Some small shipments of new crop prunes have arrived with larger shipments rolling which are expected to arrive in the next week. New crop currants are expected almost any day. Patras, to arrive, are quoted at 15c while Filiatras are offered at 13c per lb.

Candied Peels—	
Citron caps, 12-lb. boxes, lb.	0 46
Lemon caps, 12 lb. boxes, lb.	0 29
Orange caps, 12 lb. boxes, lb.	0 31
Mixed containing 4½ lb. lemon, 4½ lb. orange, 3 lb. citron caps, per lb.	0 35
Drained Peel, mixed, cut ready for use, in No. 1's cartons, 3 3 dozen per case, per dozen.	4 50
Currants—	
Greek, Filiatras, cases	0 17
Do., Amalias	0 17
Do., Patras	0 17
Do., Vostizza	0 23½
Excelsior, pkgs, 3 doz. in case	5 50
Dromedary, 3 doz. to case	7 50
Fard, per box ap. 12 lbs.	3 25
Hallowee dates, per lb.	0 11
Prunes—	
30-40s, 25s	0 19
40-50s, 25s	0 16½
50-60s, 25s	0 14
60-70s, 25s	0 13
70-80s, 25s	0 12
80-90s, 25s	0 10¾
Raisins—	
California, bleached, lb.	0 27½
Seedless, 15-oz. packets	0 27 0 29
Seeded, 15-oz. packets	0 20½ 0 21
Crn., muscatels, No. 1, 25s	0 19½
Turkish Sultanas pkgs.	0 27
Thompsons, seedless	0 28½
Valencia	0 23½
Evaporated apples	0 16

CRANBERRIES HIGHER

Toronto

FRUIT—Cranberries have advanced $1.00 on the half barrels making present quotation $10.00. Oranges are steady in price while grapes are meeting with a good demand at $8.50 for kegs and $4.00 for lugs. Lemons are 25c to 50c per case lower.

Oranges, Valencies, 100s		6 75
Do., 126s.	7 00	7 00
Do., 150 and smaller	5 00	7 50
Lemons, Verdilli		6 00
Do., California		7 50
Pears, Cal., Bartlett, box	5 50	6 00
Do., Canadian, 11s.	0 50	0 85
Bananas, per lb.		0 08½
APPLES—Barrel		
Spys No. 1		7 50
Spys, No. 2		7 00
Spys No. 3		5 50
Greenings No. 1		7 00
Greenings No. 2		6 50
Baldwins No. 1		7 00
Baldwins No. 2		6 50
Grapes, Emperor, lugs		4 00

Do., Do., kegs		8 50
Apples, B. C. boxed	3 25	3 50
Cranberries, Cape Cod, ½ bbl. box		10 00
Grape fruit, Florida, 54s		6 00
Do., 64s, 70s, 80s.		6 25
Do., 96's		6 00
Pomegranates, box		4 50

NO CHANGE IN HONEY

Toronto.

HONEY—There is little change in honey. The demand is governed entirely by the consumption and dealers still are of the opinion that prices are likely to be somewhat lower and in consequence they are not making heavy purchases, confining their buying to immediate requirements.

LAMP CHIMNEYS REDUCED

Toronto.

MISCELLANEOUS—Lamp chimneys are reduced, following are the new quotations. Cases, A, 8 doz., $10.00 per case; half cases $5.50. Cases B, 8 doz., $8.50 and half cases at $4.85. Lantern globes, both cold blast and squat are reduced to $1.25 per doz. or $1.15 per doz. in cases of 3 doz. Bon Ami is now quoted as follows: powdered $5.00 per case of 3 doz. and cakes at $4.15 per case of 3 doz.

SHELLED NUTS HIGHER

Toronto

NUTS—Quotations on Bordeaux shelled walnuts, halves, are advanced to 92c per lb. in case lots and 95c in broken lots. Manchurian, halves, at 75c while broken is bringing 63c to 65c per lb. Shelled almonds are higher at 54c to 56c per lb. The market continues strong with spot stocks very light.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Grenobles, lb.	0 23	0 24
Walnuts, Bordeaux, lb.	....	0 90
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, lb.	....	0 30
Do., sweetened, lb	0 28	0 32
Do., shred	....	0 25
Peanuts, Spanish, lb.	....	0 11
Brazil nuts, large, lb.	0 17	0 20
Mixed nuts, bags 50 lbs.	....	0 32
Shelled —		
Almonds, lb.	0 54	0 56
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	0 92	0 95
Wo., Manchurian	....	0 75
Do., broken	0 63	0 65
Peanuts, Spanish, lb.	....	0 11
Pecans, lb.	....	1 40
Brazils	....	0 72

WHEAT KERNELS REDUCED

Toronto.

PACKAGE GOODS—Wheat kernels are reduced at $3.60 per case of 24 packages. As mentioned previously under this heading, there has been for sometime past, considerable irregularity in wholesalers quotations on corn flakes. This condition has now apparrently been cleared up and wholesalers this week are firmly maintaining the manufacturers list prices of $3.55 per case for Kelloggs waxtite and $3.75 for Kelloggs London make.

PACKAGE GOODS

Rolled Oats, 20ss, round, case		5 00
Do., 18s, case		2 00
Do., 20s, square case		5 00
Do., Aluminum Prem., 20s		6 10
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case.		6 00
Do., 20s, family, case		6 80
Cooker package peas, 36s, case.		2 85
Cornstarch, No. 1, lb. carton		0 09½
Do., No. 2, lb., cartons		0 08
Laundry starch		0 07½
Do., in 1-lb. cartons		0 8¼
Do., in 6-lb. wood boxes		0 11¼
Do., in 6-lb. tin canisters		0 12
Celluloid starch, case		4 00
Potato flour, 1-lb.		0 14½
Fine oatmeal, 20s		5 75
Cornmeal 24s		2 85
Farina, 24s		3 25
Barley, 24s		2 75
Wheat flakes, 24s		4 50
Wheat kernels 24s		3 60
Self-rising pancake flour 24s		2 70
Buckwheat flour, 24s		2 70
Self-rising pancake flour, 18s		3 85
Health bran, case		3 50
F. S. Hominy gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 85

RICE IN STRONG MARKET

Toronto.

RICE—The market continues strong. Fancy Blue Rose is firmly held at 8½ to 9c per lb. while second grades are quoted at 7½ to 7¾c per lb. Tapioca and sago are steady at 8c per lb.

Honduras, broken, per rlb.	0 07½	0 08
Blue Rose, fancy	0 08½	0 09
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White sago	....	0 08
Tapioca, per lb.	....	0 08

IRREGULARITY IN SUGAR PRICES

Toronto.

SUGAR.—As we were on the press last week. a reduction of 25c was announced on sugar, making refiners list $8.34. Wholesalers, however, continue to quote at a lower price of around $8.20 per cwt. The raw sugar market continues with an unsettled trend. The Cuban Finance Committee is maintaining their price at 2½c cost and freight New York but there appears to be little buying. Buyers of raw are apparently opposed to making commitments much in advance of requirements.

St. Lawrence, extra gran., cwt.	8 34
Atlantic, extra gran.	8 34
Acadia Sugar Refinery, ex. gran.	8 34
Dom. Sugar Refinery, ex. gran.	8 34
Canada Refinery, gran.	8 34

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies. 5-20, 40c gunnies, 10 10s, 50s; cartons, 20-5s, 60c.

SPICES UNCHANGED

Toronto.

SPICES.—There are no changes in spice quotations. The spot market is holding fairly steady.

Allspice	0 15	0 18
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	0 35	0 40
Pastry	....	0 28
Pickling spices	....	0 18
Mace	....	0 75
Peppers, black	0 20	0 23
Do., white	0 30	0 35
Paprika, lb.	0 60	0 70
Chillies, lb.	....	0 50
Nutmegs, selects, whole, 100s	0 22	0 26
Do., 80s	....	0 35
Do., ground	....	0 28
Mustard seed, whole	....	0 20
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Caraway seed, whole	....	0 30
Turmeric	....	0 80
Curry powder	....	0 35
Cream of Tartar—		
French, pure	....	0 40
4-oz. packages, doz.	....	2 00
The above quotations are for the best quality.		
8-oz. packages, doz.	....	3 50

cheaper grades can be purchased for less.

SUGAR SYRUP REDUCED

Toronto.

SYRUP.—A reduction is announced on Lyles syrup, making No. 2 tins $3.25 per doz. Corn syrups are unchanged and molasses is fairly steady.

Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 60
Cases, 5-lb. tins, white, 1 doz. in case	5 30
Cases, 10-lb. tins, white, ½ doz. In case	5 00
Cases, 2-lb. tins, yellow 2 doz. in case	4 00
Cases, 5-lb. tins, yellow, 1 doz. in case	4 70
Cases, 10-lb. tins, yellow, ½ doz	4 00
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 20
No. 3 tins, 2-doz. case	5 50
No. 5 tins, 1-doz. case	4 60
No. 10 tins, ½-doz. case	4 25
Pails—No. 1	1 10
Pails No. 2	1 75
Pails No. 5	3 55
Molasses, table grade—	
No. 2 tins, 2-doz. case	7 75
No. 3 tins, 2-doz. case	10 75
No. 5 tins, 1-doz. case	8 95
No. 10 tins, 1-doz. case	8 60
Pails—No. 1	2 10
Pails No. 2	3 75
Pails No. 5	8 55

TEAS HOLD STRONG POSITION

Toronto.

TEAS.—A strong situation still prevails in the primary tea markets which is becoming more pronounced as the reports come to hand of the shortage in the production. In the local situation, considerable activity is noted and quotations to the retail trade on some of the cheaper grades, are advanced two cents per pound.

Pekoe Souchongs	0 30	0 35
Pekoes	0 32	0 58
Broken Pekoes	0 35	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans		0 58
Do., seconds		0 50
Hyson tbirds	0 30	0 35
Do., pints	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade.

POTATO MARKET EASIER

Toronto.

VEGETABLES.—The potato market has developed an easier trend with prices about 10c per bag lower. Values on track are quoted at $1.25 to $1.35 for Ontario and $1.35 to $1.40 for New Brunswick. Dealers' quotations to the retail trade range from $1.65 to $1.85 per bag. There is practically no other change in other vegetables the market for the most part remaining steady.

Cabbage, per doz.	1 00	1 50
Potatoes, per bag	1 65	1 85
Beets, per bag	1 00	1 25
Carrots, per bag	1 00	1 25
Turnips, per bag	0 75	1 00
Parsnips, per bag	1 25	1 50
Onions, Spanish, crate	....	5 00
Do., sack, 100 lbs.	....	4 50
Celery, per doz.	0 50	1 00
Eg plant, 1-qt. bkt.	....	1 00
Cauliflowers, doz.	1 50	2 00
Tomatoes, hot house, lb.	....	0 20
Head lettuce, iceberg, case	....	5 50
Sweet potatoes, per hamper	....	2 75

FLOUR STEADIER

Toronto.

FLOUR.—There is no change in flour since the decline of a week ago, the market has a steadier tone.

First Patents, in cotton bags, bbl.	8 20
Second Patents, in jute bags, bbls.	7 60

MANITOBA MARKETS

WINNIPEG, Oct. 26.—The coffee market occupies a firm position. Rolled oats, both package and bulk, are slightly lower. The dried fruit market is steady The raw sugar market is in a weak position and lower prices are expected. Due to a decline in the wheat market flour has been reduced. The nut situation continues strong. There is a firmer tone to the jam market and Western packers state that they are practically sold out. The rice and tea markets continue firm. Lower prices are quoted on potatoes.

FIRM COFFEE MARKET

Winnipeg.

COFFEE—Primary markets on Rio and Santos continue firm with practically no change in the local situation.

COFFEE—

Rio, lb.	0 19½	0 20½
Mexican, lb.	0 44	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.,	0 40	0 43
Mocha (types)	0 51	0 53
Santos, Bourbon, lb.	0 28½	0 31
Santos, lb.	0 27½	0 30

ROLLED OATS EASIER

Winnipeg

CEREALS—Due to the weakness of the oat market both package and bulk rolled oats have declined. Package rolled oats in cartons are quoted from $4.00 to $4.65. Bulk rolled oats have declined 20 cents and are quoted at $2 40 per bag of 80s. Buying seems to be for immediate requirements only.

Winnipeg.

PACKAGE CEREALS.

Rolled oats 20s, rd. cartons	4 00	4 65
Do., 36s, case, square, bkts.		3 50
Do., 18s, case		2 10
Corn Flakes 36s, case	3 50	3 80
Cornmeal, 2 doz. case, case		3 40
Puffed Wheat, 3 doz. cs., case		4 45
Puffed Rice, 3 doz. cs., case		5 75
Grape Nuts 2 doz. cs. case		3 80
Package peas, 3 doz. cs., case		3 00
Cream of Wheat, 3 doz. cs., case		9 15

BULK CEREALS

Rolled oats, 80s, per bag	2 40
Do., 40s, per bag	1 28
Do., 20s, per bag	0 66
Do., 10-8s, per bale	3 30
Do., 15-8s, per bale	3 80
Oatmeal, 98s, gran. or stand., bag	3 70
Wheat granules, 98s, bag	6 10
Do., 16-6s, per bag	6 60
Peas, whole, green, 100-lb. bag, per bushel	3 95
Do., split, yellow, 98s, bag	7 50
Do., split, yellow, 49s, bag	3 85
Cornmeal, 98s, per sack	3 25
Do., 49s, per sack	1 65
Do., 24s, per bag	0 85
Do., 10s, per bale	3 65
Buckwheat grits, whole, 981lb. bags, per bag	9 35
Beans, 100-lb. bags, bushel	4 20 4 50
Lima beans, 100-lb. bags, lb.	0 09½
Barley, pot, 98s	3 85
Do., 49s	1 92
Do., 24s	1 00
Barley, pearl, 98s, per bag	4 95
Do., pearl, 49s, per bag	2 52
Do., pearl 24s	1 28

NO CHANGE IN CANNED GOODS

Winnipeg.

CANNED GOODS — There are no changes in the canned goods situation. Sales of canned fish continue normal with no change in price. Canned vegetables, especially corn, peas and tomatoes are meeting with ready sale. Canned fruits show no change.

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case,		
Do., imp., ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.		2 45
Do., ½s, 4 doz. case, doz.		4 20
Oysters, 1s, 4 oz., 4 doz. case, cs.		9 40
Pilchards, 1s, tall, 4 doz. case, cs.		7 10
Do., ½s, flat, 8 doz. cs., case		9 00
Salmon—		
Sockeye, 1s, tall case		20 75
Do., ½s, flat, 8 doz. in case		21 75
R. Spring, 1s, tall, 4 doz. case		16 75
Do., ½s, flat, 8 doz. case		18 25
Cohoe, 1s, tall, 4 doz. case		14 65
Do., ½s flat, 8 doz. case		16 50
Pink, 1s, tall, 4 doz. case		6 50
Do., ½s, flat, 8 doz. case		8 25

CANNED FRUIT (Canadian)

Apples, 6 tins in case, per case		3 25
Cherries, 1s, 4 doz. case	7 00	8 00
Peaches, 2s, 2 doz. case	6 50	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	6 50	7 00
Do., heavy syrup, 2s, 2 doz. case	6 00	6 50
Do., Lombard, light syrup, 2s, 2 doz. case	4 75	5 25
Raspberries, 2s, 2 doz. case	8 50	9 00
Strawberries, 2s, 2 doz. case	8 00	8 50

CANNED FRUIT (American)

Apricots, 1s, 4 doz. case		11 00
Peaches, 2½s, 2 doz. case		12 00
Do., sliced, 1s, 4 doz. case		12 40
Do., halved, 1s, 4 doz. case		12 40
Do., 2s, 2 doz. case		8 25
Pears, 1s, 4 doz. case		12 00
Pineapples, sliced, 2s, 2 doz. case		7 60

CANNED VEGETABLES

Asparagus Tips, 1s, tins, 2 doz. case, per doz.		5 00
Beans, Golden Wax, 1s, doz.	4 75	5 00
Beans, Refugee, 2s, 2 doz. case	4 75	5 00
Corn, 2s, 2 doz. case	3 25	4 00
Peas, 2s, 2 doz. case	3 90	4 10
Sweet Potatoes, 2½, 2 doz. case		7 00
Pumpkins, 2½s, 2 doz. case	3 00	3 75
Sauer Kraut, 2½ss, 2 doz. case		4 10
Spaghetti, 2 doz. case		2 15
Tomatoes, 2½s, 2 doz. case	3 95	4 15
Spinach, 2½s, 2 doz. case		6 55

DRIED FRUITS IN DEMAND

Winnipeg.

DRIED FRUITS—The California Prune & Apricot Association have announced that they are sold out on new crop prunes— 20s, 30s, 90s 120s, and that they expect a withdrawal on 50s which will be used for the 5 pound carton. New crop evaporated apples have arrived and are higher than at the close of last season. New seedless raisins are arriving. There is a good demand for all lines of dried fruit. From latest advices received Logan-berries have advanced 3c. per lb. since opening prices were named.

DRIED FRUIT

Evaporated apples, per lb.	0 15½ to	0 16
Currants, 90-lb., per lb.	0 18	0 19
Do., 8 oz. pkgs., 6 doz. case, lb.		0 16¾
Dates, Hallowee, bulk, lb.		0 11¼
Do., pkge., 3 doz. case, lb.		0 15⅞
Figs, Spanish, per lb.		0 15
Do., Smyrna, per lb.		0 12½
Do., black, cartons, carton		0 60
Loganberries, 4 doz. case, pkt.		0 25
Peaches, standard, per lb.	0 20	0 21
Do., choice, per lb.	0 23	0 24
Do., fancy, per lb.	0 24	0 25
Do., Cal., in cartons, per carton		1 10
Do., unpitted, per lb.		0 10
Pears, extra choice, per lb.		0 25
Do., Cal., cartons, per carton		1 25
Currants, 90-lb., per lb.	0 18	0 19

WHITE PEPPER ADVANCE

Winnipeg.

SPICES—The spice market is ruling steady but the general trend of prices is toward higher levels. Pepers are firm more especially white pepper which has advanced 2c. per lb. due to increased European demand.

Winnipeg.

Allspice, Jamaica, best qual., lb		0 20
Cassia, Batavia, per lb.		0 36
Do., China, per lb.		0 33
Chillies, per lb.		0 55
Do., No. 1, per lb.		0 53
Cinnamon, Ceylon, per lb.		0 80
Do., No. 0, carton, doz.		0 90
Cloves, Penang, per lb.		0 95
Do., Amboyna, per lb.		0 90
Do., Zanzibar per lb.	0 45	0 45
Ginger, washed, Jamaica, No. 1		0 60
Do., Jamaica, No. 2		0 40
Do., Japan or Africa, lb.		0 25
Mace, extra bright Penang, lb.		0 75
Nutmegs, extra large brown, 70 to lb., per lb.		0 55
Do., large brown, 85 to lb. per lb.		0 50 0 45
Do., medium, 110 to lb.		0 45
Do., carton of six, per doz.		0 70
Pepper, blk., Singapore, ex. lb.	0 30	0 30
Do., white, per lb.	0 42	0 42
Pickling, ¼-lb., pkg., per doz.		1 05
Do., bulk, No. 1, per lb.		0 28

GROUND SPICE

Allspice, bulk, per lb.		0 20
Do., No. 2, per lb.		0 18
Do., 2 oz., cartons		0 80
Do., 4 oz. cartons		1 20
Cassia, No. 1 bulk, per lb.		0 30
Do., No. 2, bulk, per lb.		0 25
Do., No. 1, 2 oz. cartons		1 00
Do., No. 1, 4 oz. cartons		1 40
Cinnamon, bulk, per lb.		0 40
Do., 2 oz. cartons		1 15
Do. 4 oz. cartons		1 65
Cloves, bulk, per lb.		0 50
Do., 2 oz., cartons		1 25
Do., 4 oz. cartons		2 20

SUGAR MARKET WEAK

Winnipeg.

SUGAR—The sugar market is reported weak with refined quoted at $9.25 per cwt. Lower prices are expected.

Extra gran. bags, 100 lbs.	9 25
Do., gunnies, 5-20 lbs.	9 65
Do, gunnies, 10-10 lbs.	9 75
Do. ,gunnies, 20-lb. lbs.	9 85
Do., cartons, 50-2 lbs.	10 00
Yellow, No. 1 lt., bags, 100 lbs.	8 85
Do., golden, bags, 100 lbs.	8 75
Powdered sugar, bbls.	9 65
Do., boxes, 50 lbs.	9 85
Do., boxes, 25 lbs.	10 05
Icing, barrels	9 75
Do., boxes, 50 lbs.	9 95
Do., boxes, 25 lbs.	10 15
LUMP SUGAR—	
Soft lumps, boxes, 100 lbs.	10 05
Do., boxes, 50 lbs.	10 40 10 35
Do., cases, 20 cartons	11 10
Do., cases, 40 ½ lbs.	11 85
Small lump, boxes, 100 lbs.	9 95
Do., boxes, 50 lbs.	10 05
Do., boxes, 25 lbs.	10 25
Do., cartons, 50 2-lbs.	10 35
Hard lump, barrels	10 25
Do., boxes, 50 lbs.	10 45
Do., boxes, 25 lbs.	10 50

CORN SYRUPS UNCHANGED

Winnipeg.

SYRUPS—There has been no change in quotations on syrups but tendencies point to lower levels. There is a good demand but buyers are taking only what is needed for present use. There is a steady tone to the molasses market with a fair movement.

CANE SYRUP—

No. 2s	6 55
No. 5s	7 50
No. 10s	7 00
No. 20s	6 80
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 65
Cases, 5-lb. tins, white, 1 doz. in case	5 75
Cases. 10-lb. tins, white, ½ doz. in case	5 50

Prunes—	
30-40s, 25s, per lb.	0 21
40-50s, 25s, per lb.	0 16½
50-60s, 25s, per lb.	0 14
60-70s, 25s, per lb.	0 12¾
70-80s, 25s, per lb.	0 11½
80-90s, 25s, per lb.	0 10½
90-100s, 25s, per lb.	0 08
In 5-lb cartons, carton	0 68
Raisins—	
3 doz .to case, per pkg.	0 21
Choice seeded. 15 oz., 3 doz. to case, per pkg.	0 20
Fancy, seeded, 11 oz., 4 doz. to case, per pkg	0 21¾
Choice seeded, 11 oz., 4 doz. to case, per pkg.	0 19
Cal., bulk, seeded, 25-lb. boxes	0 24
Do., pkt., seedless, 11 oz., 3 doz. to case, per lb	0 22
Do., bulk, seedless, 25-lb. boxes per lb.	0 24
Apricots, choice, 25 s, lb.	0 31
Do., 10s, lb.	0 33
Do., Standard, 10s, lb.	0 27
Do., Standard, 25s, lb.	0 29
Do., fancy, 25s, lb.	0 35
Do., fancy. 10s, lb.	0 36
Cases, 20-lb. tins, white, ¼ doz. in case	5 50
Cases, 2-lb. tins, yellow, 2 doz.	
Cases, 5-lb. tins yellow, 1 doz. in in case	3 40
case	4 55
Cases, 10-lb. tins, yellow, ½ doz. in case	4 80
Cases ,20-lb. tins, yellow, ¼ doz. in case	4 30
TABLE SYRUP—	
Pure, 2½s, tins, cs. of 2 doz..	24 85
Pure, 5s, per case of 1 doz.	22 65
Pure, 10s, per case of ½ doz.	21 05
MAPLE SYRUP—	
Maple flavor 2½s, tins, per case of 2 doz.	13 75
Do., 2s, tins, case of 1 doz.	12 00
Do., 1s, tins, case ½ doz.	11 50
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 30
3-lb. tins, 2 doz. case	11 60
5-lb. tins, 1 doz. case	9 50
10-lb. tins, 1 doz. case	9 20
Molasses quotations subject to 5 per cent. discount.	
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	5 25
2s, 4 doz. in case	5 00
2½s 4 doz. in case	4 80
5s, 4 doz. in case	4 50
10s, 4 doz. in case	4 20

STARCH UNCHANGED

Winnipeg.

STARCH—The demand for starch continues good but the trade in general is looking forward to lower prices on this line.

Cornstarch, No. 1 quality, per lb.	0 10⅝
Cornstarch, 1-lb. pkgs., lb.	0 09½
Gloss, 1-lb. pkgs., pr lb	0 10⅞
Celluloid, 1-lb. pkg., per case	4 35

DECLINE IN FLOUR

Winnipeg.

FLOUR—A reduction of 25c. on 98 lb. sack of flour has been announced by Winnipeg mills. The decline in the wheat market has caused this decline. The demand is fair as merchants are buying only in small quantities.

FLOUR—	
98-lb. sacks	3 90
Two 49-lb. sacks	3 97½
Four 24-lb. sacks	4 07½

WALNUT MARKET FIRM

Winnipeg.

NUTS—Shelled walnuts continue to rule firm and indications point that the demand will exceed the supply for the Christmas trade. Shelled pecans are firm and the new crop is expected around the first of the New Year. Brazils have a firmer tone and higher prices are expected next month. No. 1 Spanish shelled peanuts are ruling firm and prices may still go higher owing to the continued European demand.

NUTS, SHELLED—	
Almonds, per lb.	0 47
Spanish Peanuts, No. 1, lb..	0 12½
Pecans, per lb.	1 40
Walnuts, per lb.	0 77½
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 25
Walnuts per lb.	0 25
Almonds, per lb.	0 25
Cocoanuts per sack	11 00
Cocoanuts, per doz.	1 50
Brazils, per lb.	0 25
Pecans, per lb.	0 28

JAM PRICES HIGHER

Winnipeg.

JAMS—Eastern prices on strawberry and black currant jams have advanced another 5c. per tin with the report that all lines of pure jams are scarce. Western manufacturers state that their pack is practically cleaned up.

JAMS	
Strawberry 4s per tin	0 89
Black Currant 4s per tin	0 89
Raspberry 4s per tin	0 89
Apricots 4s per tin	0 83
Cherry 4s per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors), 4s, tin.	0 57

RICE MARKET FIRM

Winnipeg.

RICE—The foreign rice market prices took a sudden jump owing to the report of heavy purchases by Japan and the damage done to the Japanese crop. Southern markets have shown a slightly easier tendency but offerings have been limited and the demand is not quite so active.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08
Do., 50-lb. sacks, lb.	0 08½
Siam, 100-lb. bags	0 06¼
Do., 50-lb. bags	0 06½
Sago, sack lots, 13 to 15 lbs., lbs., per lb.	0 09
Sago, in less quantities	0 09¼
Tapioca, Pearl, per lb.	0 08 0 08½

TEA MARKET STEADY

Winnipeg.

TEA—Notwithstanding indications of a continuing rise in market values of teas of good quality, as furnished by crop statistics, and the upward trend of prices at primary sources of supply, there is no evidence of speculative activity. A steady movement of line lots directly into consumption is reported but buyers seem to be interested in providing for day to day requirements only.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoe, first quality	0 40	0 42
Do., second quality	0 35	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe 1st qual.	0 50	0 60
Japan	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45

POTATO PRICES LOWER

Winnipeg.

VEGETABLES—Large quantities of potatoes are arriving and are quoted at lower prices. With the approach of frosty weather there is no doubt but that lower prices will prevail. Hot house tomatoes are arriving and are quoted at 25c. per lb. Sweet potatoes are in good demand at $9. per barrel. Other lines show no change in quotations.

VEGETABLES—		
Rhubarb, per lb.		0 02
Cabbage, per lb.		0 01½
Head lettuce, per dozen	0 75	1 25
Leaf lettuce, per dozen	0 40	0 60
Green onions, per dozen	0 40	0 50
Cucumbers, per dozen	0 60	0 75
Tomatoes, per lb.		0 25
New carrots, beets, per lb.		0 02
Potatoes, per bushel		0 70
Do, 25 bushel lots, bushel		0 65
Celery, B.C., per lb.		0 06½
Cauliflower, per doz.	0 75	1 50
Onions, per sack		4 00

EMPEROR GRAPES ARRIVE

Winnipeg.

FRUITS.—There is very little change in the fruit market. Oranges have advanced and are quoted from $9 to $10. Emperor grapes have arrived on the market and are quoted at $5 per case. Florida grapefruit which is arriving in good quantity is slightly easier and is quoted at $8 per case. Shipments of Jonathan and Wagner apples have arrived and are at $3.25 per box.

FRUITS—		
Oranges, per case	9 00	10 00
Lemons, per case		9 00
Apples, per box	2 00	3 25
Bananas, per lb.		0 10
Grapefruit, per case		8 00

Eleven Points That Trebled Sales in this Store

A Boot Company in England, went out this year to "Treble the Takings" during a certain period. J. T. Reynolds, manager of Shop No. 6, of Nottingham, summarizes the following eleven points which put his branch over the top:

1. Get the staff enthusiastic beforehand, it grows day by day.

2. Have the windows so arranged and the sale bills pasted on in such a manner that people are forced against their will to stop and look.

3. Don't forget to heap goods up in stacks on every available counter and table, with a bold showcard on each.

4. Always cross out the usual price on the sale cards.

5. Refuse to be discouraged if a wet day comes along; it gives you time to think out fresh ideas.

6. Specialize on those lines which prove to be winners after the first few days' experience. If the stock gets low, then use a few each day as bait.

7. Be the first to arrive in the morning and the last to leave at night. Example is better than precept.

8. Be frank and open with the staff. Tell them each night what the takings are and how things are going.

9. Never hesitate to placate a difficult or dissatisfied customer. If they say certain goods were damaged when unpacked at home, replace and claim. The customer is always right theoretically.

11. Don't worry, you cannot do more than your best.—Printer's Ink.

"Casey," said Pat, "how do yez tell th' age of a tu-u-rkey?"

"Oi can always tell by the teeth," said Casey.

"By the teeth," exclaimed Pat. "But a tu-u-rkey has no teeth."

"No," admitted Casey, "But Oi have."

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE.

CALGARY.—A decline of 50c is announced on flour making, the present price $7.65. Rolled oats 80's, are quoted at $3.15 to $3.30. One brand of coffee in tins dropped 10c per lb. Peanut butter shows a slight advance. Recleaned currants are quoted at 18c to 21c per lb. Tapioca and sago are steady to firm at 7c to 8c per lb. Storage eggs are firmer at $12.50 per case. Cheese is a shade easier, Alberta large quoted at 22¼c and twins at 22¾c per lb. Canadian peaches, 2's, halves quoted at $5.85 and sliced at $6.25 per case. Lemons are lower at $11.50 per case.

Beans—Ashcroft, per cwt.	5 50	6 00
Do., Kotenashi, per cwt.	5 65	6 50
Rolled oats, 80s	3 15	3 30
Rice, Siam	5 50	6 00
Japan, No. 1	7 35	8 00
Tapioca	7 00	8 00
Sago	7 00	8 00
Flour, per bbl.	....	7 65
Sugar, pure cane, gran., cwt.	....	9 17
Cheese, No. 1, Ont., large	0 22½	0 23
Alberta cheese, twins	....	0 22¾
Do., large	....	0 22¼
Butter, creamery, lb.	....	0 37
Do., dairy, lb.	0 25	0 30
Lard, pure 3s	12 30	12 60
Eggs, new laid, local, case	....	13 50
Do., No. 1 storage, case	....	12 50
Tomatoes, 2½s	4 15	4 35
Lemons, case	....	11 50
Corn, 2s, standard case	3 35	3 60
Peas, 2s, standard case	4 20	4 30
New early June peas, case	....	4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye ½s, case	21 00	21 50
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	8 40	9 25
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Peaches, 2s, halves	....	5 85
Do., 2s, sliced	....	6 25
Apples, evaporated, lb.	....	0 18
Do., 25s, lb.	....	0 18½
Pineapples, Hawaiin, sliced 2's	6 90	7 00
Peaches, evaporated, lb.	0 16	0 20
Do., canned, 2s	7 45	7 90
Do., 70-80s	0 11½	0 12½
Prunes, 90-100s	0 10	0 10

British Columbia

FROM VANCOUVER, BY WIRE.

VANCOUVER, B.C.—Wholesalers report business active and a big improvement in trade from interior points. Merchants are apparently buying quite heavily on advance Christmas goods. One local packer is marketing canned apple sauce at $1.95 for 2s. Beau Tabgou pears are quoted at $4.50. Three pound baskets of concord grapes are selling at 50c. New sweet potatoes at $5.50. Florida grape fruit is quoted at $13.00 and California at $9.50 per case. Jumbo packed apples from Okanagan are quoted at $1.35. Okanagan onions at $100 per ton. Fresh beef is selling at $8.00 to $9.00. Block hogs at 20c and veal at 13c to 14c.

ORIGIN OF WORD RAISIN IS INTERESTING

(Continued from Page 21)

ancient times. What she dug up was very interesting to me. It might save time if I could inclose Sarah's entire letter but she has written something about clothes to Sue so I will have to copy another part of it for you. "The original home of the raisin grape was probably in Eastern Persia or on the tablelands of Western Asia. There are records which indicate that the industry was carried on there on a small scale, at least, in remotest antiquity. (That's a long time ago, Earnest.) Travelers of ancient times even record finding dried and seedless grapes in those countries. From here the industry extended to districts of Europe and Asia surrounding the Mediterranean Sea. This was due to favorable climatic conditions. Even in these countries there were some districts where the industry failed because the climate was not all that it should be."

First Commerce in Raisins

"While the industry is old, it probably did not become important, or of value commercially, until the Eleventh Century. It was then that the returning Crusaders brought back with them to Northern Europe the taste for, and the acquaintance with, the products of the East. Thus it is recorded, raisins became an article of export to Northern Europe. At that time, and for years afterwards, the raisin was regarded as a great luxury to be afforded only by the wealthy."

Well, Earnest, how are things going with you these days? Working like a horse, I suppose? We are getting so modern out here that some day you will be surprised if I ask you if you are working like a tractor, instead of like a horse. I hope you are selling lots of raisins.

Sincerely yours,
Fred. K. Howard.

Fresno, Cal.

PRUNES WILL NOW BE BOOSTED

An effort is being made by the prune growing industry of the State of California to increase the sale by the trade, and the consumption of prunes. This will be along similar lines to those adopted by the orange and raisin industries. The growers maintain that the prune is a healthy, wholesome food, that it is economical and that it deserves more consideration in the diet of the average family. The efforts of the industry will be extended to bring about this latter state of affairs. The prune has, of course, long since been elevated above the boarding-house category and this position will no doubt always be maintained.

Much Needed Supplies Arrive From the East

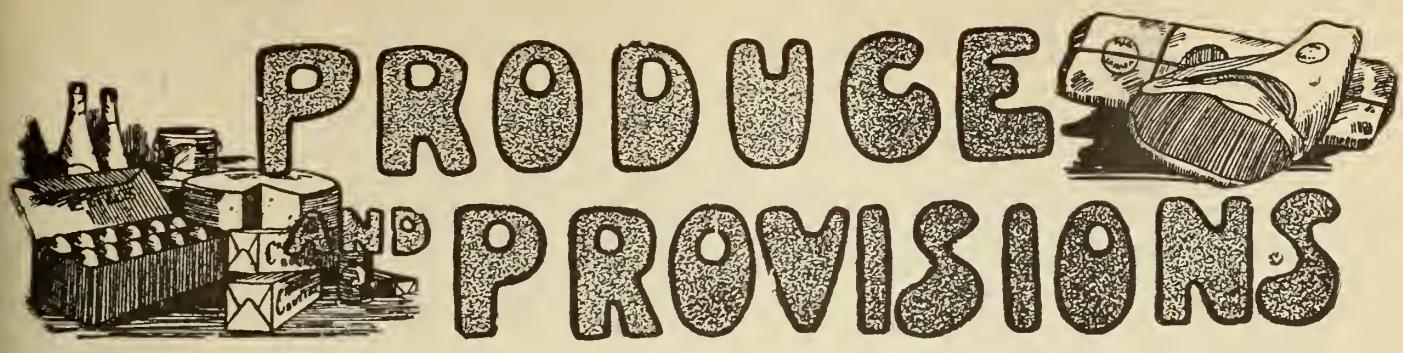
Montreal.—The Canadian Government Steamship the "Canadian Rancher" landed on October 26th at Halifax and on about November 1st is due at Montreal with a direct shipment of dried fruits and nuts from Smyrna, Patras and Spanish ports.

A Strong Market for Cargo

This vessel brings much nedded supplies of fifs, sultanas, currants, raisins, almonds, and filberts. These supplies come at an opportune time to replenish the spot stocks of dried fruits and nuts which are very low. This whole cargo will be picked up very quickly and little or no change will result in the quotations on the market as a result of the fresh supplies. The market at the present time is in an excellent condition with a big demand.

No Walnuts

There are no walnuts on this shipment and none are expected. The supply of shelled walnuts is nearly exhausted and there are practically no shelled almonds on the market. The prices are high and as the demand is particularly good it is expected that by Christmas time there will be a shortage of both. Wholesalers and brokers state that the demand this year for dried fruits and nuts has been remarkably good and as supplies have been for the last two or three months very low the demand has now become exceptionally keen and high prices are resulting. Despite the advanced prices the consumption appears to be very good and with the coming of the Thanksgiving season and the Christmas trade a shortage in some lines faces the dealers. It is not expected that supplies of walnuts which are billed for the Canadian trade will reach here in time for the Christmas season.



Making a Feature of Fresh Vegetables With Meats Pays

Golder and Wieland, at Prince George, B.C., State that a Good Display of Fresh Vegetables Often will Boost the Sale of Meats—Buy Only the Best Quality Goods

PRINCE GEORGE, B. C.—Throughout the Northen Interior of British Columbia it is more general for the butcher shops to display and feature fresh vegetables. Mr. Golder of Golder & Wieland at Prince George stated to Canadian Grocer recently that the fresh vegetables and meats were very helpful to each other, in the sense that the meats brought in many a customer who had vegetables too, when she walked out again. In the same way, the attractive display that can be made of fresh vegetables, attracts many a customer whose further attention is drawn to the meat display after she gets inside.

New Refrigerator Counters

Unless the butcher has a specially prepared window, with either refrigeration or means for icing, to keep the meats free from flies and in perfect condition, he cannot make much of a window display from meats. The vegetables, however, can be most attractively shown, and with little or no effect in the way of fixtures.

The Golder & Wieland shop also sells butter, eggs, milk and cream. In speaking about beef and milk, Mr. Golder said, "Prices right now are so low on beef and the price on milk is so much more attractive that many farmers kill a calf as soon as it is born, considering that the milk it would drink, even to bring it to a marketable age, three weeks, is more valuable than the calf would be. The milk sells locally for 20 cents per quart in the summer and 25c per quart in the winter time." In connection with the sales of eggs Mr. Golder expressed in this way, the service the shop aims to give. "We guarantee our eggs as to quality and condition on arrival at the customer's house. It is poor business for a reputable merchant to buy any but the best eggs. If the customer finds a bad egg, the dealer is expected to make it good (not literally), and if the merchant is reputable, he wouldn't think of anything else except "making good." Therefore it pays to buy the very best in the first place."

The writer recalls one of the wholesale fruit managers telling a Vancouver broker that "when he handled his line of package figs it meant he had to double his delivery service." The broker beamed like a rosy dawn at the "testimonial" until the wholesaler finished, when he said, "My own trucks will take them out all right, but I have to hire help to bring 'em back."

Something About the Curing and Smoking of Finnan Haddock

By D. B. DRYSDALE

FINNAN HADDIE or to use the Scotch name Finnan Haddock, are cured and smoked fresh haddock. Smoked Fillets are fillets of fish from either haddock or cod. The bones are removed, after which they are cured and smoked.

The quality and flavor of either a finnan haddie or a smoked fillet depends almost entirely on the freshness and quality of the fresh haddock or cod before they are smoked. It is impossible to make a good haddie or fillet out of a poor fish, they must be fresh, fat and plump.

Caught in the Atlantic

Fresh haddock and cod are caught out of the Atlantic. There are two methods of catching these fish, one by the steam trawler and the other by small gasoline or sailboats. The fish caught by the steam trawler are known to the industry as the trawler fish, and those caught by the smaller boats as shore fish. A steam trawler leaves her port for the fishing banks, a few hundred miles away and on arrival at the banks fishes continuously day and night for possibly a week or ten days at a stretch. They use a huge trawl net which is dragged off the stern of the vessel, which travels at a slow rate of speed. The net is hauled in at intervals by a steam winch, and the catch packed down with ice in the hold of the ship. Fishing is continued until what is estimated as a fair catch has been hauled in, after which the trawler returns to port. The trip as a rule lasts about a week.

Shore fish are caught by the smaller boats in an entirely different manner. As a rule it takes from three to four men to man the boat which does its fishing between one and two miles from the shore. The fish are caught by means of possibly a half dozen lines on which are fastened hundreds of hooks about three feet apart. These hooks are baited and strung along the bottom of the sea and are allowed to remain there for perhaps an hour or so, when they are drawn in the fish removed and the boat headed for shore, the whole trip lasting for only a few hours. It can easily be concluded that under these circumstances, fish taken by the smaller boats would be much fresher than those brought in by the trawler, not only this but they are found to be more plump and thicker than those found further out.

A good Finnan Haddie or Fillet should be a golden brown color, dry and quite thick, and of course not have a strong odor. In case of extra large fillets these are most likely made from the cod and are not the same article as a fillet of haddock. They can generally be recognized by the color on the inside of the box due to the dye coming out.

HEAVY CATCH OF FISH IS NOW REPORTED

CHATHAM.—The fishing along the shores of Lake Erie is reported to be much improved. During the early part of the season the fishermen were badly discouraged as the catches were very light. It is now stated that the run of white fish, pickerel, perch and bass is very heavy, and tons of fish are being secured.

One fisherman took out two tons in one day, which is the largest day's catch made in Kent County this season.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, October 26.—There are a number of changes this week in the provision market. Hogs are easier in price with larger offerings, and smoked meats show a decline with a fair demand. Lard in turn is half a cent lower and buying is restricted, partly on account of the weak market and also due to the fact that most dealers have a good supply on hand. The butter and cheese market running hand in hand shows a weaker tendency with smaller demands for export and an easier price. Eggs are in big demand and despite the high prices on fresh eggs the demand is really greater than the supply. Storage eggs are also moving freely with a higher price. Poultry prices are on the downward trend and a better demand is expected as a result. In fish the only change is a higher price on fresh halibut, but there is a notable increase in the demand.

BUTTER MARKET WEAKER

Montreal.

BUTTER—Another weak spasm has developed in the butter market. This is attributed to the short lived demand that sprang up early in the week, from American and British buyers but which has fallen off leaving the market in an unsettled condition. The local demand is good for supplies for immediate requirements and wholesale prices are unchanged.

BUTTER—	
Finest creamery prints	0 41
Creamery solids	0 40

CHEESE MARKET QUIET

Montreal.

CHEESE—The trade in cheese during the past week has been quieter than in the previous one, owing to the fact that there has been little or no demand from England or the United States. A week ago a stronger market sprang out of a demand from the United States but this has fallen off. The market now shows a weaker tendency but wholesale prices are unchanged.

Large, per lb.		0 21
Twins, per lb.		0 20
Old white		0 30
Triplets, per lb.		0 22
Fancy old cheese, per lb.	0 30	0 33
Stilton, per lb.		0 35
Quebec	0 20	0 21

NO CHANGE IN COOKED MEATS

Montreal

COOKED MEATS—There is no change in the market for cooked meat. The demand is limited at this season and prices are steady.

Jellied pork tongues	0 35
Jellied pressed beef, lb.	0 37
Hams, cooked	0 52 0 55
Pork pies (doz.)	
Sausage, pure pork	0 20
Ox tongue, tins	0 65
Mince meat, lb.	0 15½
Head cheese, 6-lb. tins, per lb.	0 10

REDUCTION IN LARD

Montreal

LARD—The market for lard displays a weaker feeling and prices have been reduced owing to more liberal supplies available and a somewhat limited demand. Most dealers have a good supply on hand and are only buying for immediate requirements in view of the condition of the market. Wholesale prices show a decline of from ½c to 1c per lb. on lard.

Tierces, 60 lbs.	0 16	0 17
Pails, 20 lbs.	0 17	0 18
Tubs, 20 lbs.	0 16½	0 17½
Bricks	0 18	0 20½

BARREL MEATS UNCHANGED

Montreal.

BARRELED MEATS—There is no change in the price of barreled meats. The market is fairly steady with just the usual demand for local and country accounts.

Family back, bbl.	40 00
Clear fat pork	30 00
Heavy mess pork (bbl)	30 00
Plate beef	22 00

SMOKED HAMS LOWER

Montreal.

SMOKED MEAT—There has been a sharp decline in the price of smoked hams, due to the increased offerings and a keener competition for business. Hams of from 8 to 12 lb. size are quoted at from 30c to 34c per lb. and 14 to 20 lb. weight are selling at from 28c to 32c per lb. These prices show a decline of from 1c to 3c per lb.

BACON—		
Breakfast, best	0 34	0 40
Smoked breakfast	0 36	0 42
Cottage rolls		0 32
Picnic hams		0 22
Wiltshire	0 32	0 35
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	0 30	0 34
Do., 14-20	0 28	0 32
Do., 20-25	0 26	0 28
Do., 25-35		0 26
Over 35 lbs.		0 24

DROP IN PRICE OF HOGS

Montreal.

HOGS—The only important change in the market for hogs is a slight decline of from 25c to 50c per cwt. on selected lightweights resulting from the larger offerings which have come to the market recently. These are now being sold at $9.50 per cwt. off cars. There is no change in the market for beef and prices are fairly steady with big margins still remaining between the different cuts of fresh beef.

FRESH MEATS—		
Hogs, live (selected off cars)	9 50	10 00
Abattoir killed, 65-90 lbs.	0 17	0 18
Fresh Pork—		
Legs of pork (foot on)	0 24	0 26
Loins (trimmed)	0 28	0 31
Trimmed shoulders		0 19
Untrimmed		0 17
Pork sausage (pure)		0 20

Fresh Beef—

	(Cows)		(Steers)	
Hind quarters	0 12	0 18	0 12	0 20
Front quarters	0 05	0 09	0 06	0 10
Loins	0 25	0 28	0 28	0 30
Chucks	0 08	0 09	0 08	0 10

HIGHER PRICE FOR EGGS

EGGS—The movement of eggs for export to Great Britain has increased and with it comes a big demand for home consumption. Dealers state that the call for eggs locally is large and that the market will be very strong. Prices show a slight advance this week with a surprising demand for strictly new laid eggs which are quoted at a wholesale price of from 60 to 70c per doz.

Fresh selects	0 50
Do., No. 1	0 43

FRESH HALIBUT ADVANCED

Montreal.

FISH—the only change in the fish market is an advance in the price of fresh halibut, which is now selling at 26c. Frozen halibut is unchanged. There is an improvement in the demand for fish with the cooler weather and supplies arriving are good.

Market Cod	0 05½
Steak Cod	0 09
Gaspe Salmon	0 22
Dressed B. C. Salmon	0 26
White fish	0 18
Haddock	0 06½
Halibut, frozen	0 22
Halibut, fresh	0 26
Trout, lake	0 18
Chicken halibut	0 16
Sword fish	0 20
Flounders	0 10
Dressed Pike	0 12
Doree	0 18
Mackerel	0 20

This Week's Recipe

Macaroni and Cheese

1 cup of macaroni.

4 quarts water.

2 table spoons salt.

2 table spoons butter.

4 table spoons flour.

2 cups milk or 2 cups strained tomatoes.

1 cup grated cheese.

1 cup bread crumbs.

Break macaroni into one inch pieces, cook it in boiling salted water until tender (thirty or forty minutes) drain in a strainer and pour cold water in it.

Make a white sauce of flour, butter and milk, when boiled two minutes add the grated cheese. Butter a baking dish and arrange the macaroni and salt in layers, cover with buttered crumbs and bake in a moderate oven until crumbs are brown.

ONTARIO MARKETS

TORONTO, October 26.—The hog market maintains an easy trend with prices further reduced. The weakness in the hog market is reflected in lower prices on smoked and salt meats, while cooked meats also show further reductions. Butter has easier endencies with prices a shade lower. The cheese market continues n an easy position but quotations to the retail trade remain unchanged. Eggs maintain a strong situation with prices advanced slightly while new laids are becoming quite scarce. Lard is a shade firmer while shortening is steady. Margarine is slightly higher. The fish market has a brisker movement with fresh trout showing a slight reduction. Poultry is easy under heavy receipts.

BUTTER MARKET EASIER

Toronto.

BUTTER—The butter market tended a shade easier since our last report. Holders of butter, however, are inclined to maintain a firm attitude but at the same time dealers have adopted a waiting attitude and apparently are not making any purchases except to fill immediate requirements. Quotations are about 2c down ranging from 38c to 40c per lb.

BUTTER—

Creamery prints	0 38	0 42

CHEESE TENDS EASY

Toronto.

CHEESE—The market continues fairly easy with slightly lower prices at country boards. Quotations to the retail trade are unchanged.

CHEESE—

Large, new		0 20
Do., June		0 24
Stilton, new		0 24

EGGS HOLD FIRM

Toronto.

EGGS—The egg situation continues a firm one, with new laids in scant supply. On the local farmers market on Saturday last, new laids were bringing as high as 75c per doz. Graded eggs are quoted one to two cents higher than a week ago.

EGGS—

Selects	0 51	0 55
No. 1	0 46	0 47

LARD MARKET STEADY

Toronto

LARD—There is little change in the lard market although in some quarters a shade higher price is quoted. But there does not appear to be any real reason for this, however, in view of the weakness in the hog market. Other houses have not changed quotations.

LARD—

1-lb. prints	0 19½	0 20
Tierces, 400 lbs.	0 16½	0 18½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING STEADIER

Toronto.

SHORTENING—The market has a steadier tone. Quotations are unchanged.

SHORTENING—

1-lb. prints	0 16	0 16½
Tierces, 400 lbs.		0 [illegible]½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

MARGARINE HIGHER

Toronto.

MARGARINE.—There is little movement in this market but there is a shade firmer tone with quotations on some brands advanced two cents.

MARGARINE—

Margarine, No. 1		0 23

COOKED MEATS LOWER

Toronto.

COOKED MEATS—The easy feeling that has prevailed in cooked meats for some time past continues in evidence with prices again reduced. Boiled hams, regular round trimmed, are down two cents making the price 43c to 46c while square pressed is quoted at 47c to 48c Boiled shoulders are quoted at 35c and jellied pork tongue is selling at 38c per lb.

COOKED MEATS—

Boiled hams, lb.	0 43	0 46
Do., square pressed	0 47	0 48
Boiled shoulders, lb.		0 35
Head cheese, 6s, lb.		0 10
Choice jellied ox tongue, lb.		0 65
Jellied pork tongue		0 38
Bologna	0 14	0 18
Macaroni and cheese loaf, lb.		0 23

Above prices subject to daily fluctuations of the market.

SMOKED MEATS REDUCED

Toronto

PROVISIONS—Following the lower trend of the hog market, smoked meats show a general reduction on all cuts of from one to three cents per pound. Dry salt meats are also lower while barrel meats are steady and unchanged.

Hams—		
Small, 6 to 12 lbs.		0 30
Medium, 12 to 20 lbs.	0 26	0 30
Large, 20 to 35 lbs., ea. lb.	0 20	0 22
Heavy, 35 lbs. and upwards		0 20
Backs—		
Boneless, per lb.	0 44	0 45
Rolled, per lb.		0 50
Peameal	0 38	0 41
Bacon—		
Breakfast, ordinary, per lb.	0 25	0 32
Do., special trim		0 35
Cottage rolls		0 27
Roll, per lb.		0 21
Wiltshire (smoked boneless) lb.		0 26½
Do., three-quarter cut		0 30½
Do., middle		0 32½
Dry Salt Meats—		
Long clear bacon, av. 50—70 lbs.		0 17½
Do., av. 80-90 lbs		0 16½
Clear bellies, 15-30 lbs.	0 18½	0 21½
Fat backs, 10-12 lbs.	0 13½	0 15½

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—		
Mess pork		30 00
Short cut backs, 200 lbs.		38 50
Picked rolls, bbl., 200 lbs.—		
YLightweight		39 00
Heavy		33 00

Above prices subject to daily fluctuations of the market.

HOGS DROP 50 CENTS

Toronto.

FRESH MEATS—The feature in the live stock market is the cut in prices on live hogs. Outside competition has been a factor in the hog market at the Union Stock Yards for some time and prevented packers from putting into effect the lower prices which they have been endeavoring to do. This competition was somewhat lacking during the week under review and under heavy receipts packers were able to bring values down another 50c towards the end of the week, making a total decline of $1.00 for the week. The cattle market held fairly steady but lambs and sheep were lower. Fresh pork cuts are reduced two to three cents per pound while other dressed meats show little change.

Dressed, light per cwt.	14 00	16 00
Do., heavy, per cwt.	10 00	12 00
Live, off cars, per cwt.		9 25
Live, fed and watered, cwt.		9 00
Live, f.o.b. per cwt.		8 25
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 20
Fresh hams, lb.		0 22
Tenderloins, lb.		0 48
Picnics, lb.		0 12½
Montreal shoulders, lb.		0 16
Boston butts, lb.		0 17
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 13	0 16
Front quarters, lb.	0 05	0 08
Ribs, lb.	0 14	0 20
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 20	0 23
Hips, lb.	0 10	0 12

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 14
Spring lamb, lb.	0 16	0 18
Yearling lamb, lb.	0 08	0 10
Sheep, whole, lb.	0 05	0 07

Above prices subject to daily fluctuations of the market.

FRESH TROUT EASIER

FISH—The only change in quotations is a slightly easier price on fresh trout making present quotations 10½c to 11-½c per lb. There continues to be a brisk movement and dealers report a steadily improved condition in business especially from country districts.

FRESH SEA AND SALT FISH

Cod steak, lb.	0 10	0 11
Do., market, lb.		0 09
Halibut, chicken	0 16	0 17
Do., medium	0 22	0 23
Whitefish, Georgian Bay	0 17	0 18
Fresh Herring	0 08	0 09
Flounders, lb.	0 09	0 10
Fresh trout, lb.	0 10½	0 11½
Hadock	0 09	0 10
Spring Salmon	0 24	0 25
Fall salmon	0 12	0 13
Cohoe salmon	0 19	0 20
Mackerel	0 12	0 13
Yellow pickerel, lb.		0 17
Oysters, No. 1 tins		3 25
Do., No. 3 tins		9 25
Do., No. 5 tins		15 00
Do., glass jars, doz.		5 25
Do., shell, per bbl.		18 00

FROZEN FISH

Halibut, medium	0 22	0 23
Do., chicken	0 16	0 17
Do., Qualla	0 13	0 14
Flounders	0 09	0 10
Pike round	0 06	0 07
Do., headless and dressed		0 08
Salmon, Cohoe		
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11

SMOKED FISH

Haddies, lb	0 10	0 12
Fillets, lb.		0 17
Kippers, box	2 25	2 75
Bloaters		2 00
Ciscoes, lb.		0 18
Salmon snack, lb.		0 24
Digby chicks, 5 to bundle		1 00
Boneless Digbys, 10 lb. box		1 50

Shred cod, box 24 cart.		2 20
Cod, 1 lb. tablet, box 24s.		3 20
Quail on toast, lb.		0 14

POULTRY TENDS EASY

Toronto.

POULTRY—The market continues in an easy position. Storage operations have not yet commenced to any great extent and in consequence there is little competition. Heavy receipts are resulting in an easy market. Light fowl is lower but there are no changes in other quotations.

Prices paid by dealers—		
Turkeys	0 35	0 45
Chickens, spring	0 22	0 25
Roosters	0 14	0 18
Fowl over 5 lbs.	0 20	0 25
Fowl, 4 to 5 lbs.	0 18	0 20
Fowl, under 4 lbs.	0 10	0 16
Guinea hens, pair	1 25	1 50
Prices quoted to retail trade:	Dressed:	
Turkeys	0 40	0 50
Ducklings	18 to 20	25 to 30
Hens, heavy		0 30
Do., light	0 25	0 28

MANITOBA MARKETS

WINNIPEG, Oct. 26.—The butter market is showing a firmer tone and higher prices are expected. The cheese market is easier with lower prices. Eggs have advanced. Cooked meats of all description have declined under a light demand. Smoked ham and bacon, due to the weakness of the hog market, have declined from 2 to 3 cents per pound. Poultry is arriving in larger quantities and prices are reduced. The hog market is showing an easier tone.

BUTTER MARKET FIRM

Winnipeg.

BUTTER.—The butter market is ruling slightly firmer. Best table grade is quoted at 40 cents per lb. but higher prices are expected.

BUTTER—		
Creamery, best table grade		0 40
Dairy, best table grade		
Margarine	0 21	0 25

WEAKER CHEESE MARKET

Winnipeg

CHEESE.—There is an unsettled feeling in the cheese market. Quotations are somewhat lower than a week ago. Some buyers seem to think that prices will go lower while others are of the opinion that the bottom has now been reached. Ontario large cheese is quoted at 19¾c. with Manitoba at 18½.

CHEESE—	
Stilton cheese, large, lb.	0 23
Ont., large, lb.	0 19¾
Ont., twins, lb.	0 20
Ont., triplets, lb.	0 20½

EGG PRICES HIGHER

Winnipeg.

EGGS.—The egg market has a firmer tone with quotations advanced 3c. per doz. during the week. New laid in cartons are quoted at 53c. with No. 1 candled to the retail trade at 45c.

COOKED MEATS LOWER

Winnipeg

COOKED MEATS. — Prices have eased off since the demand has fallen away and prices on all lines of cooked meats show a decline. Cooked and roast ham is quoted at 53c per lb. Ox tongues have declined 5c and are now quoted at 53c but pork tongues show no change.

COOKED MEATS	
Best quality, skinned, 8-14 lbs.	0 53
Do., 13-16 lbs.	0 50
Roast ham, lb.	0 53
Roast shoulders, lb.	0 33
Pork tongues, lb.	0 33
Head cheese, -lb. tins, lb.	0 14
Jellied ox tongues, lb.	0 53
Luncheon cooked meats, lb.	0 16

SMOKED MEATS LOWER

Winnipeg.

PROVISIONS.—Following the weakness that has prevailed in this market for some time a reduction is announced on practically all lines of smoked meats. These reductions range from 2 to 3c per lb. Best quality ham is quoted at 42c per lb. Best quality back bacon at 49c. per lb. Belly bacon is quoted from 30c to 33c.

Hams—	
8 to 16 lbs., per lb.	0 42
16 to 20 lbs., per lb.	0 41
16 to 20 lbs., per lb.	0 41
Boneless, 8-14 lbs., per lb.	0 46
Skinned, 14-18 lbs., per lb.	0 43
Skinned, 18 to 22 lbs., per lb.	0 43
Bacon, 6 to 10 lbs., lb.	0 49
Cottaga rolls, boneless	0 24
Bellies, 6 to 10 lbs., per lb.	0 32

LOWER PRICES IN POULTRY

Winnipeg.

POULTRY.—Lower prices are quoted on poultry. No. 1 broilers are quoted at 38c. with chickens ranging from 34c to 36c. per lb. Fowl are offered to the trade at 24c to 26c. Turkeys have started to arrive in small quantities.

POULTRY—	
D. P. Chickens, 3½ lbs. and under	0 34
Do., 3½ lbs. and over	0 36
D. P. fowl, 3½ lbs. and under	0 24
Do., 3 lbs. and over	0 26
No. 1 broilers	0 38

LARD PRICES UNCHANGED

Winnipeg.

LARD.—There is no change in quotations on lard or shortening. Lard in tierces of 400 lb. is quoted at 17½c and shortening at 14½.

Pure lards, No. 1 quality, per lb. (in tierces 400 lbs.)	0 17½
Do., woden pails, 20 lbs. pails	3 90
Shortening, tierces of 400 lbs.	0 14½
Do., wooden pails, 20 lb. pails) per pail	3 30

FISH PRICES UNCHANGED

Winnipeg.

FISH—There is no change in quotations on fish. There is a slight improvement in the demand especially for salmon and halibut.

Black cod, lb.		
Brills, lb.		0 09
Herrings, Lake Superior, 100 lbs., sacks, new stock		3 50
Halibut, chicken, cases 300 lbs		0 15½
Do., broken cases		0 16½
Salmon—		
Cohoe full boxes, 300 lbs.		0 19
Do., in broken cases		0 20
Soles		0 09
Whitefish		0 12½
Do., broken cases		0 13
Bloaters, Eastern National, case		3 50
Do., Western, 20-lb. boxes, box		2 10
Haddies, 30-lb. cases, lb.		0 12½
Do., in 15-lb. cases, lb.		0 12½
Kippers, East., Nat., 20 count, per count		3 75
Fillets, 15-lb. boxes, lb.		0 20

SALT FISH	
Steak Cod, 2s, Seelys, lb.	
pails, per pail	1 00
Do., mixed, 9 lb. pails, per pail	0 95

HOG MARKET EASIER

Winnipeg.

FRESH MEATS.—The hog market is slightly easier and has declined $1 per cwt. bringing the price of selected live hogs to $10.50 per cwt. Receipts are light.

Selected, live, cwt.		10 50
Heavier	5 50	3 50
Light	10 50	10 75
Sows	5 50	6 50
Fresh Pork—		
Legs of pork, up to 35 lbs., lb	0 23	0 31
Spare ribs		0 16
Loins of pork, lb.	0 30	0 33
Fresh hams, lb.	0 25	0 33
Shoulders	0 18	0 20
Fresh beef—from steers and heifers—		
Hind quarters, lb.	0 10	0 16
Front quarters, lb.	0 05½	0 07½
Whole carcass, good grade, lb	0 07½	0 12
Mutton—		
Choice, lb.		0 18
Choice long hinds (leg and loin)		0 30
Choice Stews		0 07½
Lambs—		
Choice, 30-45 lbs.		0 21
Veal'		
Good veal, 40 to 80 lbs., hind quarters		0 27

GOVERNMENT GRANTS LONGER LOBSTER SEASON THIS YEAR

Ottawa, October 14.—The Government has acted in the interests of the lobster fishermen operating off the coast of Nova Scotia between Halifax harbor and St. Mary's Bay in Digby County, and has provided for a fishing season between November 1 and December 15. This action was taken owing to the fact that the fishermen in the specified district were in danger of starvation this winter unless permitted to operate. The usual close season for lobster fishing off the Nova Scotia coast is from June 1 until the last day of the following February. The new regulation, which is applicable this year only, permits the fishermen to set their traps in what is usually a portion of the close season.

FIRE DESTROYS FLOUR MILL AT DRESDEN

Dresden, Ont., Oct.—The Lawrence and Wakefield Flour Mills, including 10,000 bushels of wheat in the elevator, were completely destroyed by fire the other day. This loss is $75,000, well covered by insurance. The origin of the fire has not yet been determined.

During the fire the hydro wires leading in to the mill were burned off, and as a result the town was plunged in darkness, and the pump at the station, used for fire pressure purposes, was put out of commission. It was half an hour before the gas engine auxiliary could be brought into service.

Almost Forgotten

Ed: "Have you forgotton you owe me five dollars?"

Ned: "No, not yet. Give me time, and I will."

This Is the Season for— Fresh Pork Sausage!

The Big Seller

DAVIES' fresh Pork Sausage commands trade and holds it. At this season of the year, when the wind is chilly and with just a nip of frost in the air, you will find a ready sale for sausages. It's worth while featuring sausages prominently.

With this demand already created, why not take advantage of it by offering your customers a real high-grade fresh Pork Sausage? Davies' Sausages are seasoned just right, giving them that fine, delicious flavor which tempts the appetite, and sends the customer back for more.

There Is a Sausage for Every Taste

Small or Large Oxford
Small or Large Yale
New England
Cambridge
Cheltenham
Little Pork

Or—you can get them in kegs of 35 lbs., 75 lbs. and 90 lbs.

Order direct, or through our salesman.

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO

MONTREAL - HAMILTON

"Thousands of Customers"

"Gunns yellow and blue
Is a guide for you."

Thousands of people sampled Gunns Maple Leaf Brand Pork Sausages at the Canadian National Exhibition. The many favorable comments indicate that these thousands will be customers for this new line.

Maple Leaf Pork Sausages will keep indefinitely in the tin and can be served either hot or cold. They appeal strongly to the housewife because they can be kept on hand to meet any emergency call that may arise. The convenience of the tin and the delicious flavor of this sausage will make the Maple Leaf Brand a quick, easy seller, bringing you quick, easy profits.

Place your order now

Phone Junc. 3400

Gunns LIMITED

West
Toronto

TASTY CUTS

The New Dominion Brand Macaroni IS AN OVERWHELMING SUCCESS

Tasty Cuts is put up in attractive cartons wrapped in wax paper which keeps it fresh and crisp in any climate.

This delicious food is cut in convenient sizes.

It is dried by electricity.

Tasty Cuts has a flavor all its own.

Women like it for its convenience as well as its flavor.

"Dear Sirs,—

"Many people will let you know if a Brand of Food does not suit them. But very few people ever think of writing to tell you how pleased they are with your delicious 'DOMINION BRAND MACARONI.' I have been keeping house for 15 years and I may say I have never used any Macaroni that can compare with 'DOMINION BRAND.' May say that the family are as pleased as myself. Wish you all success with same. This is not a begging letter."

"Yours truly,
"Mrs. F——."

10c per Package Retail

Get it from your Jobber or Write Direct

Dominion Macaroni Co., Ltd.

Sales Office: HAMILTON, ONT.

BRUNSWICK BRAND

Sea Foods

A Profitable and Fast Moving Line

When your customers call or 'phone for an order of seasonable fish, suggest Brunswick Brand. The present time is very appropriate for selling this line, as they make delicious sandwiches or other table courses, suitable for Fall and Winter socials.

Thousands of Canadian grocers have found these ***canned sea foods*** readily saleable and profitable. They possess a wholesome flavor that always satisfies. Ready to serve on opening the tin.

Connors Bros., Limited

Black's Harbor, N. B.

Winnipeg Representative: Chas. Duncan & Son, Winnipeg, Man.

ROYAL ACADIA SUGAR

will please your most particular customers

MAKE this brand your standard through the coming season.

2 lb. - 5 lb. Cartons.
10 - 20 - 100 lb. Bags.
Half Barrels and Barrels.

EVERY GRAIN
PURE CANE

ACADIA SUGAR REFINING CO., LIMITED
Montreal Halifax

Bringing home the bacon --with the rind

How come these millions of requests that keep Aunt Jemima Pancake Flour moving off the storekeepers' shelves?

Have you ever wondered what makes them—why Aunt Jemima's gets the "call" and some other pancake flours stay on your shelves and tie up good money that might be working?

It's quality in the first place. Then advertising, year after year, interesting advertising—to folks like H. F. Ake, Chicago. Speaking of one of the Aunt Jemima ads in The Saturday Evening Post, he writes:

"—When I left home this morning, my wife and I had planned to have a slice of ham for dinner, and after reading your ad I called her up and told her to be sure to bring the rind from the butcher which they usually cut from a slice of ham, so we could grease our old griddle iron for Aunt Jemima Pancakes in the morning—"

Aunt Jemima advertising works on millions of people that way—making business and profits for wise merchants.

Aunt Jemima Mills Co.,
St. Joseph, Mo.

Payment in Canadian funds. Regular cash discount.

Canadian Representatives
MacLaren Wright, Ltd., Montreal, Que.
MacLaren Wright, Ltd., Toronto, Ont.
W. L. Mackenzie & Co., Winnipeg, Man.
Johnson-Lieber Merc. Co., of Canada, Ltd., Vancouver, B. C.

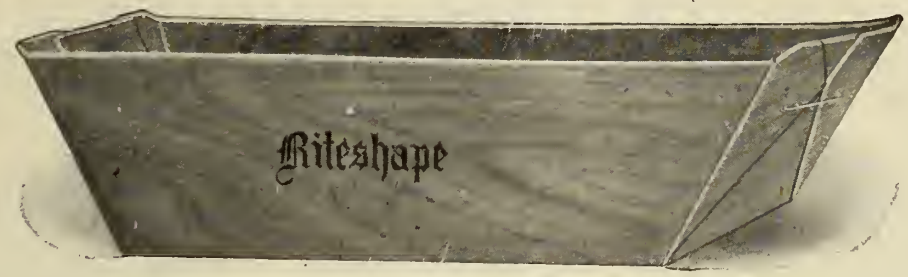
AUNT JEMIMA PANCAKE FLOUR

"Riteshape"

Trade Mark

The Ideal Container for Bulk Foods

FOR
BUTTER
LARD
MEAT
FISH
ETC.



FOR
FRUIT
VEGETABLES
BACON
PICKLES
ETC.

ONCE a grocer or butcher commences using the Riteshape he will use no other but the Riteshape. He finds that it saves him time and money; that it vastly improves his display and his service to his customers; that it makes a neater and more compact package with less paper and string.

All Riteshapes are carefully inspected. They reach you in sealed packages—each package containing an average day's supply—and the whole order in a strong wooden crate. No waste—no dust—the utmost in economy and convenience.

Write for Samples and Prices

VICTORIA PAPER & TWINE CO. LIMITED

430 Wellington Street, West, Toronto

Sole Canadian Wholesale Distributors for the manufacturers—The Oval Wood Dish Company, New York.

LIBERTY BREW

A Combination of

Malt Extract and Hops

Including Patent Corks for Making
Delicious Beverages at Home

ASK YOUR WHOLESALER

Liberty Packing Co., Reg'd.

140 Clarke St., MONTREAL, Canada

For Prices and Further Information write

E. B. Nettifield & Co. *General Sales Agents.*

A 25c COUNTER PROPOSITION

SELLS ON SIGHT MAKES BIG PROFITS

"Mohican" envelope packages in neat little counter display stands make more profit, for the space used (size 5 1-2" x 2 1-2"), than anything else you handle.

One Montreal store sold over 300 in first four days—making $25 profit.

"Mohican" picture balloons are a novelty—men, women and children will buy. In these stands they take practically no room—are easily handled—interfere with the sale of no other goods.

COST:
$24 per Gross
RETAIL FOR $36

To convince you of the money-making possibilities of this line we will send 6 dozen on approval at a special Introductory net price of $10.80. These will retail for $18 and will give you a very quick profit of $7.20.

BALLOONS IN CHRISTMAS PACKAGES

When ordering ask for illustrated price list.

ROBERTSON & MURPHY, LTD.
245 St. Paul St. W., Montreal

How "Canadian Grocer" Is Read

A Confectionery Manufacturer reproduced —in his advertisement in this paper—a cut of a grocer's window display, containing his products, with special fixtures and display cards.

Many retailers wrote for the display cards and window fixtures to use themselves. A sugar refiner used a similar announcement with similar results.

CANADIAN GROCER is published weekly. It is national—covers the better trade in each province. Member of Associated Business Papers and of Canadian National Newspapers and Perodicals Association. Circulation is independently audited by Audit Bureau of Circulation.

Every issue is practical—that's why the advertisements as well as reading matter are closely read.

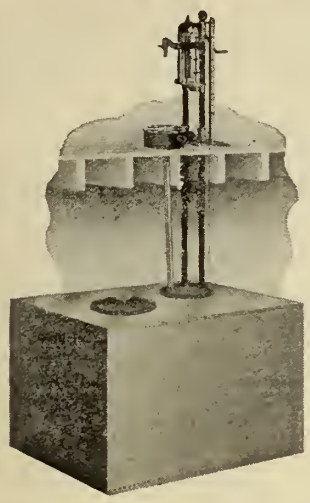
Be sure your announcement appears in the Annual Fall, Christmas and Winter issue.

Early forms now closing.

CANADIAN GROCER

Montreal Toronto Winnipeg
Vancouver

Publication Office: **153 University Ave., Toronto**



Write for
Illustrated Booklet
C-11

Protect Your Merchandise Against Pilfering

You will admit that it is not good business to leave your store unprotected while you go into the back room or the basement for a gallon of kerosene.

But hundreds of merchants do this every day.

A Bowser Tank is made to be installed in your sales room. It serves kerosene quickly, accurately and without contamination of other merchandise. It practically places the handling of kerosene on a package-goods basis.

This system will protect your profits.

Bowser Equipment is MADE IN CANADA by
S. F. Bowser Co., Ltd., 66-68 Frazer Ave., Toronto, Ont.

BOWSER
ESTABLISHED 1885
PISTON-TYPE MEASURING PUMPS

When Mrs. Housewife Orders Matches

Made in Canada
for Canadians

Very frequently she will order "EDDY'S" by name or again she may merely order "matches" as such without specifying any particular brand.

You may safely assume in either event that she expects good matches and because Eddy's matches are always good, it is advisable to fill the order with one of the thirty to forty different Eddy varieties.

The Eddy's "Silent Five" box pictured here is a big favorite with every housewife. Every match in it is good—non-poisonous, safe and silent-striking. Matches that light when wanted and go out completely when blown out without dangerous after-glow.

Just as good and just as reliable as Eddy's Matches are the light, clean and sanitary utensils made of Eddy's Indurated Fibreware. Every housewife is a prospect where this non-leakable and rust-proof ware is concerned. Have you a stock on hand?

The E. B. Eddy Co., Limited
Hull Canada

FLORIDA GRAPE FRUIT
CAPE COD CRANBERRIES

These two New Lines are now on the Market also our First Car

British Columbia McIntosh Apples

The King of Table Apples

Oranges, California Lemons, Tokay Grapes, Etc.

WHITE & CO., Limited
TORONTO

APPLES

Get our quotations before you purchase

GEORGIAN BAY FRUITS

Before you place your order for your apple requirements for winter use it will pay you to get our prices. You'll find them most reasonable and our service and delivery all you could desire.

Georgian Bay Fruits are well known for their fine quality and flavor. You can count on them to please your customers. Write us.

LEMON BROS.

Owen Sound, Ontario

Fruit, Produce & Commission Merchants

INDEX TO ADVERTISERS

A

Acadia Sugar Refining Co. 42
Aunt Jemima Mills Co. 42

B

Bain & Co., Donald H.. 8
Bowser & Co., Ltd. S.F. 45
B. C. Traffic & Credit Association 2

C

Can. Malt Extract Co... 12
Can. Maple Products .. 15
City Dray Co., The 7
Clark Limited, W. 5
Colville Co. 10
Connors Bros., Ltd. ... 41

D

Davies & Co. Wm. Ltd. 39
Dayton Scale Co. Back Cover
Dominion Canners Ltd., B. C. 40
Duncon, C. & Son 8

E

Eddy, E. B. Co., Ltd. .. 45
Escott Co. Ltd., W.H... 10
Estabrooks Co. Ltd. T.H. 15
Eureka Refrigerator Co. Ltd. 7

F

Frost Moorman & Co. .. 11

G

Gosse - Millerd Packing Co. 16
Gunns Limited 40

H

Hamblin-Brereton 11
Hanson Co. Ltd., J.H.. 12
Hayne Co., John 47
Hull Oil Mfg. Co. 12

I

Iles, B. H. 11
Interlake Tissue Mills Co. Ltd. 6

L

Lachaine Geo. D. 12
Laing & Waters 11
Lambe, W.G.A. & Co... 11
Lemon Bros. 46
Langley, Harris & Co., Ltd. 11

M

McLaughlan J. K. 11
Mackenzie & Co. Ltd. W. L. 8
Macdonald Reg., W. C. Inside Front Cover
Mann & Co., C.A. 11
Magor Son Co. 16
Maple Tree Producers Association, Ltd. 6
Moore, R. M. & Co. 47

N

National Licorice Co. .. 6
New Brunswick Potato Exchange Co. 47

O

Oakey & Sons Ltd. Jno. 12
Oceanic Oyster Co. Front Cover
O'Donnell & Co., John J. 11
Oval Wood Dish Co. 43

P

Purnell & Panter 10
Patrick & Co. W. G. .. 11
Pennock & Co. H. P. .. 9
Proctor & Gamble Distributing Co. 1

Q

Quaker Oats Co. Ltd. .. 3

R

Rattray, J. 43
Red Rose Tea 15
Robertson Murphy Ltd. 44 and 47
Ross Can Co. 47

S

Salada Tea Co. 13
Saxonia Fruit Co. 7
So-Clean Ltd. 43
Soper, E.N. & W.E. 11
St. Arnaud Fils Cie ... 12
Stickney & Poor Spice Co. 7
Stroyan, Dunwoody Co. 9
Superior Macaroni Co. . 4

T

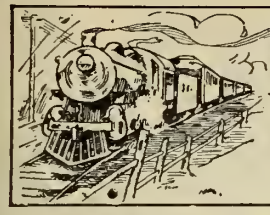
Tippet & Co. Ltd. 12
Toronto Potterv Co. Ltd. 46
Toronto Salt Works .. . 46
Trent Mfg. Co. 46

V

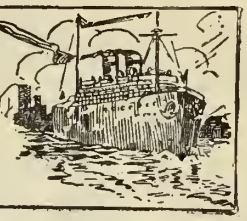
Victoria Paper & Twine Company 43

W

Watson & Truesdale .. . 9
White & Co. 46
White, Cottell's 47
Williams Storage Co. ... 9
Wiley, Frank H 8
Walter Woods Ltd. 11



BUYERS' MARKET GUIDE
Latest Editorial Market News



TEA POTS, MIXING BOWLS
And other lines of Rockingham and Cane Ware.
Special price on Crate lots.
The Toronto Pottery Co., Limited
Toronto - Canada

We are now located in our new and more spacious warehouse at
60-62 JARVIS STREET
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS. GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

WILL SUGAR MAKE FURTHER DECLINE?

The principal feature in the prevailing conditions in the raw sugar market is associated with the excessive stock at present held in Cuba. At the moment the total stock in all ports is 1,181,904 tons as against 309,388 tons at the same time last year. This excessive stock hangs over the market and exercises most depressing effects. The question that arises is whether financial arrangements in Cuba will permit of the present excessive stock being carried into the next crop or whether liquidation will ensue prior to the next crop becoming available.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

RIGHT INTO THE HOMES
Your message or slogan imprinted on an advertising balloon is an inexpensive and efficient means of reaching your prospects.
Trade marks, special designs and any wording can be imprinted.
Robertson & Murphy Limited
247 St.Paul St. West, Montreal

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

AGENCY WANTED FOR BRITISH COLUMBIA

PREFERABLY in CLOTHING OR FOODstuffs lines. Good connection with retail trade throughout British Columbia. Best of references. Advertiser at present in Eastern Canada and will make appointments. Address, Box 235, care "Industrial Canada," 1301 Bank of Hamilton Building, Toronto.

Opportunities are Offered Every Week On This Page.

Are you making use of them?

FOR SALE

J. & J. Taylor's Safes

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor safe 18 inches deep, two feet 9 inches wide. four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer. 153 University Ave., Toronto

VANCOUVER, B.C. — FOR SALE, STORAGE Warehouse in centre of City, with Trackage, also well established Truck and Dray business. Can be sold as a going concern or each separate. Apply Box 120, Canadian Grocer, 153 University Ave., Toronto., Ont.

GENERAL STORE FOR SALE IN SMALL village in country. No opposition, power line passes door. Situated on country highway Methodist and English church in village. Turn over about $22,000; could be increased. Apply Box 118, Canadian Grocer, 153 University Ave. Toronto, Ont.

WANTED—A THOROUGHLY EXPERIENCED grocery clerk. A real live man. Apply C. W. Caple, 54 Wyandotte St., Walkerville Ontario.

It Pays to Read the Advertisements

The main thing an advertiser wants to do is to tell you plainly just how and why his goods are worthy of your consideration. You can learn a great deal from that alone, because many things you see advertised are the things you buy and use in your regular daily life. By reading advertisements you can learn the names and read descriptions of the things that are best and most satisfactory.

Now is the Time to Buy—don't wait

Consult these Advertising Pages

Our Advertisers will *save* you Money—buy now

WILL CANADA GO YELLOW?

An extraordinarily informative and sanely sensational article about Canada's Oriental problem, particularly as it affects British Columbia. Do you know that in proportion to population Canada has nearly five times as many Japanese and Chinese as the United States?

John Nelson, who is one of the most capable and experienced journalists on the Pacific Coast, has been studying the Oriental question as it affects Canada for a decade or more. For the past few months he has been studying the question at the request of MACLEAN'S MAGAZINE, in order to prepare the comprehensive articles on this vital subject, which has just been completed. He travelled extensively through British Columbia in order to get the most accurate and up-to-date data, and while some of the facts brought out may be thought to be sensational, yet the article is treated in a very restrained fashion, which does no injustice to the Japanese, Chinese or Sikhs and Brahmins. This is one of the most comprehensive and powerful articles on a vital question which MACLEAN'S MAGAZINE has run within recent years, and should be of immense interest—and value—to all serious-minded readers, particularly business men of the Dominion.

Our Stake at Washington

By Grattan O'Leary

In which Premier Meighen's favorite journalist tells what Canada's part will be in the coming conference at Washington.

Mostly Sally—By P. G. Wodehouse

Here commences another of this whimsical writer's best stories, a worthy successor to "The Little Warrior," which made such a hit in MACLEAN'S a year ago.

The Yellow Streak—By Valentine Williams

A big instalment of this thrilling serial, in which the hero and heroine get into worse hot water than ever over the millionaire's murder.

The Girl in the Place d'Armes—By Leslie Gordon Barnard

A poignant story of the French-Canadian port of our Dominion, dealing, among other things, with a ghost which is not a ghost.

Making Children Healthy—By William Fleming French

A common-sense article, No. 5 in our Food Series, with useful hints for every man, woman and child in the country.

Preparing Women for the Greatest of Professions—By Dr. W. W. Chipman

Striking extracts from the views of an authority on the proper care of this and the next generation.

Plunged into the Political Maelstrom

By J. K. Munro

An inimitably penetrating, satirical review of the political situation in Canada to-day, as the three parties line up for the fray.

In the REVIEW OF REVIEWS SECTION

SPANKING THE PRINCE OF WALES—Ernest Brooks, O.B.E.

ACCIDENT, MOTHER OF INVENTION—H. W. Horwill.

EVOLVING CORN FROM GRASS—R. H. Moulton.

BLOOD DRINKER LURES GERMANS—William G. Shepherd.

HAS OPEN DIPLOMACY FAILED?—Jules Campbell.

RUSSIAN SCHOOLS SOVIET HOTBEDS—A. F. Damansky.

HOW LABOR COULD CONTROL—A. A. Berle

"JUST BE A BOY AGAIN"—Dr. J. V. Barton.

SOME MEN CANNOT BE MIXED—Thomas Dreier.

JEKYLL-HYDE REFORMERS—Dr. A. A. Brill.

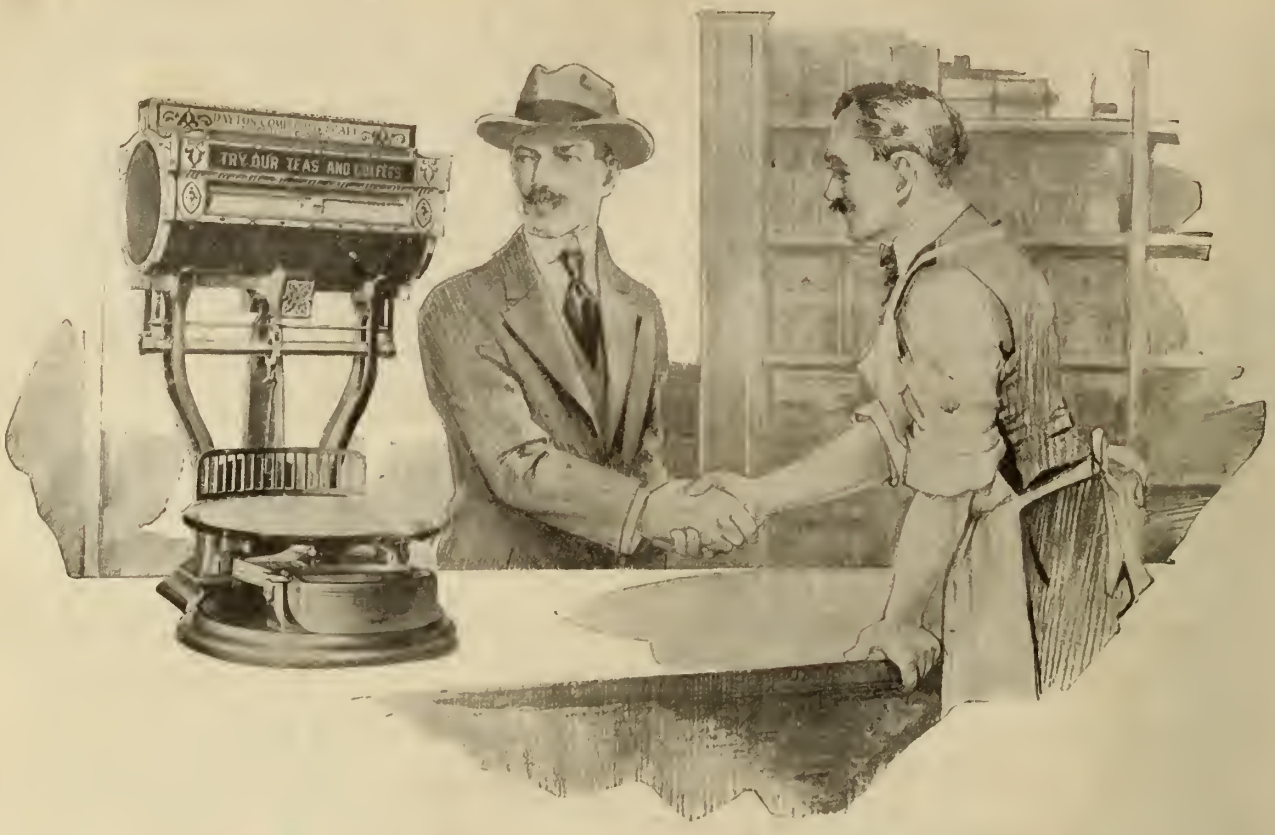
MAKE SURE OF YOUR COPY NOW—GET IT TODAY

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

OCTOBER 15th ISSUE ON SALE TODAY AT ALL NEWS STANDS 20c.

Or Send $3.00 for a year's Subscription to MACLEAN'S MAGAZINE, 143-153 University Avenue, Toronto



The shortest line to success is the straight line —travel it with the Dayton

The shortest line between any two given points is the STRAIGHT LINE

The shortest, quickest way to the goal of ultimate success in business is the straight line of APPLIED ENERGY.

How about your line, Mr. Grocer—the line you take in your business?

Are you fixing your course by the compass or are you, like the lost wanderer in the wilderness, exhausting your energies in futile travel in circles?

Your line is not straight if you are trying to do business with out-of-date or unreliable scales. Such equipment means delays in service which irritate customers and lose trade. It means loss of clerks' time and of your own; loss of your patrons' confidence in the integrity of your weights; loss of profits through the continuous, deadly leak of ounces and half ounces in inaccurate weighings.

The Straight Line——is the Dayton Line. Doing business with Daytons means rapid service which satisfies customers and attracts new trade.

Hair-weight accuracy guards your profits on every ounce you sell, while instantaneous price computations show you money-values with equal precision. Daytons quickly pay for themselves by cutting off profit leakages.

International Business Machines — SPEED ACCURACY ECONOMY

Two Scales in One. The low platform swivel base is a distinctive feature of the Dayton scale. It enables the clerk by a gentle push, to swing the scale and weigh goods on either side of the counter.

DAYTON AUTOMATIC SCALES

on your counter signify to your patrons that you know your way in the field of business; that you are not a "lost wanderer" but have equipped yourself to travel the quickest and shortest route to success; that is, the route of the **Largest Service to the Greatest Number in the Shortest Time.**

INTERNATIONAL BUSINESS MACHINES CO., Limited

FRANK E. MUTTON, Vice-President and General Manager. **HEAD OFFICE and FACTORY—Royce & Campbell Avenues, Toronto.**

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

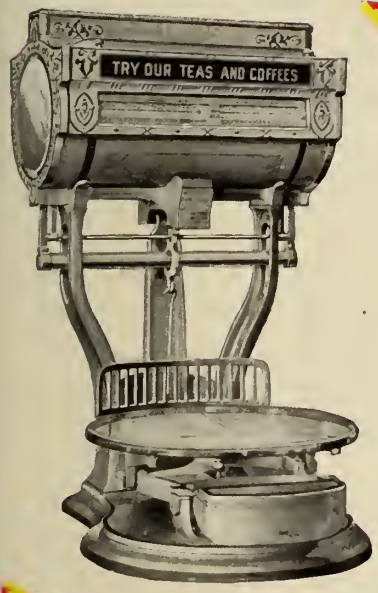
35th ANNUAL FALL AND WINTER NUMBER

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV PUBLICATION OFFICE: TORONTO, ONT., NOVEMBER 4, 1921 No. 44



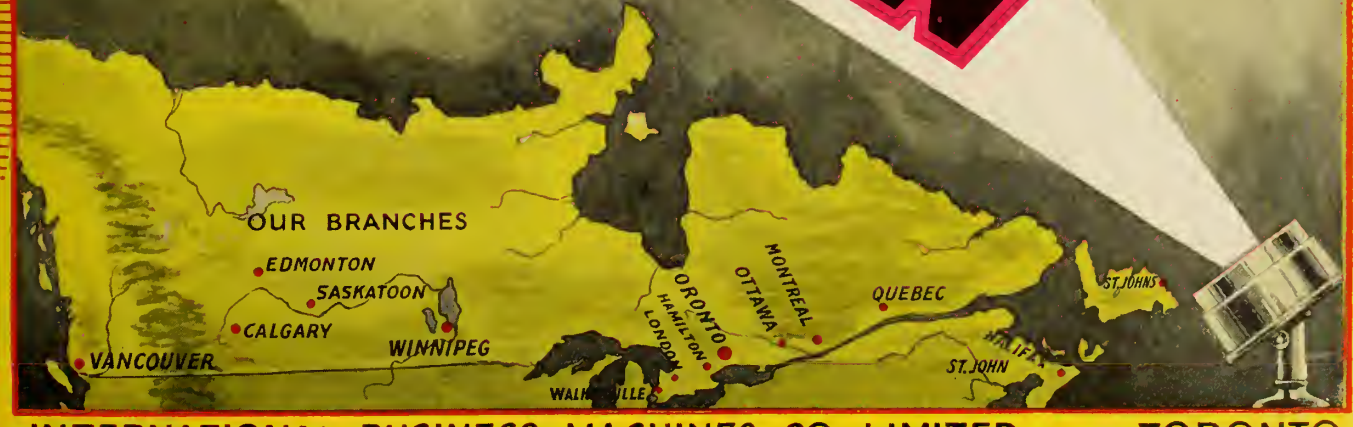
INTERNATIONAL
DAYTON
SCALES

High above
all imitators

DAYTON
Made in Canada

The only Scale with
the Overhead Check
~ Ask us what
that is ~

The finest
construction
of any Scale
in the world
Made in Canada



INTERNATIONAL BUSINESS MACHINES CO., LIMITED. TORONTO

JUST OUT! — WRIGLEY'S BIG XMAS OFFERS

WRIGLEY'S Big Beautiful Dressed DOLL (Blue Dress) OFFER X 57

SIZE 15 INCHES WITH HAT

EYES OPEN AND CLOSE—STYLISH BLUE DRESS AND HAT TO MATCH

FREE WITH 11 BOXES

WRIGLEY'S SPEARMINT DOUBLEMINT JUICY FRUIT NIPS Candy Coated GUM

ALL FOR $10.00

A fully-dressed doll with cap, stockings and shoes. Nice blue dress (assorted designs). The body is jointed at shoulder, elbow, wrist, hip and knee. Has teeth, real hair, with sleeping eyes. Each doll snugly packed in nice box. Length of doll 15 inches. EVERY CHILD WILL BE PROUD OF THIS DOLL.

THIS IS YOUR PROFIT

11 Boxes Gum Retail Value	$11.00
Big (Blue-Dressed) Doll Value	4.00
Total Value	$15.00
Cost to Our Retailers	10.00
YOUR PROFIT	$ 5.00

WHEN YOU SEE THIS DOLL YOU WILL ORDER MORE

WRIGLEY'S Big Beautiful Dressed DOLL (White Dress) OFFER X 58

IZE 15 INCHES WITH HAT

EYES OPEN AND CLOSE—PRETTY WHITE DRESS AND HAT TO MATCH

FREE WITH 11 BOXES

WRIGLEY'S SPEARMINT DOUBLEMINT JUICY FRUIT NIPS Candy Coated GUM

ALL FOR $10.00

A fully-dressed doll with cap, stockings and shoes. Nice white dress (assorted designs.) The body is jointed at shoulder, elbow, wrist, hip and knee. Has teeth, real hair, with sleeping eyes. Each doll snugly packed in nice box. Length of doll 15 inches. THIS IS A BEAUTIFUL DOLL.

THIS IS YOUR PROFIT

11 Boxes Gum, Retail Value	$11.00
Big (White-Dressed) Doll Value	4.00
Total Value	$15.00
Cost to Our Retailers	10.00
YOUR PROFIT	$ 5.00

THESE DOLLS SELL REGULARLY IN THE BIG STORES AT $4.00

WRIGLEY'S Great Big Beautiful BABY DOLL OFFER X 59

SIZE 17 INCHES WITH HAT

EYES OPEN AND CLOSE—DRESSED IN PINK WITH BONNET TO MATCH

FREE WITH 10 BOXES

WRIGLEY'S SPEARMINT DOUBLEMINT JUICY FRUIT NIPS Candy Coated GUM

ALL FOR $8.50

This doll has soft body, is nicely dressed, has real hair, bonnet and baby comforter. Sleeping eyes, shoes and stockings, and is nicely packed each in a box. Length 17 inches, WITH COMFORTER.

THIS IS YOUR PROFIT

10 Boxes Gum Retail Value	$10.00
One Big Baby Doll (Pink Dress) Value	3.00
Total Value	$13.00
Cost to Our Retailers	8.50
YOUR PROFIT	$ 4.50

BIG STORE SELLING PRICE $4.00 FOR THIS DOLL

Place Your Order Today Through Your Jobber. Prompt Shipment

WM. WRIGLEY JR. COMPANY, LIMITED

Toronto, Montreal, Winnipeg, Vancouver

A new label for

The Old Label

Borden's ST. CHARLES

"The Milk With The Cream Left In"

The Quality is the same —
We couldn't make it any better —
But we think you will like this new label better—

The Borden Co. Ltd.
Montreal.

There Is Always A Demand

OUR ADVERTISING has created a demand for McCormick products in every part of the Dominion. Every one knows that only the best of materials and expert workmanship are employed in making McCormick's Biscuits and that our factory is the biggest—the cleanest—the brightest in Canada. It takes no effort on your part to sell our products. Order a complete line and tell your customers. Sales will follow.

McCormick Mfg. Co., Limited, London, Canada

Branches at: Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port Arthur, St. John, N. B., Vancouver.

Kkovah Specialties

St. Williams' Jams and Marmalade

Langley-Harris
and Company, Limited

FOR

Kkovah Products
Lemonade, Orangeade, Health Salts
Custard Powder—Lemon and
Chocolate Pie Filler—Lemon Cheese
St. Williams' Jams and Jellies
Armour's Coffee Essence
Armour's Worcestershire Sauce
Curling Brand Package Peas
Maggi Soups—Handsome display case free with half gross.
Grimble's Vinegar
Norseland Sardines
Stower's Lime Juice
Wm. Edge, Bolton, England—Drummer
Dyes, Dolly Tints, Dolly Creams
Jeyes' Fluid
Craven's Gums
Aromints
Gem Zem Rolls
Bassett's Confe tionery
Fisk Chocolate Bars
Hovell's Wedding Cake Ornaments
Harper's Xmas Stockings
Gibson's Medicated Drops
Kennersly's Pure Licorice
Pascall's Confectionery
Murray's Caramels

Winnipeg Montreal Toronto

Curling Package Peas

Armour's Coffee Essence and Sauce

"KKOVAH"

OUR POLICY

All products bearing the registered name "KKOVAH" are guaranteed made from the finest and purest ingredients it is possible to procure; we have always maintained the highest standard of quality and shall at all times strictly adhere to that POLICY.

During the thirty years we have been engaged in manufacturing "KKOVAH" products we have built up our reputation entirely on quality, and we are not so unbusinesslike as to risk reputation for the sake of a little extra profit.

That has all along been our POLICY and we are content in the knowledge that this POLICY has obtained for us many thousands of TRADE friends, and millions of friends amongst the general public of Canada and the British Isles.

May we suggest that it will be a wise **POLICY** on your part to always recommend **"KKOVAH"** goods as being representative of what is highest in quality, yet reasonable in price.

MANUFACTURED BY

SUTCLIFFE & BINGHAM LTD.

Toronto, Ont, **Manchester, Eng.**

DISTRIBUTED IN CANADA BY

LANGLEY, HARRIS & COMPANY, LIMITED

Winnipeg **TORONTO** **Montreal**

From whom prices and particulars can be obtained.

WONDERFUL SOAP CHIPS

Crystal Soap Chips

.....three worthy, profitable sellers

THANKSGIVING *1921*

As business in general is now steadily and surely emerging from a period of depression to one of healthy competition it does not take the eyes of an optimist to see through the scattered clouds that loom ahead, the faint hues of the rainbow that betokens the return to normal.

It is with a deep feeling of Thanksgiving that we view this approach of better business conditions and our sincere hope is that our many friends in the trade will feel this improvement in a marked manner as the days roll on.

Wonderful Soap, Wonderful Soap Chips, our new line, and Crystal Soap Chips are three trade-winners that you can recommend with pride and assurance that their high standard of purity and quality will ring up steady repeats. These three dependable soaps quickly whip up into rich cleansing suds that thoroughly and speedily clean fabrics with the minimum of rubbing, leaving them soft, fresh and snow-white.

Being absolutely pure, they will not injure the most delicate fabrics or filmiest laces and their use makes bleaching **unnecessary.** Order a trial supply and test them in your own home. Then You'll understand why so many of Canada's leading grocers feature them.

The Guelph Soap Co.

GUELPH - ONTARIO

one of

BODLEY'S CHOCOLATE CREATIONS

that will make a "big hit" with your customers

Bodley's Chocolate Walnut Kiss
Bodley's Chocolate Marshmallow Bar
Bodley's Chocolate Lunch
Bodley's Fruit Cake Bar
Bodley's Chocolate Smacks

Bodley's Chocolate Creations comprise five new tempting varieties—each one a real achievement in the art of making high-grade and unusual confectionery. If present indications are a sign of the future these delicious creations are destined to be in the front ranks with Canada's most popular sellers.

Write for illustrated price list describing these fine, luscious new treats in detail. You'll find them right in quality and price.

C. J. BODLEY, LIMITED
TORONTO

A display like this on your counter will bring you big "Double Profits"

Many live grocers have found that by grouping a number of **Anchor Sealed Products** around a display carton of **Anchor Openers,** that they have not only sold many cartons of this handy opener on each of which is a 50% profit, but they have also greatly increased their sales of all Anchor Sealed Goods.

Write for a display carton of these much needed openers. A similar display on your counter will net the same big double profits.

Anchor openers are packed in handsome display cartons each containing three dozen openers in individual containers. These cartons cost you $1.20 net and you sell each opener for 5c which gives you a profit of 60c on each carton. Fill out the coupon at once, and get up an attractive display—it will pay you well.

MAIL THIS TODAY

Anchor Cap & Closure Corporation
275 Wallace Ave., Toronto

Enclosed find (P. O.) (money order)
for $.....
for which (express) (mail) me ... .
cartons of Anchor Openers.

NAME ....

ADDRESS.....
.....

Anchor Cap & Closure Corporation

275 WALLACE AVE., TORONTO

Ask any wholesale grocer's salesman—

—and he will tell you without hesitation that PALMOLIVE SOAP is the best seller, and the most satisfying soap on the market.

It is a pure, delightful, soothing soap containing fine olive and palm oils, lathering profusely and penetrating the dirt-clogged pores of the skin with its soothing, beneficial, cleansing properties.

It is an expensive soap to make, but our great volume of output makes it possible for us to sell this delightful toilet soap at the price of soaps of lesser quality.

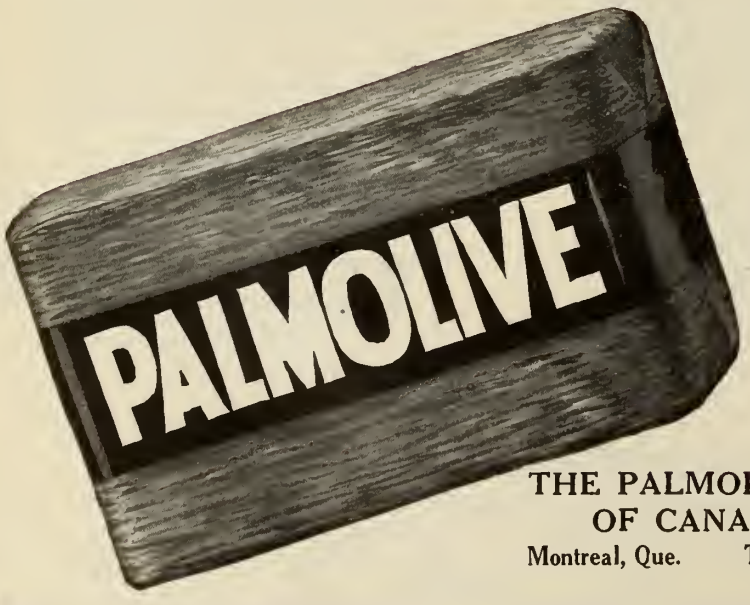
PALMOLIVE SOAP sells well because we have never spared expense in letting the public know of its qualities.

We are backing PALMOLIVE SOAP in Canada with a mammoth campaign of advertising that is creating an insistent and undeniable demand.

Extensive and sustained advertising in leading Canadian newspapers, magazines, billboards; everything that our great experience in selling effort suggests can be done to help you make **sales and profits,** is being done.

And any wholesale grocer's salesman will tell you frankly that it is the biggest seller in the soap line that he has to offer.

Ask him for our special price list and find out how to multiply your profits.



THE PALMOLIVE COMPANY OF CANADA, Limited

Montreal, Que. Toronto, Ont. Winnipeg, Man.

KILTIE
BRAND
PINK
SALMON
PACKED BY
WALLACE FISHERIES LIMITED
VANCOUVER, B.C.

Not Built in a Day

THE service that has retained the confidence of the customers of long ago, was built on fair value and square dealing, through a period of fifty years.

Although advertisements seldom quote prices, an inquiry will not result in a disappointment to you, for our prices are right, and the quality and service the best.

Whether your requirements are for Groceries, Provisions or Fancy Imported Foods, we can satisfy them quickly and efficiently.

We can also handle your Sales and Advertising Problems for you.

Ask us for Samples and Quotations---Make use of our Sales Promotion Department:---It will benefit you.

A simple Post-Card will do the trick.

LAPORTE, MARTIN, LIMITEE

Groceries and Provisions

MONTREAL

Groceries' Department
584 St. Paul St., West

Warehouses and Cold Storage
25-29 William Street

Provision Department
173-177 St. Paul, East

"Laporte, Martin Facility Is Backed by Ability"

Groceries

Now or never is the time to buy closely, and this cannot be achieved unless you shop around. Before placing your requirements, get our prices and our ideas about market conditions. This is part of our service. We have some very interesting offers to make just now.

Provisions

Our own Cold Storage and extensive Provision Business assures you the best quality and prices for Butter, Eggs and Cheese. If you have shipments to make, write us, giving full details. We pay spot cash and the prevailing prices.

Fancy Groceries

We have the sole control of many high class products. We can fill your requirements for Imported Vegetables, Olive Oil, Castile Soap, Sardines, Pate de Foie, Anchovies, Mustards, Capers, etc., at prices defying competition. All our Specialties are advertised to the Consumer.

"SEND US YOUR INQUIRY TODAY"

Groceries' Department
584 St. Paul St., West

Warehouses and Cold Storage
25-29 William Street

Provision Department
173-177 St. Paul, East

MADE IN CANADA COMPUTING

The Red Bird

The cock-o
the walk

Every $
stays
at home

Something to Crow Abcit

If it's a Slicer You dont

They Pay For
and Save

THE RED BIRD

Canada's Greatest Slicer. Nothing better at any Price. No other Slicer will suit You.

Ask any one of the hundreds of satisfied users. They'll tell you how their business has increased and that the machine pays for itself in a short time.

The 3-lb. Scale

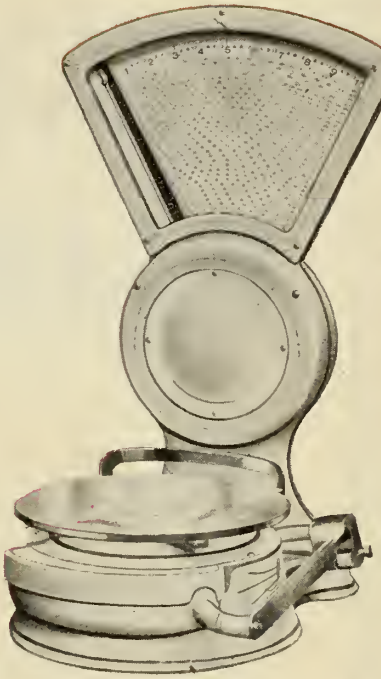
The Canada Scale and

BOWMANVILLE

A Complete line of Computing Scales

SCALES AND MEAT SLICERS.

No Duty
To Pay



The 20-lb. Scale

have to look any further.

Themselves Your Time

A COMPUTING SCALE

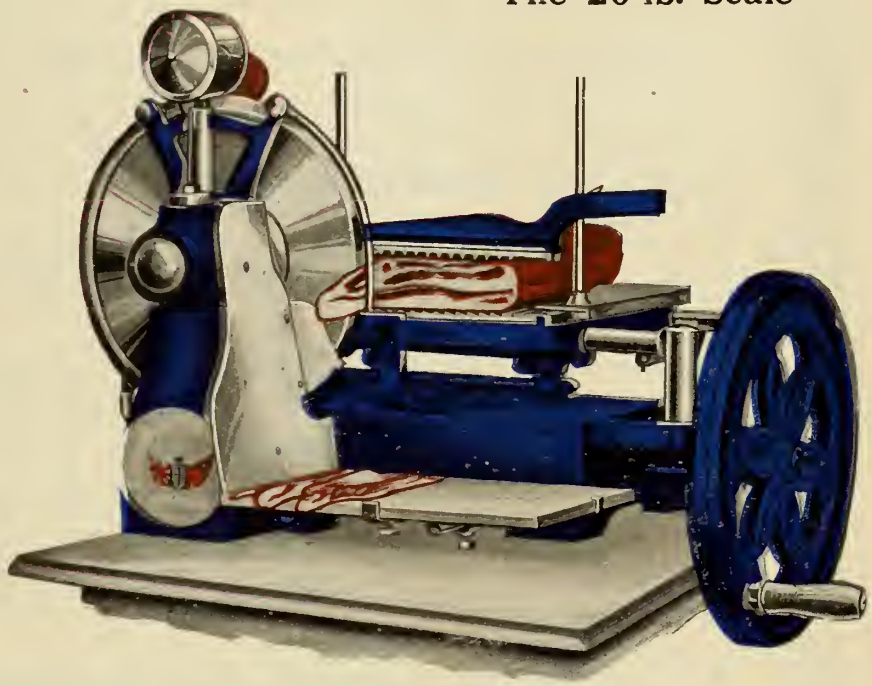
is a necessity. It enables you to sell all you buy. You cannot do it in the old way. Our scales are beautifully designed and finished and are mechanically correct. Full Agate bearing. No springs.

THE BLUE BIRD

A high-grade Slicer at a price within the reach of all.

Has many of the features of the Red Bird, but just a little lighter in weight. Has the same high grade steel knife and ball bearing grinder. Cuts bacon and all boneless meat perfectly.

Write us and we will tell you all about it.



The Blue Bird

Slicer Co., Limited

ONTARIO

with all the very latest features.

WAYAGAMACK PURE KRAFT

Kraft Means Strength

EVERY time a parcel bursts or a bag leaks it means not only a loss to your customer but often the loss of a customer. It creates a bad impression and bad impressions are not easily eradicated.

All risks of such accidents can be avoided by using the best wrapping paper and having your bags and containers made of the highest quality of Kraft Paper.

Wayagamack Pure Kraft

either in the form of a wrapper or bag is unequalled as a protector for every class of goods from nails to motor cars and for groceries, dry goods and hardware of all descriptions. It is strong and resists moisture; it is economical to use giving fifty per cent. more service than a sheet of an inferior grade of paper of equal weight. Any wholesaler will satisfy you on this point by a practical demonstration.

Insist on being supplied with

Wayagamack Pure Kraft

---- which means ----

Strength and Security

"SALTESEA" OYSTERS

The Public are beginning to appreciate oysters in glass jars.

They combine quality, flavor and cleanliness. It will pay you to handle this line for they will build up your oyster trade.

No WASTE, no LEAKAGE, no OVERFLOWING MEASURE.

Get started early on "SALTESEA" Brand and have a good OYSTER SEASON.

We will quote you on OYSTERS in shell, in bulk and in jars. WRITE TODAY. Our prices are right and quality is A-1.

THE OCEANIC OYSTER CO. OF CANADA, LIMITED

609 St. James Street, Montreal

All Grimsby Products are grown and packed right in the heart of the Niagara peninsula, well known as the Garden of Canada.

SELL THE GRIMSBY LINE

SELL THE GRIMSBY LINE

All Grimsby Products are grown and packed right in the heart of the Niagara peninsula, well known as the Garden of Canada.

SELLING AGENTS:

New Brunswick
J. HUNTER WHITE
St. John, N. B.

Nova Scotia:
COLWELL & BINNEY
Halifax, N. S.

Ontario:
GRIMSBY BROKERAGE CO.
106 Bay St., Toronto, Ont.

Quebec Province:
GRIMSBY BROKERAGE CO.
ANT. G. RENAUD
Resident Manager, Montreal.

Manitoba, Sask., Alberta and B.C.
STROYAN & DUNWOODY CO.
Confederation Bldg., Winnipeg.

ROYAL SALAD DRESSING

Canada's Fastest Selling Salad Dressing and the most profitable for every grocer

This old established favorite is known and preferred from coast to coast. You don't need to waste selling effort on it - it sells itself and never fails to repeat. Fall and winter with their many social affairs always increase the sale of this live seller. Keep it well displayed in your windows and on your counters and get this extra business.

ROYAL
Mayonnaise Dressing

—A none the less popular seller than its profitable running mate ROYAL SALAD DRESSING. This remarkably fine flavored dressing is milder than the Salad Dressing and is particularly delightful a s a fruit salad dressing, etc. You can increase your profits and your prestige by selling these two acknowledged leaders. Your wholesaler will supply you.

THE HORTON-CATO MANUFACTURING CO.

WINDSOR, CANADA

HERE ARE A FEW "LIVE" FALL and CHRISTMAS SELLERS

H. P. Sauce
Crossed Fish
Sardines
Shelled Nuts

Be sure you have a good Fall and Christmas supply of **H. P. Sauce**—the thick sauce that everybody likes. This fast seller is worthy of a place in the front ranks of your displays.

Crossed Fish Sardines—Another big favorite that you can depend on to bring you big profits. You can't give your customers better.

Liberty Brand Maraschino Cherries in glass are big sellers during the Winter social and Christmas Season. Be sure you have enough on hand. Our stocks of **Shelled Nuts** are most complete, order your requirements now to secure timely deliveries.

W. G. PATRICK & COMPANY, LIMITED

51-53 Wellington West, Toronto

HALIFAX MONTREAL WINNIPEG

Canada's

Brunswick Brand Sea Foods

have won an enviable reputation throughout Canada for *quality, reasonable price* and *exceptional flavor.*

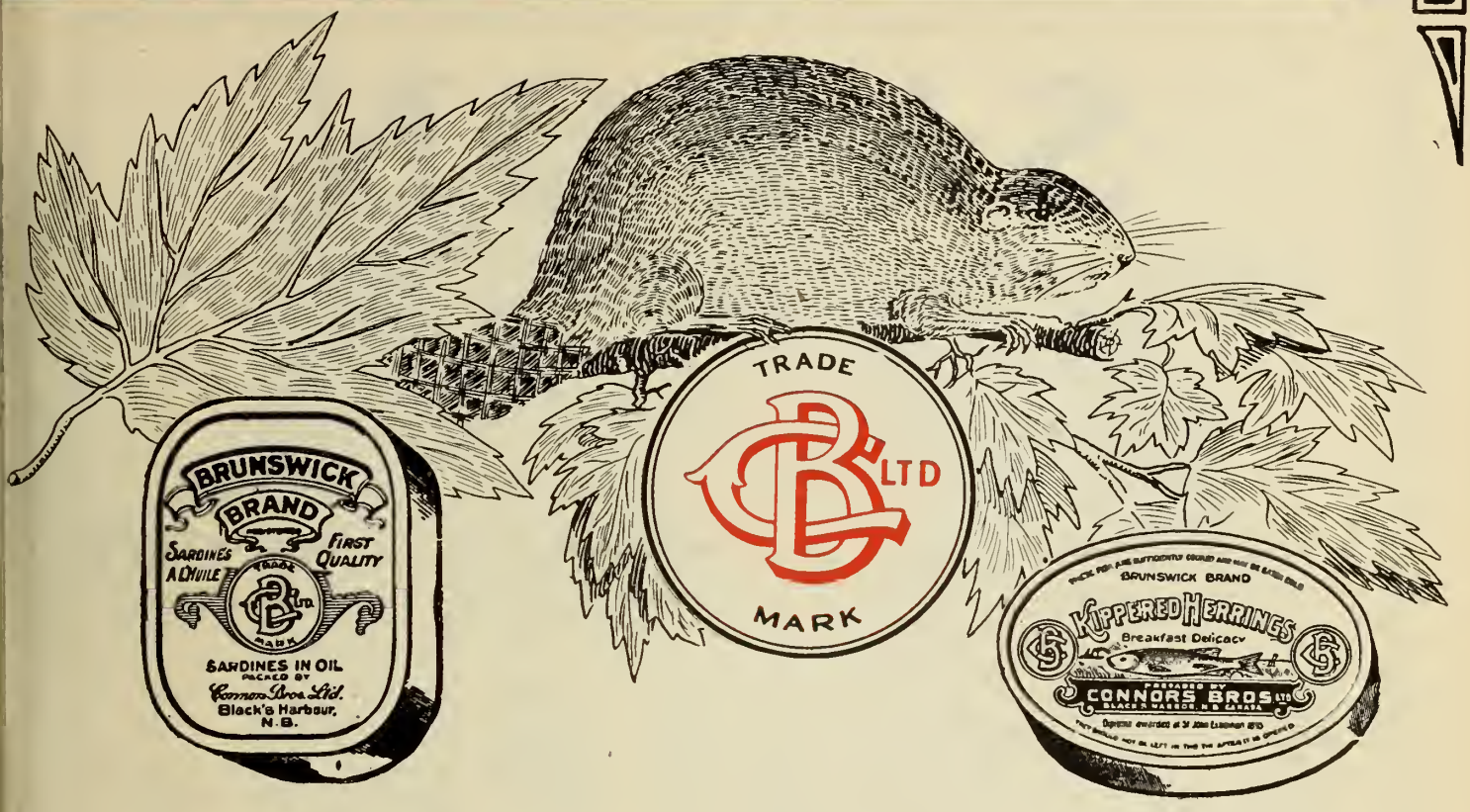
It has taken years of concentrated effort to perfect *Brunswick Brand Fish Foods* and it is this perfection in processing and packing that guarantees steady, profitable repeat sales and 100% customer-satisfaction wherever they are introduced.

Connors Bros., Limited

BLACK'S HARBOR, N.B.

Winnipeg Representative:

Chas. Duncan & Son, Winnipeg, Man.



Finest

¼ Oil Sardines
Finnan Haddies
Kippered Herring
Clams
¼ Mustard Sardines
(Oval and round tins)
Herring in Tomato Sauce

Brunswick Brand Sea Products are put up in attractively labelled tins and are prepared in our own Canadian plant (one of the finest on the Atlantic Coast), so situated that we never fail to secure the very choicest pick of the season's catches.

The *Brunswick* lines will appeal in a big way to European and other foreign trade because of their remarkable flavor and purity and through our

Ideal Location and Unequalled Fishing Facilities

(On the sea coast a short distance from the port of St. John), we are enabled to offer importers remarkably good Service and quick shipments

Write for particulars.

Connors Bros., Limited

BLACK'S HARBOR, N.B.

SAPON
GOLDEN CEREAL SOAPS

6 REASONS
WHY YOU SHOULD SELL SAPON GOLDEN CEREAL SOAPS

First Not a particle of animal fat used in their manufacture.

Second Will give a better lather than any other soap made.

Third Can be used equally as well in hard water or salt sea water as in soft water.

Fourth The only cereal soap made in the world.

Fifth Thoroughly cleanses the skin and remedies long standing skin disorders.

Sixth Can be sold at a price to meet popular demand and shows a nice profit for you.

Try a Little—Any Wholesaler Can Supply You.

MADE IN CANADA BY

SAPON SOAPS OF CANADA LTD., HAMILTON, ONT.

Also at LONDON, Eng., MARSEILLES, France, and NEW YORK

SPECIAL REPRESENTATIVES;

The Wilson Chemical Co. Ltd., St. John, N.B. A. H. Jarvis, Brokerage and Purchasing Co., Ltd., Edmonton, Alta.

SAPON
GOLDEN CEREAL SOAPS

Made in a Variety of Shapes and Perfumes.

Packed in England

Canadian Tea Consumption

THE tea consumption in Canada is estimated at about five pounds per person. This means that each person drinks about 1,500 cups of tea per year. And when anybody drinks that much tea a year he becomes a mighty good judge of tea.

And good judges of good tea vote that Tetley's Golden Tips and Sunflower teas are mighty good teas! They should be, too! For the carefully selected leaves are blended from a blending experience that extends over a period of over 100 years. That accounts for the real cup quality.

We are receiving shipments of Tetley's Teas right straight along now and are prepared to fill your orders. Tetley's means ready sales and a quick turnover.

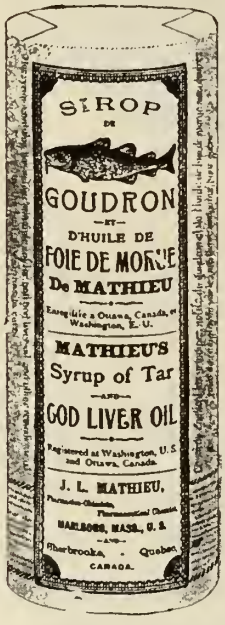
TETLEY'S TEA

Makes good tea a certainty.

KNOWLER & MACAULAY, Ltd.
VANCOUVER
Selling Agents for
British Columbia

MASON & HICKEY
Head Office, WINNIPEG, MANITOBA
Selling Agents for
Manitoba, Saskatchewan and Alberta

Two safe and efficient remedies every grocer should stock—

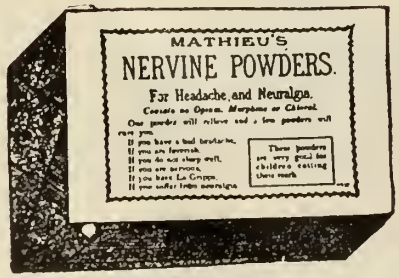


MATHIEU'S SYRUP OF TAR and COD LIVER OIL

Here is a remarkably good seller that has earned a national reputation for its efficiency in the treatment of coughs, colds, la grippe, etc. It not only cures obstinate colds, etc., but it also has a tonic effect on the system. It's up to you, Mr. Merchant, to bring the merits of this effective remedy before your customers, because every satisfied user will be a booster for your store.

MATHIEU'S NERVINE POWDERS

A harmless preparation of the purest ingredients that is unequalled in the treatment of headaches, neuralgia, nervousness, etc. Contains absolutely no harmful drugs and like every one of the other members of the **Mathieu family,** it has won confidence and satisfaction wherever sold.



J. L. MATHIEU COMPANY

SHERBROOKE PROPRIETORS QUEBEC

PRIDE
OF
CANADA
PURE
MAPLE SYRUP
The Pride of Canada Maple Syrup is made from the sap of the Maple tree and is absolutely pure
PUT UP ONLY BY THE MAPLE TREE PRODUCERS ASSOCIATION LIMITED
OFFICE 58 WELLINGTON ST MONTREAL

"Madam—You always get absolutely pure maple syrup when you ask for" .....

"Pride of Canada" Maple Syrup

Retailers can guarantee the purity of "Pride of Canada" brand with absolute assurance that they are giving them the purest and best maple syrup that can ever be made. You can tell your customers that the Government report guaranteed "Pride of Canada" to be absolutely pure and unadulterated Maple Syrup and that it is made under the most hygienic conditions in strict accordance with Canada's Pure Food Laws.

When your customers want a real maple syrup for pancakes, etc., this fall and winter, fill their orders with "Pride of Canada" and you'll always be sure of satisfaction and worth while profits at the same time. Order from your wholesaler or direct from our representatives listed below.

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 95 King St., East, Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

Offices : 58 Wellington St. W., Montreal, Canada

Shirriff's

TRUE ORANGE MARMALADE

The Reason Is—
It's Good Marmalade

SHIRRIFF'S Marmalade finds a ready sale always, because it's good marmalade. There is no other way in which a product can hold its place in public favor. Shirriff's Marmalade is not a luxury, but a necessity, in thousands of homes in Canada. The fact is, Shirriff's is so delicious that people who have once tried it, would never be without a jar (or pail) of Shirriff's Marmalade in the house. If **you** have some customers who do not know how delightful good marmalade really is—introduce them to Shirriff's. It may lead to much profitable business. Most certainly it will uphold your store's reputation for quality.

IMPERIAL EXTRACT COMPANY
TORONTO, CANADA

Sole Selling Agents:
Harold F. Ritchie & Co., Limited,
Toronto and Montreal

The Public are going strong for OXO Cubes

Get your share of the trade

Oxo Cubes are so handy and good they appeal to everyone--every man, woman and child, rich and poor. Now is the time to feature them in your window displays, and in your own advertising. Help US and you will help YOURSELF. Oxo Cubes are big and steady sellers all the year round, but more than ever NOW!

The Beef Cubes That Sell

OXO Limited

MONTREAL
TORONTO WINNIPEG

Tins of 4, 10, 50 and 100 cubes

The Reason for Macdonald's Supremacy

- -is not advertising, though advertising has had much to do with constantly increasing sale of Macdonald's Tobacco. The reason for Macdonald leadership in Canada to-day lies in the satisfaction that smokers find in "the tobacco with a heart."

And the reason for Macdonald's popularity with the retailer is this same satisfaction—plus the unusually high percentage of profit to be found in Macdonald's Tobacco, a profit further increased by the rapid turnover and the correspondingly small amount of capital involved.

The Tobacco with a heart

MACDONALD'S

MALCOLM MILK PRODUCTS

"Purely Canadian"

Canadian cows produce, and always have produced, Malcolm Milk Products.

Canadian capital started this enterprise and has continued it ever since.

Every cent you spend and your customers spend on Malcolm products, stays in Canada for Canadian development.

And you can always depend on the Quality, because of the rigid inspection of source of milk supply and the care exercised in the condensing process.

The Malcolm Condensing Company, Limited

ST. GEORGE :: ONTARIO

The "Easy" way to sell SAL SODA

Arm and Hammer Brand Sal Soda in handy 2½ lb. cartons, saves you time and money formerly lost in weighing and wrapping the bulk article. Bulk Sal Soda deteriorates while Arm & Hammer Brand Sal Soda in handy cartons insures the arrival of this super-strength soda at your customer's home in perfect "full strength" condition.
Ask your wholesaler to supply you.

Church & Dwight, Ltd.

MONTREAL

NONSUCH

Liquid Stove Dressing can be recommended as the best stove polish manufactured and we guarantee entire satisfaction.

Order a case from your wholesaler.

"MADE IN CANADA"

The Nonsuch Mfg. Co., Ltd.

TORONTO

Selling Agents for Manitoba, Saskatchewan and Alberta:
STROYAN, DUNWOODY CO.,
Confederation Life Bldg.,
Winnipeg.

Agents for British Columbia:
QUELCH & STERLING
Vancouver, B.C.

This grocer knows the value of Procter & Gamble products!

He knows that his customers realize the advantages of using Procter & Gamble products not only because of personal experience but also because of the national advertising that takes the P & G message into practically every home. Therefore, he makes it easy for his trade to secure all of the good brands that come from our factories.

The photograph above was taken during a special demonstration sale of our products. He used originality in handling the sale and consequently enjoyed an unusually large volume of business.

The grocer who knows how Procter & Gamble products are regarded by his trade will invariably push them, and the results are always good. "The goods that come from P & G are worth a man's time in pushing them," declared one dealer. "They give more sales for a given amount of effort than anything else sold in a grocery store."

The Procter & Gamble Distributing Co.
of Canada, Limited

50 Bay Street, Toronto, Ont.

Send mail orders to any wholesale grocer

Zero weather boosts Klim Sales

KLIM is pure pasteurized skimmed milk, powdered by our exclusive "spray" process in our own plants which are located in the heart of Canada's finest dairy farms.

KLIM
PURE SEPARATED MILK IN POWDER FORM FOR ALL USES WHERE SUCH MILK IS NEEDED
ONE POUND NET
CANADIAN MILK PRODUCTS LIMITED
TORONTO MONTREAL

There is nothing like KLIM—no source of milk supply that is fresh, sweet and pure under all conditions. Never freezes, never sours No waste. For table use or for cooking.

WHEN the milkman comes too late for breakfast needs, when the milk arrives frozen hard, when guests are entertained—is the season when KLIM sales are easiest. All that's needed is a suggestion from you, and many of your customers will be giving you extra profit—profit that the milkman now gets.

Put KLIM on your memo pad now—order from your wholesaler next time he calls.

Canadian Milk Products Limited

10-12 St. Patrick St., Toronto.

81 Prince William St. ST. JOHN
319 Craig St. W. MONTREAL
132 James Ave., E., WINNIPEG

B. C. Distributors: Kirkland & Rose, 132 Water Street, Vancouver, B. C.

It always pays to sell the best---that's why so many grocers feature

King Oscar Sardines

These nationally popular sardines are packed up to a standard, not down to a price. Their flavor and quality is so far above the average that they never fail to win steady repeat orders from the most exacting sardine connoisseur.

Only the finest selected Norwegian caught Sardines are put up under the King Oscar label and they're packed in pure olive oil. Your wholesaler can supply you.

CANADIAN AGENTS :

John W. Bickle & Greening

Hamilton, Ontario

DISPLAY "BEE HIVE"

RIGHT NOW

A few tins of *"Bee Hive" Corn Syrup* on your counter or in the window from now on will bring you new business.

Pure and wholesome, *"Bee Hive"* fills the bill for breakfast use these frosty mornings, and for griddle cakes, waffles and all other table uses.

Its reputation is of many years' standing; its quality as fine as can be produced. The flavor of *"Bee Hive"* will meet with the general approval of your customers.

Other St. Lawrence quality products include Durham Corn Starch and Ivory Gloss Laundry Starch.

St. Lawrence Starch Co. Ltd.

Port Credit, Ontario

REINDEER FLOUR

...the flour that always "makes good"

You can't offer your customer better than Reindeer Flour and you'll seldom find its equal in purity, whiteness and quality. The special, unique process under which we prepare this superior flour from the finest No. 1 Canadian Hard Wheat greatly enhances its food value above ordinary flour and our painstaking inspection and exacting milling standards guarantee its high quality to be absolutely uniform. You can recommend it with assurance that it will always make good.

Peterboro Cereal Company,
Peterboro, Ont.

Branch Mill: Campbellford, Ont.
General Sales Office: Peterboro, Ont.

NUGGET BROOMS

The Best Repeaters in Canada

The photograph above shows the clean stock of all "Nugget" Brooms—not only on the outside, but right through to the centre. No seeds, no stems are visible.

Is Your Broom Business Steadily Growing?

Have you checked up your business in brooms this year? It may surprise you to find that some competitor must have been cutting into your broom trade.

This may be due to the line you are carrying.

Women are shrewd buyers of brooms. They select a broom of good appearance—but it must be light in weight, with carefully selected and trimmed stock securely bound. They have learned by experience that a quality broom is the most economical in point of service.

Study the Line You Are Carrying

"Keystone" Brooms are the biggest repeaters on the market. A new system of sorting and grading corn enables us now to absolutely guarantee a uniformity in quality never before equalled in the making of brooms.

There are eight famous brooms made under the Keystone Brand—the "Nuggett," "Patricia," "Klondike," "Elgin," "Evangeline," "Jubilee," "Great West," and "Sterling."

Don't lose this profitable business in brooms. Send for a sample shipment of the Keystone brand to-day.

KEYSTONE BRAND

Stevens-Hepner Company, Limited, Port Elgin, Ontario

WILL PLEASE YOUR TRADE

AND SHOW YOU A NICE PROFIT

WIRE US FOR A CAR OF ASSORTED WINTERS

Sole Distributors :

MAPLE LEAF TEAS AND COFFEES

MAPLE LEAF SEEDED RAISINS

LACROSSE (Sockeye) SALMON

Our Shipping Tonnage during July, August, September, 1921, was the largest in our business history—(50 years)
We are Grateful. There's a Reason.
Prices and Good Service.

T. Kenny & Co., Limited

Wholesale Grocers

CHATHAM Phones 5, 85 Phones 154, 155 SARNIA

Here's a real opportunity to make big extra Xmas and New Year's profits

Benefit by last year's experience of hundreds of live grocers

Last Christmas and New Year's, many aggressive merchants took advantage of the increasing demand for unfermented wines and beverages by displaying them prominently in their holiday windows, and remarkably fine results rewarded them. Don't let this opportunity slip by you this year—order a good supply of our carefully selected and attractively bottled wines and get these extra profits yourself. Many merchants feature a Special Xmas and New Year's Hamper of 1 doz. bottles made up of a selection from the following:

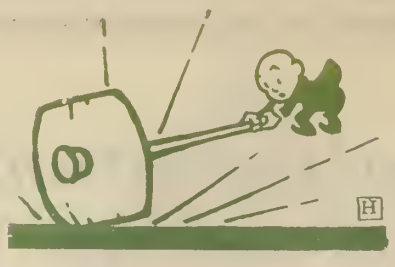
Red Cherry Wine	*Port Wine*	*Strawberry Wine*
Black Cherry Wine	*Sloe Gin*	*Blackberry Wine*
Creme de Menthe	*Grape Wine*	*Raspberry Wine*
Ginger Wine	*Tokay (White Grape) Wine*	

We are making special arrangements to fill your Xmas orders carefully and quickly at $4.50 per dozen—if you have not time to write us, telephone your order or wire direct at our expense.

Ontario Wine Company

New Toronto - - Ontario

Manufacturers of PURE NATIVE WINES. *Price Lists on Application*



THE BIG PRUNE DRIVE

IS NOW ON

For the first time in the history of the industry a comprehensive effort is being made to increase the consumption of prunes. The California Prune and Apricot Growers, Inc., "Sunsweet" —beginning Nov. 1st in Toronto—will start a tremendous campaign that will have everybody thinking about prunes—and new ways of using them.

"SUNSWEET"

Watch the newspapers for the brilliant campaign on "Sunsweet" and take advantage of it by cleaning up a couple of boxes making them look nice and fresh—put them in the window or on the counter—surround them with the 2 lb. and "nickel" cartons —you will be surprised at the sale—also sales of custard and corn starch.

The "Sunsweet" man will be in your store telling you about the campaign—ask him to help you fix up a window—also tell him to put your name down for Paul Findlay's (Henry Johnston, Jr.) book on "Profit in Prunes"—which gives new practical sidelights on merchandising prunes. This book is worth money to you and contains the famous "Retail Price Selling Chart."

SAINSBURY BROS., LIMITED

ST. JOHN -- MONTREAL - TORONTO
WINNIPEG - VANCOUVER

THE SUGAR NOW-A-DAYS

ROYAL ACADIA SUGAR

"EVERY GRAIN PURE CANE"

Selling your customers the best sugar is simply a matter of supplying

Royal Acadia

Leading Grocers Everywhere Are featuring this brand—finding it pays to sell a product that is always good.

INSIST ON ROYAL ACADIA

From Your Jobber

Acadia Sugar Refining Company, Limited

Montreal -:- **Halifax**

Fruits for Thanksgiving and Christmas

If you want fruits of real quality and good appearance for Thanksgiving or Christmas—for any time of the year, in fact—you should get in touch with us.

"Quality Goods and Prompt Service" is our motto.

SEASONABLE FEATURES

California Oranges and Lemons

Emperor Grapes

Sweet Potatoes

Johnathan Apples

H. J. Ash

44 Church Street - Toronto

CHRISTMAS STOCKINGS

Made in Canada

Much better value than the Imported lines. Prices:—80c, $1.20, $2.00, $4.00, $6.00, $8.00, $12.00, $16.00 per doz. Sample order of $10.00 makes a splendid assortment.

Card like this size 11 in. x 16 in. In suitable colors. Sent out with every order for $10.00 or over.

PUGH SPECIALTY CO.

LIMITED

38-42 Clifford St., Toronto.

Maple Sugar

9 *cts*

Per Pound

F.O.B. Quebec

In quantities of 100 lbs. and over. Guaranteed absolutely pure Dark color.

Send your orders direct to

Jos. Emond

St. Joseph St. *Quebec*

New Layer Figs

New Table Raisins

Snow Apples, "Delicious" Apples. Late Howe Cranberries. Emperor Grapes. New Taragona Almonds. New Messina Lemons.

The above are only a few of the new lines appearing on the market, and of which we have—The Best of Everything from the World's Markets.

WHITE & CO. Ltd.

Quality Fruits

Toronto, Ontario

Now is the time to order your

Xmas Fruits and Fancy Grocery Lines

FAIR PRICES—HIGH QUALITY—FAST SERVICE

Seven direct lines leading out of Stratford enables us to give unusually fast shipping service. Our stocks of Christmas Fruits (Foreign and Domestic) Fancy Grocery lines, nuts, peels, etc., are always fresh and complete, while our old established reputation for fair square dealing is your guarantee of right prices. Let us send you our price list. Write us today.

JAMES LLOYD & SON

Wholesale Importers—General Commission Merchants

Stratford, Ont.

Box No. 266

PURITY

....the "Salt" for the Xmas baking

There is nothing more important in the cooking of the Christmas turkey, the Christmas cake, or other Christmas delicacies, than the "pinch of salt." When you hand out **"Purity Table Salt,"** you can always be assured that your customers use as pure and as high quality salt as there is on the market.

Mention **"Purity"** to the wholesale traveler next time you order salt.

The Western Salt Company

COURTRIGHT, ONTARIO

Old English Xmas Pudding (Basins and Tin Moulds.)

MINCEMEAT

LEMON CURD

PRICE LISTS AND FURTHER PARTICULARS

Tebbutt and Co.

"Established upwards of a century"

Melton Mowbray,
England.

Canadian Representative:
A. C. Chapman, 318 Dorchester St., Montreal

A Fruit House That Gives

SERVICE and QUALITY

Do you realize that these two things are the Biggest Business Getters there are?
Hence the Reason for our Large Business Growth.

Large Buying — Large Sales

Make our

Prices Right — Stocks Fresh

Order Now for Christmas

of

Oranges	New Dates	Vegetables	Grapes
Cranberries	Lemons	New Nuts	Fish
Bananas	Apples	Grape Fruit	New Figs

BEST SERVICE IN ONTARIO

HUGH WALKER & SON, LIMITED

ESTABLISHED 1861

GUELPH - ONTARIO

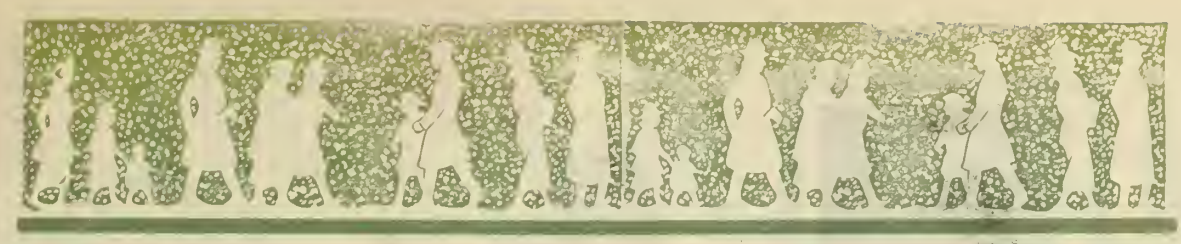
BRODIE'S XXX

Self-Raising Flour

Let your customers know that you stock **Brodie's XXX Flour** by getting up regular displays. Tell them that **Brodie's** makes delicious pancakes, light wholesome biscuits and muffins. Urge them to give it a trial and you can depend upon it that the perfect results it produces will bring them back time after time.

At your wholesalers.

Brodie & Harvie, Limited
Bleury Street, Montreal
Quebec Representatives—
Renaud & Cie., Incorporated, Quebec



When it comes to Christmas

—and the time for savoury Christmas Turkey with Oyster Stuffing, for delicious Christmas Puddings, Cakes and Pies—consider how flavorless every dish would be, without its allotted grains of salt!

When you stock up with Christmas supplies, don't forget

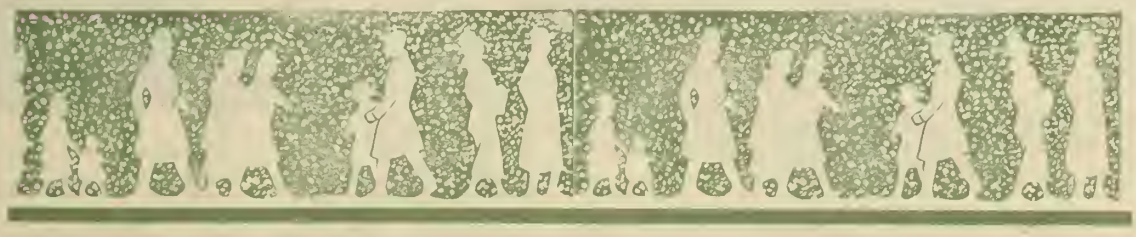
WINDSOR SALT

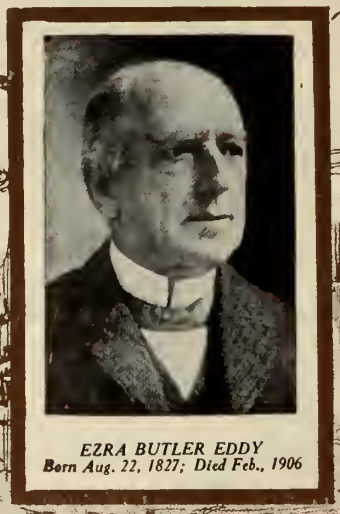
Because Windsor Salt is absolutely the purest salt you can buy, and consequently has the finest savour, it is the best to bring out every atom of the flavor which gives a zest to food.

Windsor Salt never loses its savour. It is essential in all Christmas cooking.

The Canadian Salt Co., Limited

WINDSOR - ONTARIO





EZRA BUTLER EDDY
Born Aug. 22, 1827; Died Feb., 1906

1851

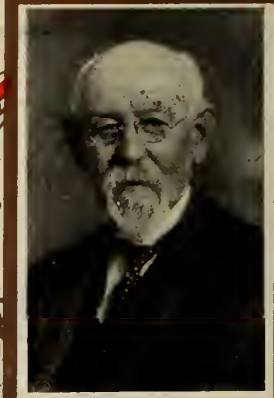
PIONEERS

In every line of endeavor there are always those who blaze the trail.

In the Canadian Match, Paper and Indurated Fibreware industry two names stand out pre-eminently as pioneers—the late EZRA BUTLER EDDY, founder of the E. B. Eddy Co., and Mr. George H. Millen, inventor and former business adviser of Mr. Eddy, now President of this world-famous firm. The story of how over seventy years ago, the late Mr. Eddy first began, the manufacture of matches, in a small barn where his daily out-put amounted to a few dozen boxes, up to to-day, when this out-put under the guidance of his able successor, Mr. Millen, has increased to the astounding figures of over 350 million matches a week, as well as vast quantities of paper, paper products of all kinds and Indurated Fibreware, is one as interesting as a popular book of fiction. Eddy products are not only pioneers of quality, they are leaders in sales.

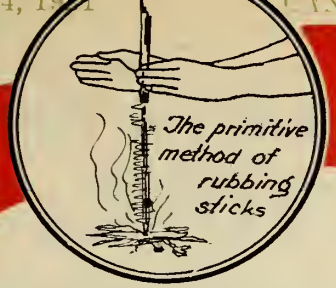
The trail these pioneers have blazed can well be pointed to with pride, for at each stage of development EDDY PRODUCTS maintained their leadership in sales and quality and the confidence of the Canadian people against the competition of the world.

The E. B. EDDY COMPANY, Ltd.
HULL, CANADA



GEORGE H. MILLEN
President of the E. B. Eddy Company
On whom E. B. Eddy's mantle fell

1921



From the primitive "Flint and Steel" to the last word in modern match craft

EDDY'S "SILENT 5"

Savages used to obtain fire by rubbing the sharpened end of a hardwood stick against a notched piece of soft wood. Later came the "fire stones" and flint and steel, used by the early inhabitants of Britain, the first step forward. Next the tinder box, into which a stick of wood tipped with sulphur was dipped, to be lighted. About the year 1826 the "lucifer" was invented.

The latter was a stick tipped with chlorate of potash and sugar, but to light it the user was forced to carry a bottle of oil of vitriol, into which it had to be dipped to set it alight. Then followed the common phosphorous and sulphur tipped match that flamed by friction—an offensive and dangerous match that spluttered burning sulphur when lighted and the so-called safety poisonous match. Then came the crowning achievement in the art of modern match craft—the "EDDY SILENT 5" the world's safest, latest and most dependable match, eliminating offensive odor and danger from poisoning—the match that burns with a steady flame and never breaks off, never splutters and NEVER GLOWS WHEN EXTINGUISHED.

There are from 30 to 40 different brands and 15 to 20 Domestic lines of Eddy's world famous Matches as well as Wax Vestas, Gas Lighters, Flamers, etc. Each one a real achievement in the art of match-making, and the fastest sellers in their respective classes

Get our prices before you order

XMAS CONFECTIONERY

Xmas Stockings to retail at 5c. to $2.50. See our Lucky Tubs and Doll Sticks at from 5c. to 15c. each retail. These are the greatest repeaters we ever offered.

MR. JOBBER AND MR. RETAILER—WRITE US FOR PRICES

CHAS. LAUDER CO.

Wholesale Confectioners

TORONTO

STICKNEY & POOR'S

Rapid Cooking

TAPIOCA

Easy to Sell

Easy to Cook

S. & P. Tapioca makes dainty delicious desserts in a jiffy. Your customers will buy it again and again, once they know how easy it is to prepare. Tell them about it.

Like all Stickney & Poor Products it represents the utmost in quality and dependability. Stock it. You'll sell it fast.

Your co-operating servant,
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century honored 1921
HALIFAX
Mustard - Spices - Seasonings

APPLES

Get our quotations before you purchase

GEORGIAN BAY FRUITS

Before you place your order for your apple requirements for winter use it will pay you to get our prices. You'll find them most reasonable and our service and delivery all you could desire.

Georgian Bay Fruits are well known for their fine quality and flavor. You can count on them to please your customers. Write us.

LEMON BROS.

Owen Sound, Ontario

Fruit, Produce & Commission Merchants

"Saxonia Brand Fruits"

Packed in half and one-pound packages.

PRESERVERS OF

Candied, Glace, Crystallized and Drained, Citron, Lemon, and Orange Peels, Pineapple, Ginger, Assorted Fruits, Bigarreaux Cherries, Maraschino Cherries, etc.

Saxonia Fruit Preserving Co., Ltd.

Factory
First Avenue and Ernest St., Montreal, Que.

Sole Agents for Canada
The John T. McBride Co., Limited
189 St. James Street, Montreal, Canada

"Made-in-Canada"

Two Popular "Canadian Made" Sellers

Junket
MADE with MILK

A delicious, economical and nutritious dessert that can be quickly prepared in a great variety of dainty desserts. It is put up in 10-tablet packages and retails at 15c—a very fine seller.

JUNKET POWDER
NESNAH

This is Junket in powdered form. Just the thing for quickly-made desserts. Retails at 15c with an excellent profit margin. Attractively packaged and comes in four different flavors.

Chr. Hansen's
Canadian Laboratory
Toronto, Canada

SELLING AGENTS FOR CANADA:
LOGGIE, SONS & CO.
32 Front Street West, Toronto

Try a sample order of these two high-grade lines. You'll find them quick movers.

There's always a big demand for olives during the Xmas Season

CLUB HOUSE OLIVES

represent the highest quality olives packed. They are large and carefully selected olives put up in attractively labelled bottles. This Fall and Winter will see many social functions in your locality where olives will be essential.

If you insist on Club House Olives from your wholesaler you'll be sure of getting the best there is.

You'll find it easy to Sell

RIDEAU HALL COFFEE

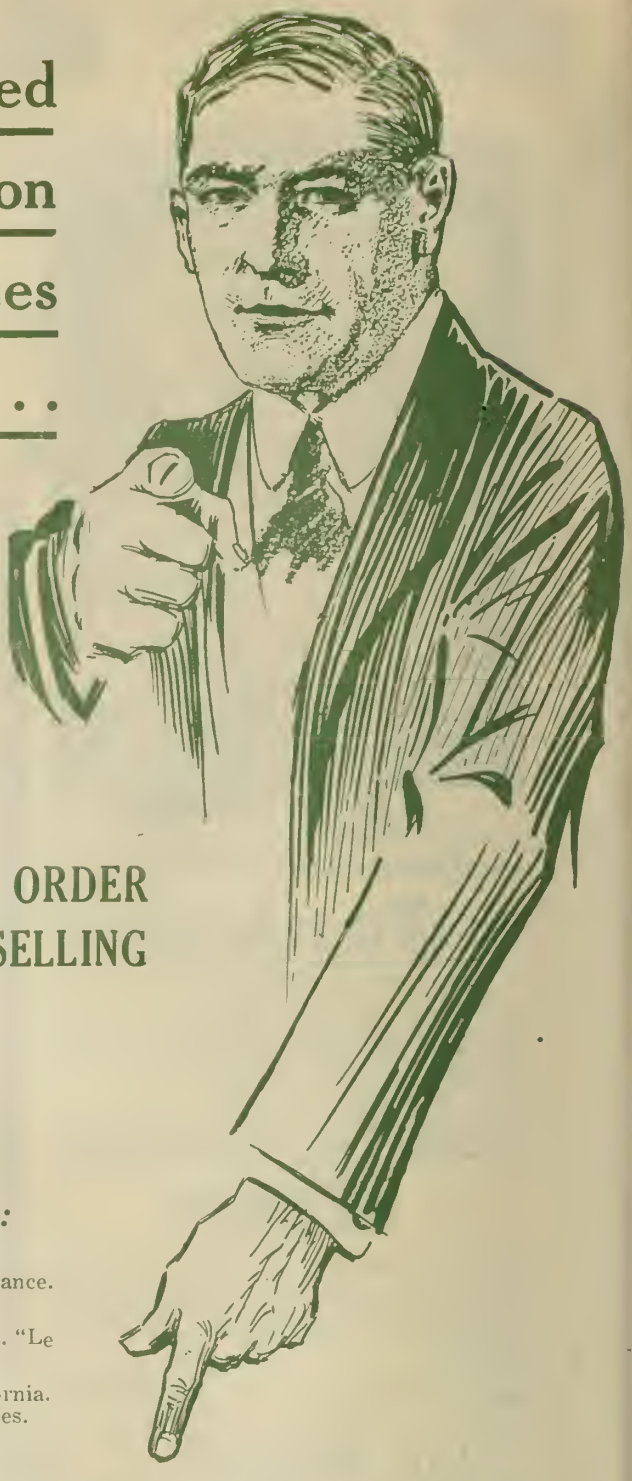
Rideau Hall Coffee is always popular wherever it is introduced. Its rich, full flavor and delicious aroma will bring you new customers and keep them coming. Club House Catsup is another one of our high standard popular sellers. Try a sample order or write for list of our other lines.

GORMAN, ECKERT & CO., LTD., LONDON, ONT.

Western Agents - Mason & Hickey, Winnipeg, Man.

MR. GROCER

.... this is the old established house that you can depend on for high-grade lines, fair prices and rapid deliveries .....



Years of honest, courteous service supplying our patrons with only highest quality, live selling grocery lines have built up for this House an enviable reputation for fair, square dealing. Our comprehensive stocks, excellent warehouse and storage facilities with sidings on all railroad lines entering Ottawa enable us to give unusually rapid service.

NOW IS THE TIME TO PLACE YOUR ORDER FOR FANCY LINES FOR CHRISTMAS SELLING

Don't delay another day. Write for our price list of fancy grocery lines and fruits and place your order now to secure timely delivery.

Sole Agents For These Famous Firms:

Amieux Fréres, France. Packers of only high-class goods unequalled in the world, such as Patés de Foie Gras, Galantines, Truffles, Sardines, Mushrooms, Peas, Haricots, etc.

Caisson Brocard, Nice, France. Pure Olive Oil.

C. Ferrier & Cie, Marseilles. "Le Chat" Pure Castile Soap.

Hotchkiss Glass Jar, California. Canned Fruits and Vegetables.

L. H. MAJOR & J. SOUBLIERE, LIMITED

Wholesale Grocers

160 NICHOLAS ST. (P. O. BOX 145), OTTAWA, ONTARIO

Phone Rideau 25, 26 and 606

EAT Som-Mor Biscuit TODAY

BUILD BIGGER BUSINESS
And Better Profits

The combination of high quality—and consistent advertising, has made Som-Mor the best selling Biscuit in Western Canada.

The Biscuit in the Striped Package enjoys the favor of all who have used them—gaining a reputation for purity, freshness, and deliciousness, which guarantees a permanent demand for them.

Those who have not yet enjoyed them, are being constantly reminded by our advertising, and will eventually be buyers of the Biscuit in the Striped Package.

You can help get this business for yourself, by co-operating with our efforts—keep your stock complete, and **display it.**

The Biscuit in the Striped Package provides a wide variety of high class biscuit, among which are Som-Mor, Fairy Soda, Graham Wafers, Social Tea, Ginger Snaps, Royal Arrowroot, etc. Order from our nearest branch.

North-West Biscuit Company, Ltd., Edmonton, Alta.

Winnipeg	Regina	Calgary	Vancouver
Moose Jaw	Saskatoon	Nelson	Victoria

97

There Are Big Extra Profits Waiting For Grocers This Fall and Winter in

MARSH'S
Grape Juice

There is an almost endless variety of ways in which grocers can suggest delightful Fall and Winter uses for **Marsh's Pure Grape Juice** that will mean big extra profits. For instance, Marsh's Grape Juice makes ideal punches, etc., for social affairs—or for adding richness, color and body to sherbets, or as a dainty flavoring for a great variety of desserts. It is ideal for the sick room and its recognized health value beyond mere flavored beverages is making it a big winter seller.

Feature it and suggest its uses, it will pay you well.

The Marsh Grape Juice Co.
NIAGARA FALLS, ONT.

ROBERTSON'S MARMALADES

(New Season's Pack)

From Paisley, Scotland

The New Season's pack of **Robertson's** Marmalades will begin to arrive in December, for distribution in Winnipeg and Western Points.

Robertson's Marmalades

Include the following kinds:

Sole proprietors of
Orange Jelly
A New and most delicious Marmalade in great demand.

Golden Shred Marmalade
Scotch Marmalade
Pineapple Marmalade
Tangerine Marmalade
Ginger Marmalade
Green Fig Marmalade

Sole proprietors of
Silver Shred Marmalade
Delightfully flavored and most popular

Packed in 1 lb. and 2 lb. Jars and 4 lb. and 7 lb. tins and all standard tins full net weight.

Robertson's New Season's Prices will be attractive and will enable the Jobber and Grocer to sell freely as they have done in the past.
Don't stock other lines before getting our prices which will be issued in good time.

James Robertson & Sons, Ltd.

Paisley, Scotland

are sole proprietors of GOLDEN SHRED MARMALADE

Feature **Robertson's** celebrated MINCEMEAT for shipment in time for the Christmas Trade, packed in containers holding 14 1-2 oz., 29 oz., 6 lbs., and Kegs of 1 3-4 cwt.

C. & J. Jones

Agents

144 Lombard St. **Winnipeg**

HERE IS A BIG SELLER FOR THE CHRISTMAS TRADE

The Great Canadian Toy Dirigible Balloon.

Sells to the Consumer for 25 cents

Showing you the handsome profit of 33 1/3 % on each sale

THEY SELL THEMSELVES

149 of these airships were sold in one day in a Montreal store.

No loss, no waste, quick sellers, easily handled.

Cost per Dozen, $2.00.

MOHICAN BALLOONS IN 25-cent PACKAGES.

Small counter envelope package display stand for Mohican picture balloons is the most profitable silent salesman a dealer can place on his counter.

Takes up practically no space, no time lost in making sales or handing out the packages.

$2.00 per doz. No charge for stand.

Write for Illustrated Price List of Mohican Christmas boxes.

Mohican Mammoth Decorating Balloons imprinted with Santa Claus, and the words **"A Merry Christmas"** in individual envelopes supplied at $2.00 per doz. These are unsurpassed for Christmas decorations.

Send in your orders early.

F. D. Cockburn, 149 Notre Dame Ave., East
WINNIPEG
Representative for Manitoba, Alberta and Saskatchewan

George Holden, Limited,
929 Standard Bank Building,
Vancouver, B.C.
B. C. Agents

ROBERTSON & MURPHY, Limited

247 St. Paul Street, West - MONTREAL

Bottled Coca-Cola

TRADE MARK REGISTERED

Everybody likes this *Delicious* and *Refreshing* drink. Everybody buys it. And it's up to you to get your share of the demand by stocking Coca-Cola and suggesting it to every customer—by the bottle or by the case.

Once you start selling it you'll be just as big a Coca-Cola booster as the hundreds of other grocers who are cashing in on Coca-Cola popularity and publicity.

And the demand is ready—waiting for you to connect up.

Will you have it when they call?

THE COCA-COLA CO.
Winnipeg
Toronto
Montreal

7T D

Will you have it when they call?

The Old Stand-Bys

These two long established brands of syrup, both products of the Canada Starch Company, have withstood the test of time and competition.

"Crown Brand" and "Lily White" Corn Syrups are now known in every household from Coast to Coast, as a spread for bread and toast and pancakes, and for baking and cooking. Housewives should also remember to use "Lily White" syrup freely during the preserving season, as in combination with sugar it will greatly improve their preserves.

On the opposite page is shown the Company's latest product,—the most successful mixture of molasses and corn syrup—already becoming well-known to the Trade under the name of "Lassies".

THE CANADA STARCH CO., LIMITED, MONTREAL

The New Partner

"Lassies"—the delicious new combination of the finest Barbadoes Molasses and Corn Syrup—It makes an excellent table syrup and is also being used for cooking and baking, for making candy, for cakes, etc. Its qualities should make it as popular in the home as "Edwardsburg Crown Brand" and "Lily White" Corn Syrups.

Now is the opportune time to display and sell this new line. Fall and winter months stimulate the demand. The bright label on the tin makes an attractive display. It will bring you in new business.

THE CANADA STARCH CO., LIMITED, MONTREAL

A Line of Steady Profit for the General Store

Where do your customers secure their Paint and Varnish? Are you getting this business—or are you neglecting what can be made one of the most profitable departments in your business? For, after all, your store is the logical place for your customers to buy their paints and varnishes—that is if you stock the right line, the line of quality and satisfaction at fair prices.

TRADE ELASTICA MARK.

is a

Complete Line of Paints and Varnishes

You are getting most of the trade of your customers—ELASTICA will get you their paint trade and will win you many new customers among the paint users of your community.

ELASTICA offers every general storekeeper a splendid opportunity to increase his profits. Let us tell you the whole story—Send us a post card to-day.

"Save the surface and you save all" *Paint & Varnish*

INTERNATIONAL VARNISH CO. LIMITED.

TORONTO

MONTREAL WINNIPEG HALIFAX VANCOUVER

Cable Address—All Branches
"DONBAIN"

CODES:
A.B.C. 4th and 5th Editions
Armsby 1911, Western Union and Bentleys

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

CAN GIVE YOU

SERVICE

and by **service** we mean we give our principal's account **preferred attention** in every respect; **we** have a **sales organization** second to none; **exceptional warehouse accommodation** at all points, along with the **financial responsibility** which means much to the **manufacturer** who wants some guarantee of **stability** from their representatives.

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches: REGINA SASKATOON EDMONTON CALGARY VANCOUVER MONTREAL
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

Mason & Hickey

MANUFACTURERS' AGENTS

Head Office at Winnipeg, Manitoba

BRANCHES:

Fort William Regina Saskatoon Calgary
Edmonton Lethbridge Vancouver

WE REPRESENT THE FOLLOWING FIRMS

Anglo-British Columbia (The) Packing Co., Ltd., Vancouver.
Salmon.

Arbuckle Brothers, New York.
Green Coffee.

Arroz Milling Co., New Orleans.
Rice.

Biggs Fruit & Produce Co., Burlington, Ont.
Cider, Evaporated Apples.

Borden (The) Co., Ltd., Montreal.
Canned Milk.

California Packing Corporation, San Francisco.
Canned Goods, Dried Fruits, etc.

Canada Nut Co., Ltd., Vancouver.
Peanut Butter and Salted Peanuts.

Canada Starch (The) Co., Ltd., Montreal.
Starch, Syrup, Glucose, Mazola and Gluten Feed.

Creamette (The) Co., Minneapolis.
Macaroni Products.

Crescent Manufacturing Co., Seattle.
Mapleine.

Crown Broom Works, Ltd., Vancouver.
Brooms.

Dominion Sugar Co., Ltd., Chatham, Ont.
Sugar.

Dunbar Molasses & Syrup Co., New Orleans.
Molasses.

Dyson (The) Vinegar Co., Ltd., Winnipeg.
Vinegar.

Foster & Holterman, Ltd., Brantford.
Honey.

Gorman, Eckert & Co., Ltd., London, Ont.
Olives, Spices, etc.

Harper Presnail Cigar Co., Ltd., Hamilton.
Cigars.

Ingersoll (The) Packing Co., Ltd., Ingersoll, Ont.
Cheese.

Kellogg Toasted Corn Flake Co., Toronto.
Corn Flakes.

King-Beach (The) Mfg. Co., (1920) Ltd., Mission City, B. C.
Jams.

Loggie, W. S., Co., Ltd., Chatham.
Lobsters and Blueberries.

National Licorice Co., Montreal.
Licorice.

Nicholson & Brock, Toronto.
Bird Seed.

Procter & Gamble (The) Distributing Co., of Canada, Ltd., Toronto.
Bulk Crisco.

Sidney Trading Co., Ltd., Sidney, B. C.
Clams.

Standard Export-Import Co., Ltd., Stavanger, Norway.
Sardines.

Taylor, W. A., Con. & Mfg. Co., Ltd., Winnipeg.
Horseradish.

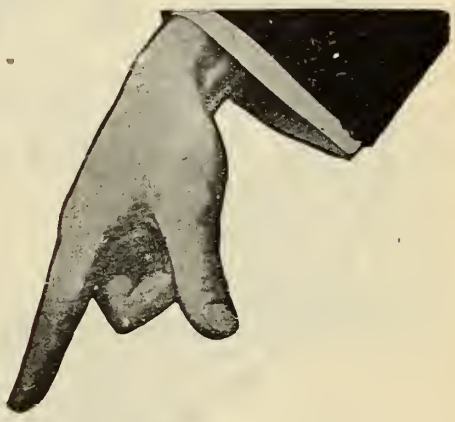
Tetley, Joseph & Co., Ltd., London, Eng.
Tea.

Wethey, J. H., Ltd., St. Catharines.
Jams and Mincemeat.

Mason & Hickey

287 STANLEY STREET WINNIPEG, CANADA

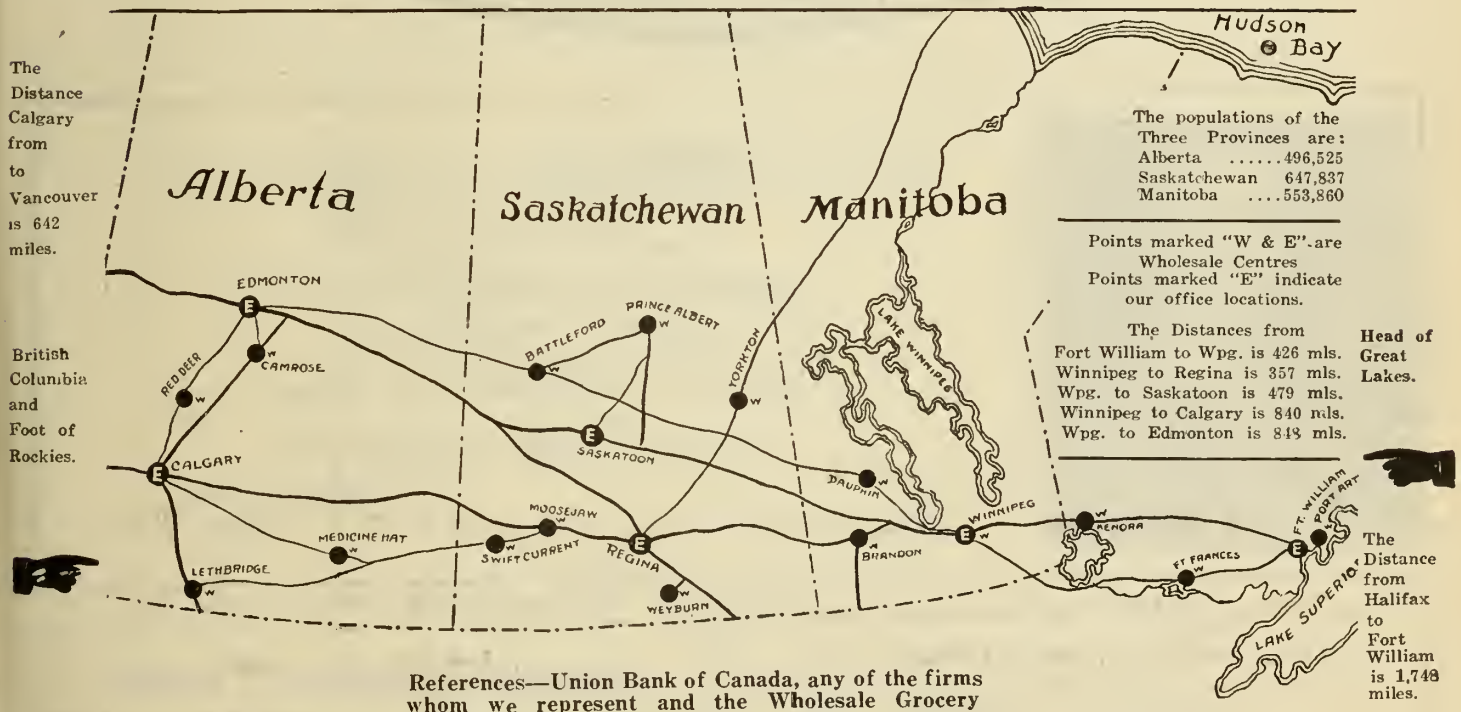
We are especially well equipped to market your product in this rich field



When you enlist the services of this live selling organization you will have behind your product an energetic staff of 14 experienced salesmen who know this rich Western territory in all its phases.

We have resident sales managers at every jobbing centre who are in daily touch with the wholesale trade. Our detail salesmen reach every buyer from the Head of the Lakes to the Rocky Mountains.

We are equipped to look after consignments and forwarding.



References—Union Bank of Canada, any of the firms whom we represent and the Wholesale Grocery Trade. Write us for further particulars, to-day.

W. H. Escott Co., Ltd.

Manufacturers' Agents and Wholesale Grocery Brokers

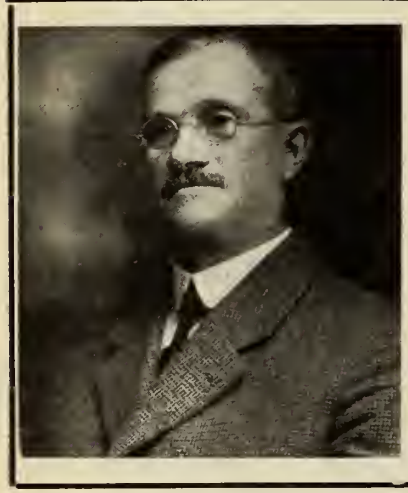
WINNIPEG, FORT WILLIAM, REGINA, SASKATOON, CALGARY, EDMONTON

We thoroughly cover Canada

E. N. AND W. E. SOPER

Manufacturers Agents
Commission Brokers
63 Sparks St. - Ottawa

With experience and every essential facility at our disposal, we are enabled to offer you a type of service that will bring you big results in this rich territory.
Cable address
"ENWESO"



MANUFACTURERS of FOODSTUFFS

Are you interested in securing distribution in

QUEBEC PROVINCE?

We Cover the Trade Thoroughly. Best References.

GEO. D. LACHAINE,
18 Dalhousie Street,
Quebec, P. Q.

Write Us for Information

Ship Your Goods to the Well Known Firm of H. L. Perry Co., Limited, Storage (Free and Bond.) Distributing and Assembling of Pool Cars Our Specialty

COMMISSION DEPARTMENT

Coupled with the above service, we have a Commission Department with a competent staff, operating throughout the entire West.

This department will execute any buying or selling commissions for you.

This Combination of Departments offers a service that is unique.

THE H. L. PERRY CO., LTD.
214 Princess St. - WINNIPEG

Splendid Warehouse Facilities

Large, bright rooms, on C.P.R. tracks; one Section heated for perishables, special elevator for easy loading, driveway for trucks. Centrally located. Warehouse your goods here.

Can also give manufacturers good representation in Toronto district.

J. K. McLauchlan

275, 277, 279 King Street West, Toronto
Telephone Adelaide 5272

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN HEAD **WINNIPEG** OFFICE ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

REPRESENTING

	See Page
"Lantic" Sugar	
"Windsor" Salt	41
Lea & Perrin's	
Alexander Molasses	61
Empress Jams and Pickles	
Albatross Pilchards	
Grimble's Vinegar	
Marr's Salad Dressing	
Reliance Ink Company	64

The House of Scott-Bathgate Co., Ltd.

WINNIPEG

What it Stands for

The steady growth and development of our business indicates progressiveness.

Service, Integrity and Reliability are the corner stones on which our business has been built.

The Home of the Scott-Bathgate Company, Limited

Here is an organization fully equipped in every way to introduce your product and push it in a way that spells quick, profitable returns.

Twelve of our salesmen do retail selling exclusively, and others work among the wholesalers.

To the manufacturer who is looking for an efficient Western House to represent him, this company cannot be excelled in efficiency, reliability and result-getting.

We are agents for Christie's Biscuits and Robertson's Confectionery.

We are always glad to furnish those interested with particulars of our organization, financial standing, etc., and information about the Western Market.

SCOTT-BATHGATE CO., Ltd.

149-151 Notre Dame East, Winnipeg

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

S. G. FREEZE
Manufacturers' Agent & Merchandise Broker
Agencies solicited
Satisfactory representation guaranteed
806 Herald Bldg., Calgary, Alberta

FARLEY MYERS LIMITED
Manufacturers Agents
and
Commission Brokers
57 Victoria Street,
Winnipeg, - Manitoba.

DONALDSON PHILLIPS AGENCIES LTD.
744 Hastings West. VANCOUVER Cable Address "LIVEWIRE"
MERCHANDISE BROKERS, IMPORTERS, EXPORTERS
Canned Salmon, Nuts, Dates, Seeds, Cocoa-butter, Cereals etc.

S. H. WHYTE MFG. CO., LTD.
McRae Building, Winnipeg
Wholesale Brokers and Commission Merchants
We represent
RAYNER & CO., LTD., of London, England
K. C. Brand Goods
Potted Pastes, Indian Chutney, Preserved China Ginger, Sauces, Gravy Browning Olive Oil, etc., and are open to represent a few more "Quality" Lines.

G. B. Thompson & Co., Ltd.
Wholesale Commission Brokers and Manufacturers' Agents
OLD COUNTRY AGENCIES WANTED
Storage, Warehouse and Transfer Track.
149 Notre Dame Ave. East, WINNIPEG
Established 1898.

The Advertisers would like to know where you saw their advertisements—tell them.

Molasses

ALL GRADES FOR CANDY MAKING, COOKING, AND TABLE USE
ALEXANDER MOLASSES CO., CINCINNATI, U. S. A.
Canadian Distributors: H. P. PENNOCK & CO., LTD., WINNIPEG and BRANCHES.

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

J.R. Wilson & Company
BROKERS
EXPORTERS IMPORTERS
Dried Fruits--Food Products
27 Wellington Street, East
TORONTO, CANADA

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

Merchandise Brokers — Manufacturers Agents
WE COVER CANADA
LOGGIE, SONS & CO.
32 Front St. West
TORONTO CANADA

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

D. W. Clark & Sons
248 Avenue Road
TORONTO
Grocery Brokers and Commission Agents
We invite correspondence from Domestic or Foreign manufacturers who desire to secure proper distribution.

Buying Agents Required
Principal towns of Canada, by large, old established English Jam makers, manufacturing high-class goods, at moderate prices. Exclusive territories will be allotted. Reply with trade references, (English preferred). B. H. ILES, Twyford, Avenue, Shirley, Southampton, England.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

R.C. BLACKBURN
Manufacturers' Agent and Merchandise Broker
60 Front St. West
TORONTO

George G. Yorke
40 Adelaide Street West, TORONTO
Agent for -
Joseph Travers & Sons Ltd.
London Eng.
The largest and oldest Wholesale Grocers in the Empire.

Standard Goods Win Abiding Trade

Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N. S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P. Q.
Over 30 years in Business. Best references and Connections.
18 Dalhousie Street, QUEBEC.

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

Storage and Distribution
Winnipeg
Insurance 30c

We operate the largest fleet of motor trucks in
Western Canada
Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

The City Dray Company
LIMITED
Frost and Wood Building,
Cor. Pacific and Princess Streets.
Track P. 18 **Winnipeg**

B. & S. H. THOMPSON & CO.
LIMITED
Head MONTREAL Office

Agents for Canada for the HOMCO Products, including Hard and Soft Soaps, Soap Chips, Salad Oils, Compound Lard, Castor Oils, Sanctuary Oil, etc.

ENQUIRIES INVITED

½ million buyers see an advertisement similar to this every week. Display the Tea.
The Codville Company Ltd.

5

Now is the Time to Buy--don't wait
Consult these Advertising Pages

Cable Address:
"STUWAT"

WESTERN UNION
UNIVERSAL EDITION
A. B. C. 4th and 5th Edition

Codes:
BENTLEY'S FIRST EDITION
J. K. ARMSBY'S LATEST
CROSS.

To Manufacturers and Packers.

ONE WORD

Conveys our whole message to those wishing representation in our Western Market.

RESULTS

It is not our policy to make extravagant promises but we can give you service that brings results.

Years of experience in the West enable us to render manufacturers valuable service and guidance in placing their goods both economically and efficiently.

We cover Manitoba, Saskatchewan and Alberta.

We specialize in Grocery, Drug and Confectionery lines.

Our organization, reaching both the wholesale and retail trade throughout the three Provinces, is at your disposal.

WATSON & TRUESDALE

WINNIPEG

Regina **Saskatoon** **Fort William** **Calgary** **Edmonton**

References: Bank of Montreal, Winnipeg.

Trade references on application

EUGENE PICHER

COMMISSION MERCHANT

Grain, Hay, Provisions

and

Fish Specialties

HERRING TURBOT CODFISH

CORRESPONDENCE SOLICITED

91 Dalhousie Street - - Quebec

FOR ABSOLUTE SATISFACTION
SPECIFY

RELIANCE PRODUCTS

INK, MUCILAGE
WATER GLASS
SEWING MACHINE OIL
CASTOR OIL
GLYCERINE
CARBOLIC ACID

RELIANCE INK CO., LTD.
WINNIPEG

YOUR JOBBER HAS THEM

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

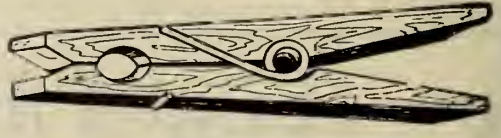
John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

Be Sure you Ask Your Jobber for

Dominion Spring Clothes Pins



Manufactured by

The J. H. Hanson Co., Ltd.
MONTREAL

HARRISONS AND CROSFIELD LTD.

Coristine Bldg.
Import Dept.

Montreal
Telephone Main 521

IMPORTERS OF EASTERN PRODUCE

HEAD OFFICE:
LONDON, ENG.

BRANCHES

Colombo
Calcutta
Calicut
Cochin
Quilon
Batavia
Bandoeng
Tandjong Balley
Kuala Lumpur
Labuan Bilik
Medan
Kobe
Tangier

Enquiries Solicited

For—

PEPPERS
ALL KINDS OF SPICES
TAPIOCAS
SAGOS
MILD COFFEES
COCOAS
DESICCATED COCOANUT
ETC.

ALLIED COMPANIES :

New York
Philadelphia
San Francisco
Shanghai
Hankow
Foochow
Singapore
Penang
Kuantan
Jessleton
Sandakan
Melbourne
Sydney
Brisbane
Adelaide
Perth
Wellington
Auckland
Dunedin
Christchurch

MASTER MASON
PLUG SMOKING
"It's good Tobacco"
The Big Plug
20¢
MASTER MASON
YOU pack real enjoyment into your pipe when you fill up with Master Mason. Because the fine flavor that is packed into the Master Mason plug, HOLDS to the last pipeful. There is no better, handier or more economical way to buy high-grade tobacco, than in the big plug of Master Mason.

Big Profits in the "Big Plug"

Retailers who have handled Master Mason Plug Smoking know there is a wider margin of profit on it than on other brands of tobacco.

That is the reason it pays to tie up with the big Master Mason advertising campaign. You sell more tobacco and you make more money on the tobacco you sell.

Don't miss any of the big Master Mason profits. Start now to push the Big Plug in your store.

ROCK CITY TOBACCO CO.
Limited
QUEBEC - - CANADA

MASTER MASON

NOW IN OUR NEW HOME

Steady growth of business in recent years has necessitated a change to new and larger premises where we are now in a position to give even better service to our customers. Our new home is at 275 to 281 King Street East—convenient to the downtown section of the city. With a total frontage of 65 feet and a total floor space of 8,500 square feet we now have the facilities for displaying our machines to better advantage and giving our best service to dealers in every particular. We are also greatly helped in this respect by our machine shop which is a feature of our new premises.

The steady growth of our business is due to the superiority of Hobart Mills, Mixers and Meat Choppers and the Van Berkel Slicer —machines built right—sold at a fair price and backed up with a real Service department.

We can now supply the Grocer with a "Made-in-Canada" HOBART ELECTRIC COFFEE MILL. We will soon be manufacturing our entire line in Canada.

HOBART MANUFACTURING CO.

275-281 KING STREET EAST TORONTO, ONT.

BRANCH OFFICES:

RYAN BROS., 110 Jones St. E., Winnipeg, Man.
A. W. SCHELL, 886 Notre Dame St. W., Montreal
E. S. CHAMBERS, 424 Cordova St. W., Vancouver
P. A. WILSON, 93 Prince William St., St. John, N.B.

FACE THE FACTS

New business methods are required to meet new business conditions

Old methods invite failure

This merchant is trying to meet present-day conditions with an out-of-date store system.

(1) He can't get the records he needs.

(2) He guesses about the amount of outstanding accounts.

(3) His customers get slow service.

(4) He gives no receipt to his customers.

(5) There is no incentive for his clerks to do better work.

(6) He hasn't been able to reduce expenses.

He complains about conditions.
He is discouraged. He fears failure.

WE MAKE CASH REGISTERS FOR EVERY LINE OF BUSINESS. NOW PRICED AS LOW AS $100 IN CANADA

NATIONAL

CASH REGISTER COMPANY - TORONTO ONT.

FACE THE FACTS

New model National Cash Registers help merchants meet new conditions

New methods insure success

This merchant has installed a new model National Cash Register especially designed to help merchants meet new conditions.

(1) It gives facts necessary for managing his business.
(2) It provides an easy way to keep tax records.
(3) It gives quick, accurate service to customers.
(4) It prints a receipt for each customer.
(5) It helps clerks sell more goods.
(6) It reduces overhead.

He has made conditions in his store right.
He is meeting present-day conditions successfully.

A National Cash Register is the only machine that issues a receipt, indicates, adds, prints, classifies, and distributes records *at the time of the sale,* all in one operation. No figure work. No delays. No mistakes. Just read the totals.

WE MAKE CASH REGISTERS FOR EVERY LINE OF BUSINESS. NOW PRICED AS LOW AS $100 IN CANADA

NATIONAL

CASH REGISTER COMPANY - TORONTO ONT.

BUTCHERS!

What did your Ice cost you this year?

One Cylinder Type Compressor
1 or 2 Ton Capacity
Suitable for any ordinary size
Butcher Shop

Have you ever figured out just what ice refrigeration costs you, in actual cash paid for the ice—in time and trouble and general mussiness of looking after your ice box? How much money do you throw away in "trimmings" made necessary by the discoloration of meats that are ice cooled?

The Freeman Brunswick Refrigerating plant, by supplying DRY, cold air to refrigerator or display counter, keeps your meat fresh, red and attractive to customers. With its use refrigeration is available at all times and at an astonishing saving over ice cooling.

Freeman Brunswick Refrigerating plants are simple and easy to operate. Scores of satisfied butchers in Canada endorse this statement. Let us send you our booklet which gives full particulars.

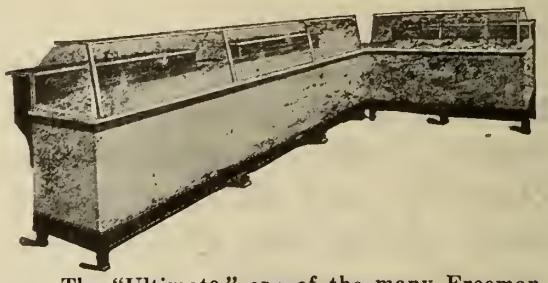
Machines from 1 to 12 ton capacity. Our experts will, after inspection, advise you definitely and concretely regarding your refrigeration needs.

This Service is Free

Refrigerator Display Cases

The cleanest, safest, most profitable way of displaying fresh or cooked meats is in a Freeman Refrigerated counter or display case.

We make these cases in separate straight sections or in ell shape as shown. Ell shape permits of cash register or scale space at the corner. Our illustrated booklet shows many types of display counters. Write for it.



The "Ultimate," one of the many Freeman Refrigerator Cases

W. A. FREEMAN CO., Ltd.

TORONTO OFFICE:
173 King St. East
Phone Main 4684

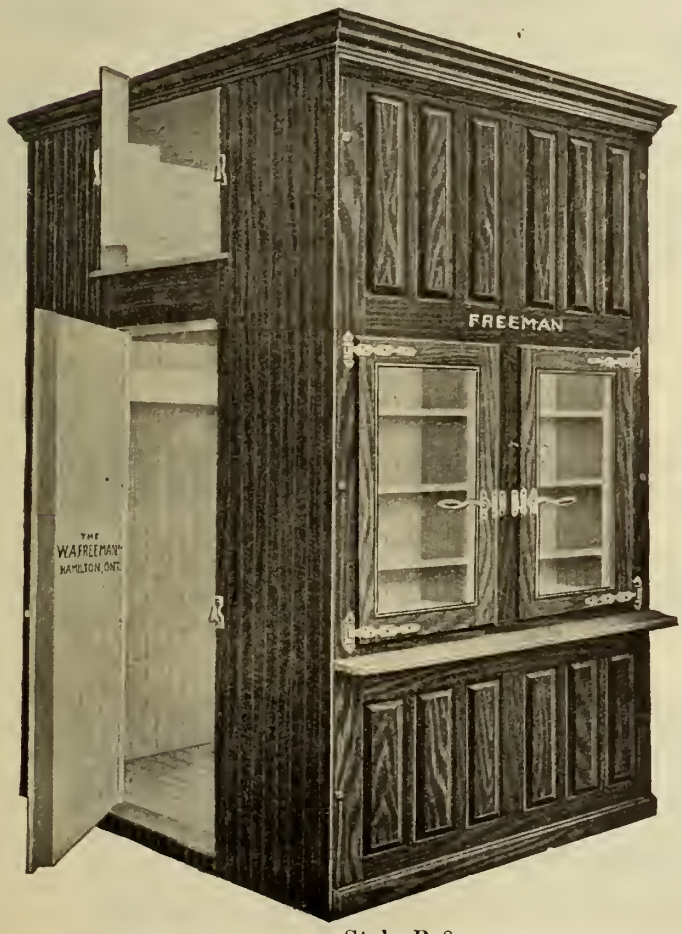
HAMILTON, ONTARIO

WINNIPEG AGENTS:
Saunders Supply Co.,
175 King St.

BUTCHERS!

Have you ever read the Freeman Refrigerator Guarantee Test?

Freeman's Refrigerators are built right. The doors though heavy are easy to operate, closing air tight on a rubber gasket. The windows are built on the same principle, they do not bind nor leak air. The Freeman Dry Air Circulating System, which embraces every valuable feature of standard refrigerators has the added advantage of a warm air flue built in the cooling room ceiling. This flue carries away the warm air and gases that rise in the centre of all cooling rooms. Heretofore, this warm air had no outlet whatever and condensed on the ceiling.



Style B 8
A Splendid Combination Refrigerator

All Freeman's Refrigerators are subject to the following test:

GUARANTEE TEST

As a means of testing the complete absence of dampness in a Freeman refrigerator, matches placed in the storage room over night will light on the walls of the room.

Write for our latest catalogue.

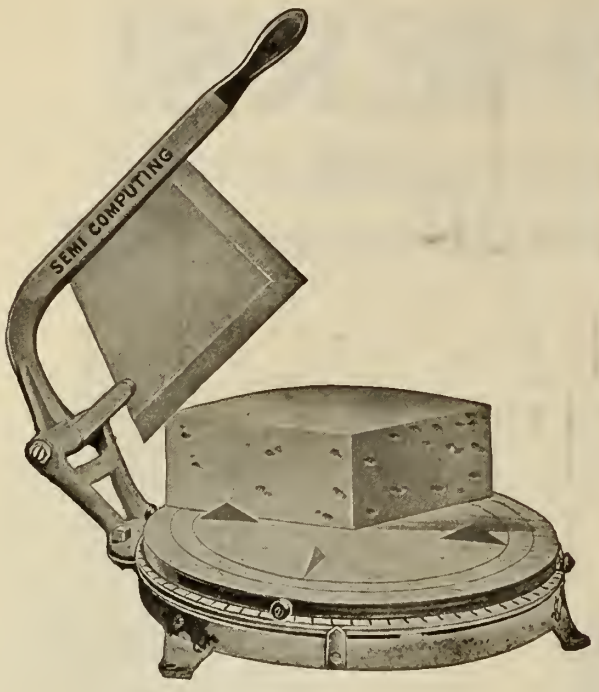
In addition to refrigerators of all sizes, we supply to the grocery and butcher trade, meat cutters, coffee mills, butcher blocks, slicing machines, show cases, paper bags, skewers, twine, flour, spices and machinery of all kinds.

W. A. FREEMAN CO., Ltd.

TORONTO OFFICE:
173 King St. East
Phone Main 4684

HAMILTON, ONTARIO

WINNIPEG AGENTS:
Saunders Supply Co.,
175 King St.



SPECIAL PRICES

ON

Cheese Cutter and Cabinet

Saves Time, Money and Cheese

Cutter $20.00 **Cabinet $20.00**

Cutter and Cabinet $35.00

TAKE ADVANTAGE OF BARGAIN DAY

WALTER WOODS, LIMITED

HAMILTON and WINNIPEG

John McCorvie & Son, Chatham, Ont.

A Sell-Yourself Model Grocery

Does this not appeal to you—go along seeing both goods and price while waiting your turn to be served, or while waiting for a friend being served in Walker Bin equipped store like this. Put your ideas and prejudices aside for the moment, stand outside and look in. Would you rather walk into this store and be served with goods and price known in advance to be satisfactory, or in some other store on the street where, if you ask for prunes, rice or beans, they dig some out of a box, bag or drawer, if you want to see them, then you ask the price on this, that and the other. This all takes time, patience, and if you don't like quality or price may be embarrassing.

No. 3 Display Counter
9 feet long shown, 1,500 lbs. $200.00
12 ft. 4 in. capacity 2,000 lbs. 275.00
15 ft. 8 in. capacity 2,500 lbs. 350.00
Nice to have in a rented store

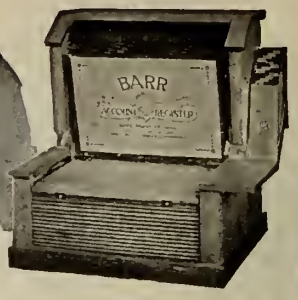
A large Regina Departmental Store, uses these bin sections in their serve yourself Grocery. All goods are packaged in different size or price parcels before being placed in bins. The bulk display is on front of bin and inside the goods ready to be placed in the buyer's basket. Fancy biscuits and cakes are sold the same way, and it is the logical Groceteria equipment.
They save expense and clerk hire, hence more cash stays in your till, so use them, you'll never make money until you do.
Send floor plans for quotations.

The Walker Bin & Store Fixture Co. Limited

Kitchener, Ont.

Note:—Lea's fixtures shown in this issue used 15 years and good as new.

Barr Registers Limited



Manufacturers of
THE BARR ACCOUNT REGISTER

Trenton, Ont.

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at $10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

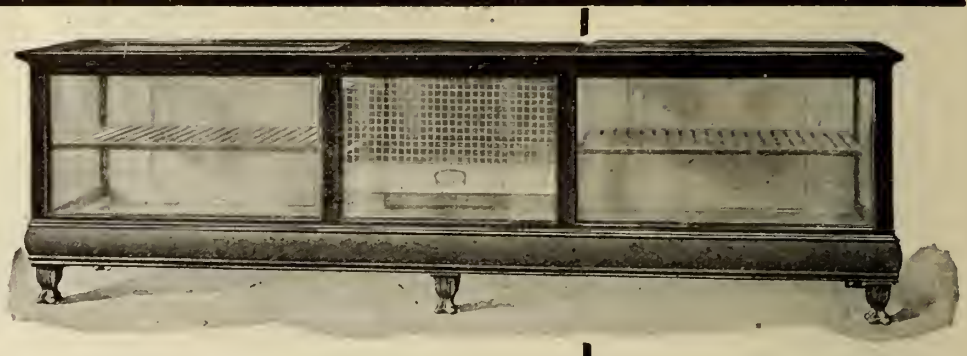
I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?
II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased?
III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock?
IV. After 15 months to continue to give you this service for nothing as long as you remain in business?

That is what the Barr Register will do. ***Write us and let us demonstrate.***

GEORGE LANE, Western Representative - 227-231 McDermot Avenue, Winnipeg, Man.

ARCTIC
REFRIGERATORS

pay for themselves quickly. They reduce your loss through spoilage. Food always in good condition means satisfied customers. A size, style and price to suit you. Send now for Catalogue.



JOHN HILLOCK & CO., LIMITED
Offices, Showrooms and Factory:
154 George Street, TORONTO

AGENCIES—A. TILLEY, 54 McGill College Ave., Montreal. GEORGE CAMERON, Sparks Street, Ottawa. J. McMILLAN, 280 Main Street, Winnipeg. WESTERN BUTCHERS' SUPPLY COMPANY, Regina, Sask.

Your Money is Always Good When Invested in an "Arctic."

A STRONG DEMAND

How many of your customers like, but are unable to obtain good beer? Order a supply of Canadian Malt Extract, guaranteed pure and wholesome, and cash in on this condition. Clear and easily followed instructions are supplied free with every 2½ lb. can of Canadian Malt Extract, which makes from 5 to 7 gallons of fine, old fashioned beer.

Write for agents' terms—good proposition—no license required to handle our product.

CANADIAN MALT EXTRACT CO.,
16 Pearl Street, TORONTO Reg'd

Triangle Sanitary Waxed Paper

CANADIAN NASHUA PAPER CO. LTD. — SERVICE PRODUCTION QUALITY — TRADE MARK — PETERBOROUGH ONT.

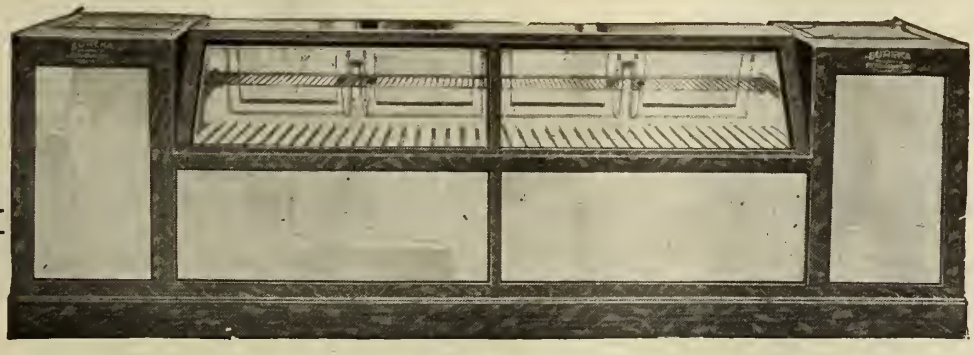
A Quality line, which Quality Wholesale Grocers will want to handle. Our Prices are competitive and Service unexcelled.
Enquiries Solicited

CANADIAN NASHUA PAPER CO.
LIMITED
Peterborough - Ont.

It Soon Pays for Itself

The "Eureka" Refrigerator is a real investment when installed in any grocery or butcher's store. You get your money back in a short time and from then on you will receive regular dividends.
The "Eureka" Refrigerator is an investment because it cuts to a minimum all losses through deterioration. When you keep your perishable foodstuffs in a Eureka your customers always get them in the proper condition. You retain your present trade and gain new.
The "Eureka" adds to the attractiveness and selling power of a good store interior. It is a "front-shop" fixture that actually sells goods because it displays them under ideal conditions.
Write for catalogue. There is a "Eureka" Refrigerator for all requirements and now is the time to place your order. We can make prompt shipments now, and you will have your refrigerator ready to use on the first warm day of next spring.

The Eureka Freezer Counter Case



Model 105. Size 40 in. by 36 in. by 10, 12, 14, 16 and 18 feet lengths. Upper division for display. Lower compartment for storage. Handsome Oak Case, Fumed wax finish, with Vitrolite panels.
This counter will obtain and retain a temperature BELOW FREEZING with the use of salt and ice only; also temperature can be regulated to any degree desired. WE GUARANTEE ANY EUREKA FREEZER COUNTER CASE to do this—and more. Write for full information on the most successful method of refrigerating and displaying your goods in front of your customers.

PATENTS OWNED BY

THE EUREKA REFRIGERATOR CO., LTD.

Head Offices and Factories: OWEN SOUND, ONT.

The bright, well lighted store will get the most business this Xmas

THE EDMUNDS

"BRITELITE"

will make your store bright, attractive and well lighted—the kind of a store that all other things being equal will draw the greatest number of shoppers. Write for full information about this modern, efficient and economical lighting system.

J. H. EDMUNDS CO., LIMITED

Manufacturers of

ELECTRICAL FIXTURES

221-227 RICHMOND ST. W., TORONTO, ONT.

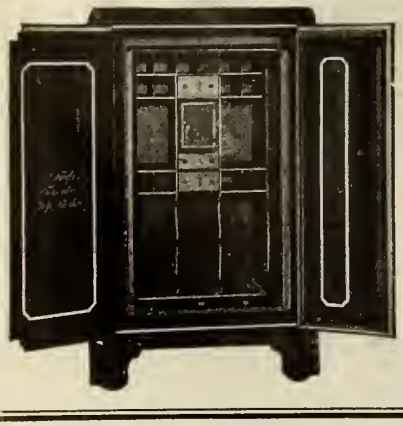
Phones Adel. 6731—6732

Buried in Burning Coal for 18 Hours!

A recent report from one of our largest chartered banks says:

> "During fire, Safe fell from upper floor into cellar, into 15 tons of burning coal, and remained there 18 hours. Everything came out intact."

Duration of fire, intensity of heat or distance of fall need not be considered, when you have your valuables in a Taylor Safe.



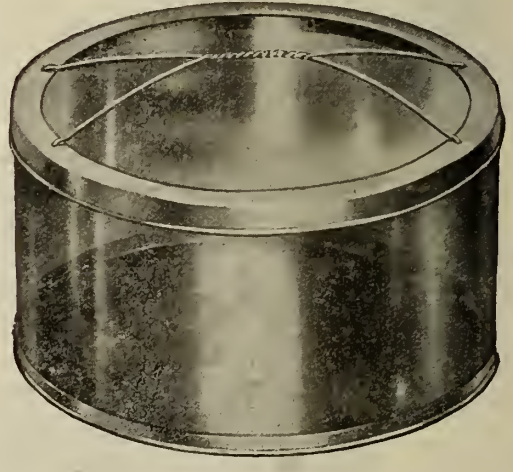
Write us for quotations on our Fire-Proof Safes and our Steel Cabinets for fyling.

J. & J. TAYLOR
LIMITED
Toronto Safe Works
Toronto - Ontario

Branches: Montreal, Winnipeg, Vancouver

FIBRE-GLASS DISPLAY COVERS

—protect perishables
—increase sales



Foodstuffs well displayed are half sold. FIBRE GLASS DISPLAY COVERS permit ideal display of bulk perishables and other foodstuffs, prevent deterioration and speed up sales.

Fibre Glass Display Covers are light, durable, will not crack, are easy to clean, and cheaper than glass. Made in a great variety of styles and sizes.

Write for particulars and Price List.

Sole Distributors for Ontario:

EBY-BLAIN LIMITED

WHOLESALE GROCERS, Scott and Front Sts., TORONTO

Manufactured by FIBER-GLASS GOODS COVER CO., Inc.
CHICAGO, ILLINOIS

JACK FROST
"REFRIGERATION WITHOUT ICE"

Read what this Brantford Grocer says about his JACK FROST SYSTEM

"Last spring when we considered our mounting ice bills and the inability to secure adequate supplies of ice at all times we decided to try the Jack Frost Refrigeration System. We have been more than gratified with the success of it so far, it having saved us an average of $30 a month. The upkeep is a small expense and the fact that we always can maintain an even pre-determined dry cold temperature at all times without any attention, or bother with handling impure ice is certainly a real benefit."

Jack Frost Refrigeration outfit will do the same for you, Mr. Grocer. Your perishables will keep longer and look better with this ideal refrigeration—it will save you money, worry and time.

Write for further information today. Jack Frost engineers will gladly advise you on your refrigeration needs without obligation.

Toronto Laundry Machine Co.
LIMITED
1951 Dundas Street West, Toronto

WESTERN SALES BOOK Co LIMITED WINNIPEG

Three good reasons for buying our books:

BETTER QUALITY
BETTFR SERVICE
BETTER PRICES

Counter Check Books

Made in Winnipeg

We have recently installed an up-to-date Check Book plant, including carbon coating machines, and are now in a position to supply Western book users with Western-made books, in either Carbon Leaf or **Black Back** styles.

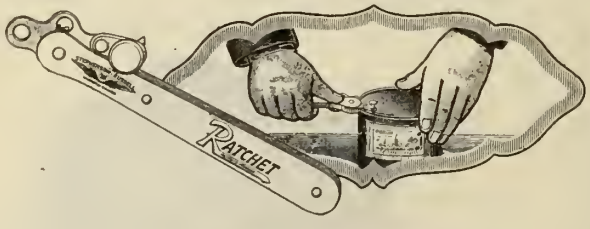
We cater to the merchants and other users of sales books in the Western Provinces only, and because of our location are in a position to give better service to our patrons than the Eastern firms, whose plants are several hundred miles away.

Our books are unbeatable, either in quality or price, and our service the best obtainable.
Try us with your next order for books.

We guarantee satisfaction.

WESTERN SALES BOOK CO., LTD.

COR. KING AND JAMES, WINNIPEG, MANITOBA



RATCHET
PATENTS PENDING.

The Pictures Tell The Story

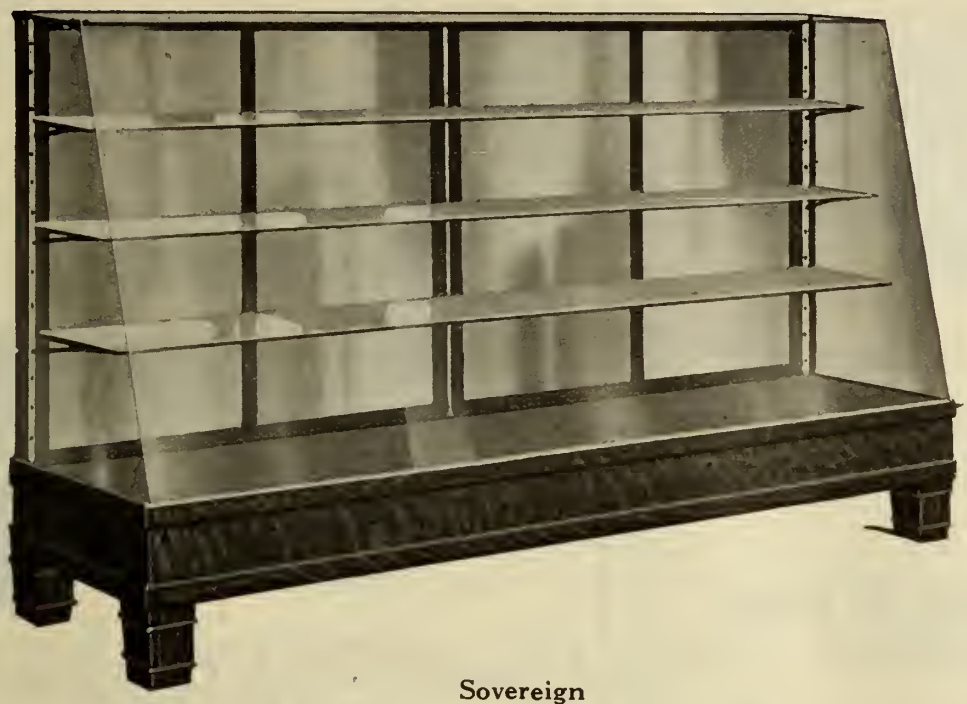
Are you getting your share of the profits on this fast seller?

Our Display Box sells it.

Give it a chance to work for **you,** by placing it on your counter.

STEPHENSON-RUSSELL LTD
WINNIPEG - CANADA.

NATIONAL



Showcases and Fixtures

Twenty-five Years' Experience Behind Our Work

Write for Prices

Sovereign

National Show Case Co., Limited, 578 Queen St. East, Toronto

--4--ONE WIREBOUND BOXES DELIVER THE GOODS

An ever increasing number of shippers are using -4-One- Wirebound Boxes. They have found—as you will find—4-Ones- show a considerable saving, not only in initial cost, but in

STORAGE SPACE, ASSEMBLING AND CLOSING, FREIGHT AND EXPRESS, PILFERAGE

"Bound with Steel Wire, simply cannot come apart."

CANADIAN WIREBOUND BOXES LIMITED

Toronto **Hamilton** **Montreal**

BARRELS

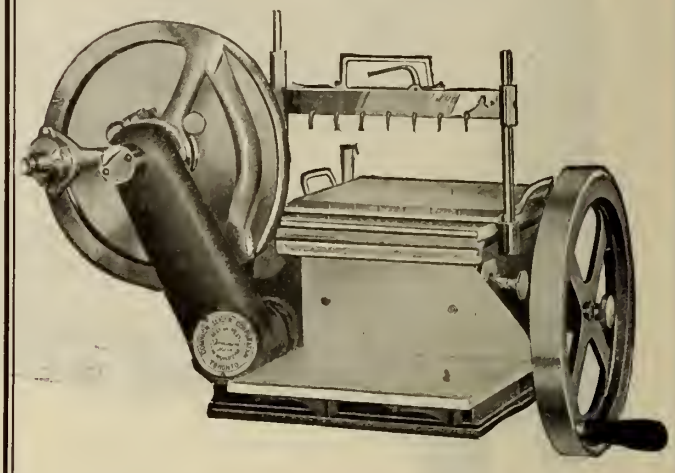
For Cider and Vinegar

Tight Cooperage of all Descriptions

Canada Barrels & Kegs,
LIMITED
Waterloo - - - Ont.

The Most Sanitary In The World
DOMINION SLICER

CLEANED IN A MINUTE.
A machine of few parts. All complicated machinery eliminated.
ABSOLUTELY THE CLEANEST, SAFEST and easiest running made.
INVESTIGATE BEFORE BUYING—It will pay you.
Old machines taken in exchange.



Dominion Slicer Corporation
110 Church Street, Toronto
Agents for Quebec Province Wanted

Why do so many Canadian Merchants feature.....

CANE'S
HIGH-GRADE PENCILS

Cane's Canadian Assortment for Counter Sales.

First because there are no better pencils made in the world and they're Canadian throughout.

Second—because there is no duty or exchange to pay as in imported pencils, merchants can sell Cane's Canadian made Pencils at a greater profit.

Third—Cane's Pencils are made in every style for every use in every scale of hardness.

Fourth—Every dollar's worth of Cane's Canadian made Pencils sold, means 100 cents that will stay in Canada to help Canadians.

The attractive Cane's Pencil Display Carton on your counter will speed pencil sales Write for it.

The Wm. Cane & Sons Company Limited
NEWMARKET, CANADA
Manufacturers of Lead Pencils in Canada Completely

TOILET PAPER POSSIBILITIES

Eliminate all cause for discussion on this commodity. Sell brands having soft, strong tissue, that is well perforated, and of an attractive appearance, your sale possibilities are then unlimited.

When ordering, specify the following dependable brands:—

4oz. **HURON** Crepe
6oz. **BLUEBIRD** Genuine Crepe
8oz. **WHITE CROSS** Pure White Genuine Crepe
11oz. **OLD DUTCH** Velvet Tissue

Write for full roll samples and prices of these standard brands. Also manufacturers of napkins, paper towels and other paper specialties.

Interlake Tissue Mills Co.
MERRITTON Limited CANADA

Head Office 54-56 University Ave.
TORONTO Branch: Montreal, Que.

All down the line

SUNSET makes Profits for Dealers

Easy Selling
Steady "Repeats"
Quick Turnover
Highest Quality
Sure in Results
Best Color Range
Satisfaction
Good Will
Advertising

Sunset sells with minimum dealer effort. People are persuaded to buy through Sunset's convincing consumer advertising. Customers are shown **where to buy,** with Sunset's free display material. Sunset satisfies home-dyers —all can be successful with this **modern** dye. Customers **boost** Sunset, and the dealer who sells it. Good-will built thus, is permanent, and makes business profitable. Sell **your** trade Sunset—push it for the satisfaction and profit it will bring both you and your customers. If you have any trouble in getting Sunset, write

Sales Representatives:
HAROLD F. RITCHIE & CO., LTD.
TORONTO, CANADA.

USE the COUNTER DISPLAY CASE packed 1 gross Sunset assorted colors, with Color Card. No extra charge. Ask your jobber. If Color Card you have is soiled or damaged, write us for fresh one.

SUNSET WINDOW CUT-OUT FREE 28"x40". Beautiful, effective. If you have one, use it; if not, we will send one free, on request. Address:

Manufacturers
NORTH AMERICAN DYE CORPORATION, LIMITED.
TORONTO, Canada.

22 FAST COLORS

Sunset Soap Dyes

The Real Dye For All Fabrics

ELEPHANT Brand Double Concentrated Tomato Paste. Packed by Musi & Polon, Parma, Italy. Positively the best obtainable. Unsurpassed for every use where tomato flavor is required.

LION Brand Swiss Emmental Gruyere Cheese. Packed in individual portions and in eight ounce loaves. This cheese has no equal and the demand is larger than the supply.

COSTA Brand Extra Superfine Olive Oil. Packed by one of the oldest and largest concerns in Italy. Its quality is absolutely unsurpassed.

Sole distributors for Canada

Amoroso & Malagodi Co., Ltd.

119 & 121 St. Henri St., Montreal, Quebec

The Leading Line in Patents

BEECHAM'S PILLS

The Largest Sale of any Proprietory Medicine in the World

The Proprietor of Beecham's Pills begs to notify the Retail Trade of Canada that in consequence of the liberal advertising which is appearing in the press throughout the Dominion and the fact that Beecham's Pills are so well known and valued by the residents who have come from the British Isles, the demand is rapidly increasing and retailers are recommended to purchase Beecham's Pills in larger quantities and obtain the advantage of a better price.

In boxes, 25c. and 50c.

Prepared by the Proprietor, THOMAS BEECHAM, St. Helens, England

---

HAROLD F. RITCHIE & CO., LTD., Sole Agents, Toronto, Ont. Canada

"LET THE PEOPLE JUDGE"

We Said This 30 Years Ago

—TO-DAY—

"SALADA"

TEA

Enjoys the Largest Sale of Any Packet Tea in North or South America
Are You Profiting By the Tremendous Demand?

SALADA TEA COMPANY OF CANADA, LIMITED

MONTREAL TORONTO WINNIPEG

NOT just a little— But, a good deal BETTER

are our various Containers, made from the splendid forests of British Columbia. A good deal lower in price also.

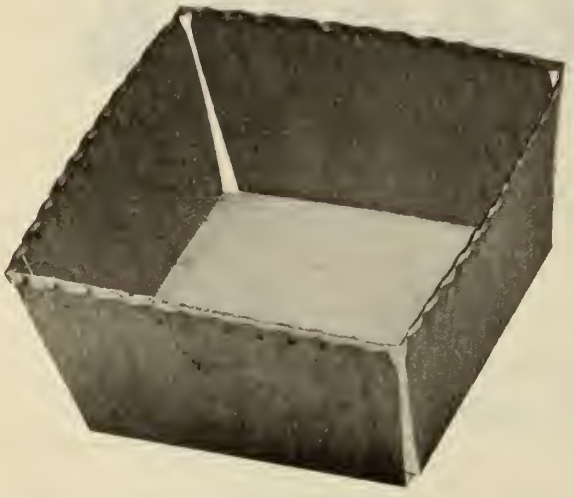
FOR INSTANCE:

Our Standard Cottonwood Egg Case

Think of the possibilities of displaying Plums, Tomatoes and Early Peaches in these boxes.

Our Standard Apple and Export Box

Here's the way they fit in the case —No squeezing—No spoiled fruit.



We have a large line of other Containers. May we send you our Illustrated Catalogue showing these?

British Columbia Manufacturing Co., Limited

New Westminster, B.C.

Ontario Agents- S. H. Moore & Co., Gooderham Bldg., Toronto

We've been Making good Marmalade for over Thirty Years

For more than thirty years Uptons have made orange marmalade for Canadian homes.

We know how to get the flavor into it and how to **keep** that flavor in it.

And this knowledge and experience and skill is packed into every jar.

Upton's products are known in every corner of Canada.

Thousands of Canadian housewives ask for Upton's as a matter of course.

Get your share of this trade.

"Jams and Marmalades that a grocer can safely recommend to his best customer"

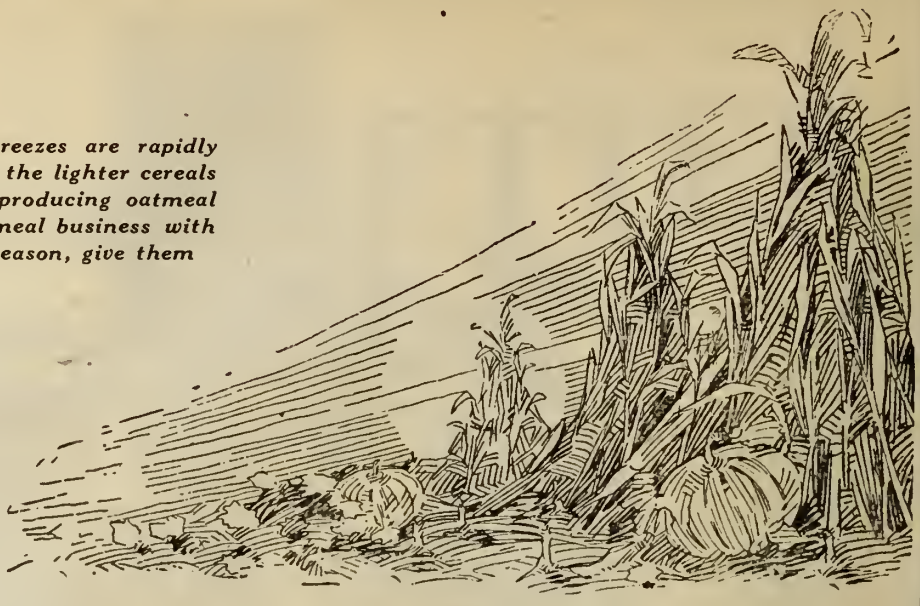
Order to-day

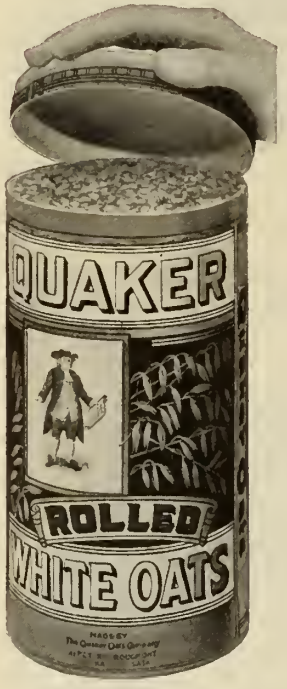
The T. Upton Company Ltd.

Hamilton - Canada

S. H. Moore and Company, Ontario Agents

FALL days with their chilly breezes are rapidly changing your customers from the lighter cereals to more sustaining, warmth-producing oatmeal porridge. If you want a bigger oatmeal business with easier sales and bigger profits this season, give them





Be sure to ask your wholesaler for the cooker certificate. Worth 30 cents to you on each case of Quaker Oats.

Quaker Oats

.....the old Established Seller

Keep this old favorite well displayed this season, occasionally working it in your windows and cash in on the good will and national popularity of this guaranteed seller.

QUAKER OATS never varies in quality, and is always dustless and clean. The large, meaty flakes possess a rich, nut-like flavor (due to special Pan-dried Process) and our more advanced and thorough drying ensures faster cooking—a feature that will appeal to every housewife. Your wholesaler can supply you.

The Quaker Oats Company

Peterborough Saskatoon
Canada

CHARM is a Fast, profitable seller ..... not another shelf warmer

Cleans Everything

Softens hard and alkaline Water

Saves Soap

Cuts Grease

We want to send a full size package FREE to every grocer—try it at home

—Then you be the Judge

So far superior is **Charm** that we ask you to try it out at our expense in comparison with any other cleaner of its kind on the market. When you see how efficiently it softens water, cuts grease and cleans everything from greasy dish pans to the filmiest laces, etc., you'll understand why **Charm** has proven such a live profitable repeater everywhere it has been introduced. Order from your jobber—write us if he hasn't Charm and we'll see that you get it.

Galt Chemical Products Ltd.

GALT - ONT.

MAIL THIS COUPON TODAY

For FREE Full-size pkg. of "Charm"

NAME .....

ADDRESS .....

GALT CHEMICAL PRODUCTS, LTD.,
GALT, ONT.

Somilco

Some Cocoa!

100 % Soluble

Made Instantaneously

More convenient to prepare and more economical to serve than any cocoa you have tried.

A tasty drink and a nutritious food

Every Grocer should have this excellent cocoa. One of the best Selling propositions on the market.

Sold in 5lb., 1lb. and ½lb. tins, also in Sanitary Envelopes containing enough for one cup.

Write for prices.

J. HUNGERFORD SMITH CO. LIMITED

19-23 Alice St., - Toronto.

Always among friends

You know there are two kinds of tea sales—those you have got to *go after* by active "pushing" and---Red Rose Tea sales that come to you from your "silent salesman."

Every time you sell a customer bulk tea she requires a re-assurance that it is "good." If she is disappointed, you suffer.

She will buy Red Rose on sight. No assurances are needed, because she KNOWS that the contents of the familiar package are always the same, always *good tea*. Your "Silent salesman" will sell it—Never had a tea such a wealth of friends, and it is easy to sell among friends.

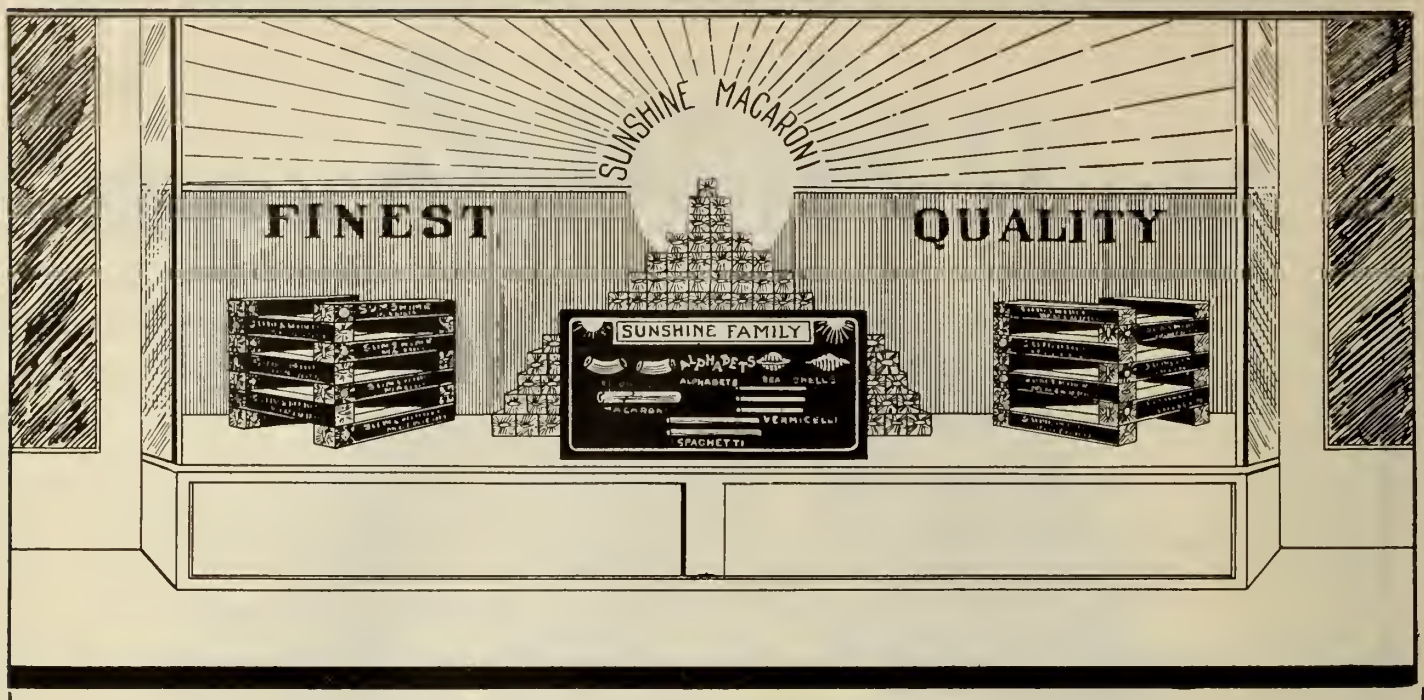
By "Silent salesman" we mean every method available of keeping Red Rose Teas in sight. The reputation of Red Rose Tea for goodness will do the selling.

Afternoon Tea in your Store

As you will notice in this is ue, many grocers throughout the country are profiting by serving afternoon tea in their stores. For this purpose we can heartily recommend Red Rose Orange Pekoe Tea—so good a tea it will not only sell itself but will help sell your other quality lines as well.

T. H. ESTABROOKS CO., LIMITED

St. John N.B. Montreal P.Q. Toronto ONT. Winnipeg MAN. Calgary ALTA.



Now is the time to put in a good window display of

SUNSHINE MACARONI

With the approach of cool weather comes an increased demand for Macaroni and grocers who anticipate this demand with frequent window displays of **Sunshine Macaroni** will be handsomely repaid for their extra efforts.

Not a particle of cheap soft wheat flour is used in making "SUNSHINE" Macaroni —just the FINEST CANADIAN HARD WHEAT SEMOLINA containing the maximum and best gluten. It is sanitarily prepared under ideal conditions by modern machinery (imported from Italy) and a perfected hygienic artificial drying system insures its absolute purity. From the standpoints of quality, elasticity, taste, firmness and tenderness after cooking, Sunshine Macaroni is rarely equalled. Put up in attractive, dust-proof cartons of 16 oz. net contents—30 cartons to the case.

P. Pastene & Co., Limited, Mfrs., Montreal, Que.

CANADIAN GROCER

VOL. XXXV TORONTO, NOVEMBER 4, 1921. No. 44

Creating a Better Demand for Goods

"IT IS up to the retailer to create a demand for goods, to prime his salesmanship and that of his staff, up to a pitch, that will mean the maintenance of business at satisfactory levels." Thus spoke a business man the other day in discussing present conditions in the trade. the grocer, he pointed out, should know his sales territory more intimately than ever before. It is most important and vital to study the make-up of its population, the percentage of wage earners to salary workers, their tastes and habits, where they buy. "Study also the correct advertising appeal," he advises, "and find out if it fits in with present conditions."

In the annual Fall, Christmas and Winter number of Canadian Grocer for 1921, it has been the endeavor to assist with timely suggestions the grocer and general merchant to go after business with greater enthusiasm, to stimulate the sale of slowly-moving lines, and in brief, help the retailer to improve his trade, with more gratifying profits resulting. This issue of Canadian Grocer is really a reference number for the grocer, throughout the country, and an intimate study of it from cover to cover will amply repay the merchant for the time he spends on it.

"They are not always the staples that show the best returns," remarked a grocer to a representative of this paper recently. "There are so many merchants cutting prices now," he added, "that the grocer must turn his attention to selling lines, other than the tea, flour, butter and sugar that are asked for every day, and which you are pretty sure of selling."

Another merchant makes the statement that the time has come when the grocer if he is to make a success of his business, must turn his attention to some other line besides straight grocery essentials. Stories in this issue tell what other men have done in this regard, how they have made a success of a refreshment counter, for instance, in their store, during the fall and winter months.

500 Tins of Fruit Sold in Three Days

Quick turnovers have always been the rule in Mr. Burtt's store. "I believe in careful buying," he said, "and seeing to it that there is as little waste as possible. We advertise steadily and change our advertisements every two days. People get tired of seeing the same thing all the time. The advertisement must be constantly changed. Otherwise, if a man who has followed this rule does put out a special of any kind, a great many never see it, as they think it is the same old advertisement and they are already tired of seeing it."

C. H. Burtt, Fredericton, N.B., Increases Sales by Advertising Linked with Window Display —Disposes of His Entire Stock of this Particular Canned Fruit in this Way — Sells Goods Right from the Window — Mr. Burtt conducts business on both the cash and credit plans, but he declares that his losses from the latter way are small.

"If good store fixtures never aided in increasing sales, which of course they do, they protect goods, keep them fresher and one can work faster with them. Automatic scales, for instance, will weigh three times as fast as the old style. Counter bins that we use for the display of fancy biscuits have increased our sales over four hundred per cent. We display nuts too in a similar manner, and where the sales were formerly confined to the Christmas season they are now sold all the year round. Display is most important if goods are to be kept moving."

THAT advertising "specials" and giving attention to window displays pay a good return is the opinion of C. H. Burtt of Fredericton, N. B.

A few weeks ago Mr. Burtt put in a "special" in canned peaches, and in three days sold five hundred and twenty cans, his entire stock of this line. These goods were of a well known brand and first class stock. To create special interest Mr. Burtt reduced the price somewhat, and advertised them through the local paper.

A very attractive window display was made of these goods, built in a mass formation, so that one saw nothing but the cans. Sales were made first from surplus stock and as soon as this was done the goods were taken from the window as needed. When the customer saw the goods being removed from the window, the demand was twice as great, customers believing they would have to buy immediately or they would not get any.

Watches Buying and Advertises

Mr. Burtt, who has been in business twenty-one years, is the first merchant occupying this store who has succeeded, all others having failed. When asked the reasons for his success, Mr. Burtt said he believed one of the principal reasons was in buying right and having as little waste as possible. Always having goods coming and passing them out immediately has been one of the rules of the store. Constant advertising and the changing of the advertisement every two days has been followed continually. "The people get tired of seeing the same thing all the time" remarked this merchant, "and if a man who has followed this rule does put out a special of any kind, a great many never see it, as they have already got tired of seeing his advertisement."

Biscuit Sales Increase 400 Per Cent.

Fixtures for convenience and for facilitating service are very prominent in this store and to them Mr. Burtt attributes in no small way, a big portion of his success. As he puts it, "if the fixtures never aided in increasing sales, which they do, they protect goods, keep them fresher, and one can work faster with them." Automatic scales in this man's opinion will weigh three times as fast as the old style. Counter bins are being used for the display of fancy biscuits and since the change has been made the sales have increased over four hundred per cent. Nuts are also handled in a similar manner and where the sales were formerly confined to the Christmas season they are now sold all the year round.

A special display case is used exclusively for candies and last year the sales in this line exceeded three thousand pounds. The people in Fredericton are so pleased with the results got from meats cut with a slicer, they now refuse to buy unless cut in this way. They will actually come in the store and ask if a slicer is used, before buying.

Fruit is a line which is given careful attention and specialized in. In one week last season over three hundred baskets of fruit were sold. This is a good sale for a small town. This result was obtained in front of the store. This Mr. Burtt believes is a good place to display "specials." In addition to fruit, vegetables are shown in a similar manner and the sales are also large.

The displaying of fancy fruits in fancy baskets with a little colored paper has brought good results in this store. These baskets make a nice display, and since their adoption the sales have increased greatly.

Both Cash and Credit

Both a cash and credit business is done, but the losses from the latter source are small. Mr. Burtt keeps all books himself and keeps careful watch on all accounts. If the payments are not made promptly the matter is immediately brought to the customer's attention.

Mr. Burtt has always made it a point never to buy unless he can see that he is going to be able to make the payment when it comes due. This he believes is a matter too many merchants overlook. He also believes that the concentration of buying, rather than having it spread around too much, is a point that all should give particular thought to, especially merchants with small capital.

While managing the store himself, Mr. Burtt is ably assisted by his two sons who take a very active interest in the store. Although they are only young chaps they have a particularly nice way of handling customers which the latter appear to appreciate.

An all Embracing Xmas Greeting Card

Many business firms make it a practice to send out personal greeting cards to their customers at Christmas and at the New Year. Among those sent last year was the following: "Our Christmas Wish for You—May you have prosperity in all your undertakings, wisdom for your work, peace for your pathway, friends for your fireside and strength to the last." "Here's hoping your Christmas may be as happy as we wish it to be, and your New Year better than you expect it to be." "From all of us to all of you, New Year's Greetings the whole year through."

A Fresh, Clean Display Every Day

People's Grocery in North Battleford, Sask., is Attractively and Artistically Arranged at All Times—It Always Pays, .Says the Proprietor

Counter displays are a big feature in increasing sales in the store of Si as G. Pickel at North Battleford, Saskatchewan.

THE PEOPLE'S GROCERY in North Battleford, Sask., as will be seen from the picture above, represents attractive interior displays, and altogether a well arranged store. Silas G. Pickel is the manager of the store, and he is a strong believer in the value of display, and particularly on the side counters, as shown here. This display is changed every day and the counter dusted. Great attention is paid to the artistic arrangement of the store, and flowers are used to help in giving the place a bright, cheerful appearance. Displaying goods will always sell them, according to Mr. Pickel, and he finds making one's store and windows always attractive is profitable business.

Conclusions of 26 Years' Experience

J. O. Savard, Quebec City, Makes Some Interesting Comment on The Grocery Trade, Gleaned From 26 Years in the Business—No Period When Business Required So Much Attention as at Present.

By Staff Correspondent Canadian Grocer

"In all my grocery experience I can truthfully say that I have never cut prices. I believe that the people are more satisfied with a fair price and the emphasis put on quality and service, than they are with having the goods, as it were, auctioned to them on a competitive price system. In my opinion the cutting of prices only reacts upon the grocer and his trade, giving the public the idea that the grocer at times is asking an unfair profit for himself and can afford to cut these prices as some do. The public, in time, begins to mistrust the grocer and his prices, when they find on all sides a variance in prices quoted on the same goods. It is my idea to instil into my customers the idea that I am only asking a fair profit which I must demand in order to carry on the business, and give the service which I hope I succeed in rendering the buying public."—J. O. SAVARD to CANADIAN GROCER.

QUEBEC—In speaking to a "Canadian Grocer" representative about the conditions surrounding the grocery trade at the present time, J. O. Savard, a grocer of St. John Street, Quebec City said, "I have been in the grocery business now for 26 years and in all that time, I can safely say, that there was never a period when the grocery business required so much attention, and so much study as it does at the present time. Now we have considerable competition, the lines we carry are divided into many classes, and between the different brands in the same line there is such a difference of price that the grocer must be a real salesman to carry on a successful business.

Does Not Cut Prices

"In all my grocery experience, I can truthfully say, that I have never cut prices. I believe that the people are more satisfied with a fair price and the emphasis put on quality and service than they are with having the goods, as it were, auctioned to them on a competitive price system. In my opinion the cutting of prices only reacts upon the grocer and his trade, giving the public the idea that the grocer at times is asking an unfair profit for himself and can afford to cut these prices as some do. The public, in time, begins to mistrust the grocer and his prices when they find on all sides a variance in prices quoted on the same goods. It is my idea to instill into my customers, and those who deal with me from time to time, the idea that I am only asking a fair profit which I must demand in order to carry on the business and give the service which I hope I succeed in rendering the buying public.

Service and Quality Count

"I believe in putting the emphasis on service and quality and when such is demonstrated, it is appreciated by the customers. The grocer will find that when he begins to cut prices he is getting a small trade from those who go about from store to store picking up each man's bargains. The result is that when a special is made, the grocer is cleared of that stock which he is sacrificing, and as the other goods left on his shelves. When there is a continual round of this practice, the public is able to buy nearly all the lines they require at cut prices and each grocer is getting a small portion of the business and is still making no profit.

A Substitute for Price Cutting

"I have found that instead of cutting prices, the improvement of the appearance of my store and an effort to give the public courteous treatment on all occasions more than counteracts the influence of the merchant who seeks to attract the trade by sacrificing his legitimate profit. I do not contend that there are not occasions, when it is in the grocer's interest to cut a price, particularly when he is overloaded with a certain line which he finds it expedient to move quickly. There are always occasions when the holding of a stock for the matter of a few cents profit will mean a loss to the grocer. On the other hand, if the grocer will take an interest in the appearance of his store, and keep his stock from having the jumbled appearance that is noted in so many grocery stores, he will find that the public cannot resist the invitation that is offered by a clean bright store.

Approves of Cash System

"Some time ago I determined to adopt the cash system and it has proved a great asset to the business. In cutting down overhead expenses this is one of the most effective methods. If the grocer will stop to figure out the cost of carrying a charge account he will see, perhaps to his surprise, what a big item it is. There is the cost of a book-keeper, the extra stationary, the postage, to say nothing of the bad accounts and the money that is tied up in stock that is distributed without a cash return with which the grocer can replenish his supply or take advantage of a good buying market. The charge system is an expensive practice for the grocer. On the other hand. I have noticed that the public take very kindly to the cash system if it is introduced carefully. That alone is a subject which would take much time to treat properly. I can safely say that the public take kindly and sympathetically to the plan and understand the grocer's position. I am positive that I have lost nothing by discarding the charge system."

Delivery is a Necessity

When asked by Canadian Grocer what he thought of the cash and carry plan, Mr. Savard said that in his opinion the grocer must deliver in view of the character of the goods he handles. "The cash and carry stores are a fad," he said, "and cannot supplant the legitimate grocery although they may be a menace. After all it comes back to my first contention. It is the appearance of these new stores that attracts, and when the grocer takes this to heart and pays more attention to the appearance of his store he will see that that is the real and safe way to attract new business and hold his regular customers."

Showing the interior of the grocery of J. O. Savard in Quebec City with Fall lines prominently displayed.

"No Longer Want Good Stuff —They Want The Best"

Mendal Braund, Peterborough, Ont., Declares that the Demand For Groceries is Altogether For the Better Quality No Use Stocking Cheap Groceries

"PEOPLE no longer want good stuff, they want the best" said Mendal Braund, Peterborough, Ont., recently, discussing the present trend of the grocery business as he has observed it in his store.

"You might expect that the reduction of wages would be reflected in the public's demand for a lower quality of goods," he continued, "but I have yet to see any indication of a lapse in that direction. My customers are as discriminating as they were during the war period of heavy pay envelopes. Price remains still a secondary consideration, and only the cheaper lines are stationary."

No Use Stocking Cheap Stuff

"In fact there is no use stocking cheap groceries," said Mr. Braund. "As long as the public is willing and able to pay for the best quality, it is simply wasted time and thought and effort to try to sell them slightly cheaper goods because you feel that the industrial deflation is approaching the stage at which you think some of your customers can no longer afford to pay for the highest priced goods.

"Take for example jams. I gave an order the other day for twenty-five cases. In such a shipment fifteen cases used to be compound. Usually the proportion was half and half or at the most fifteen cases of compound to ten of pure jam. In this last order only two cases of compound were included. Two out of twenty-five is a small percentage compared with the assortments of a few years ago.

Is True Of Biscuits Too

"It is the same with biscuits. I have scarcely any of the lines that used to be popular. When people had plenty of money to spend they wanted the best, and having become accustomed to them they still want them, although wages have fallen, and quite a number of men have been but temporarily employed. The other day a woman was buying pork. I showed her one of the best pieces, and when she asked if I had anything a little cheaper I laid another piece before her and quoted the price. 'I'm afraid of the cheaper kind' she said and bought the **first piece.** Just how long this demand for the highest quality in groceries will continue I can't say. It would be pleasant to think that it would be permanent, but according to the range of quality that used to be accepted, and judging by the gradual reduction in wages, not to mention the unemployment in some industries the time will surely come when many customers will begin to make concessions to quality for lower prices."

Opening A New Store

Mr. Braund is branching out into a new store on Chamberlain street at the corner of Alfred street where he will operate a cash and carry business. The building is almost complete and will soon be occupied. It is only five minutes' walk from the parent store established by his father, R. C. Braund, who retains charge of the dry goods and sundries department.

An Odd Window Trim With a Striking Appeal

An odd window trim seen in a store during last Christmas season was arranged as follows: Curtains of white cotton batting thickly sprinkled with artificial snow were bordered all around with evergreen with little sprigs of holly with berries, were attached all over them. The curtains were then looped back from big plate glass mirrors in the back of the window. The floor of the window was covered with sheet cotton batting, with an edging of evergreen and holly, and the whole sprinkled freely with frosting. The pedestals used for supporting glass shelves on which were displayed the goods, were wrapped with cotton and entwined with evergreen and sprigs of holly. The merchandise displayed consisted of Christmas crackers, fancy boxes of chocolates, bottles of fruit, marschino cherries, fruit cake and plum puddings. At night the window was briliantly lighted with red electric lights.

Changes to a Cash Basis and Expects as Large a Turnover as when He Operated on The Credit Plan

H. A. Wilson, General Merchant at Birch Falls, Sask., Believes That "Credit" is a Service That People Can Very Well Do Without, Claiming That it is Not Economical But Rather Tends to Extravagance and is Not Fair to Merchant or Customer.

BIRCH Hills, Sask.—"There are many merchants in Western Canada to-day who are running their businesses on a credit basis, who would like to change to cash," remarked H. A. Wilson, general merchant in this town to a representative of "Canadian Grocer." "For numerous reasons they will never make the change however. In some instances it is just lack of nerve. In other instances merchants have good reasons for not changing, as their district probably has not had a crop for two years. For a merchant in some districts it would be suicide to revert to cash, but retailers who are operating in sections where crops have been good, there is no reason why the cash plan cannot be worked satisfactorily."

Expects a Large Turnover

Mr. Wilson's plan of carrying on is worthy of consideration. For fourteen years Mr. Wilson has conducted a large credit trade. He changed to cash in November of last year. "I expect that my turnover in this my first year of conducting a cash business to be as great as the year previous," he told the representative of "Canadian Grocer." Taking the first six months as his guide he believed his turnover would be fully up to his last twelve months of conducting on a credit basis.

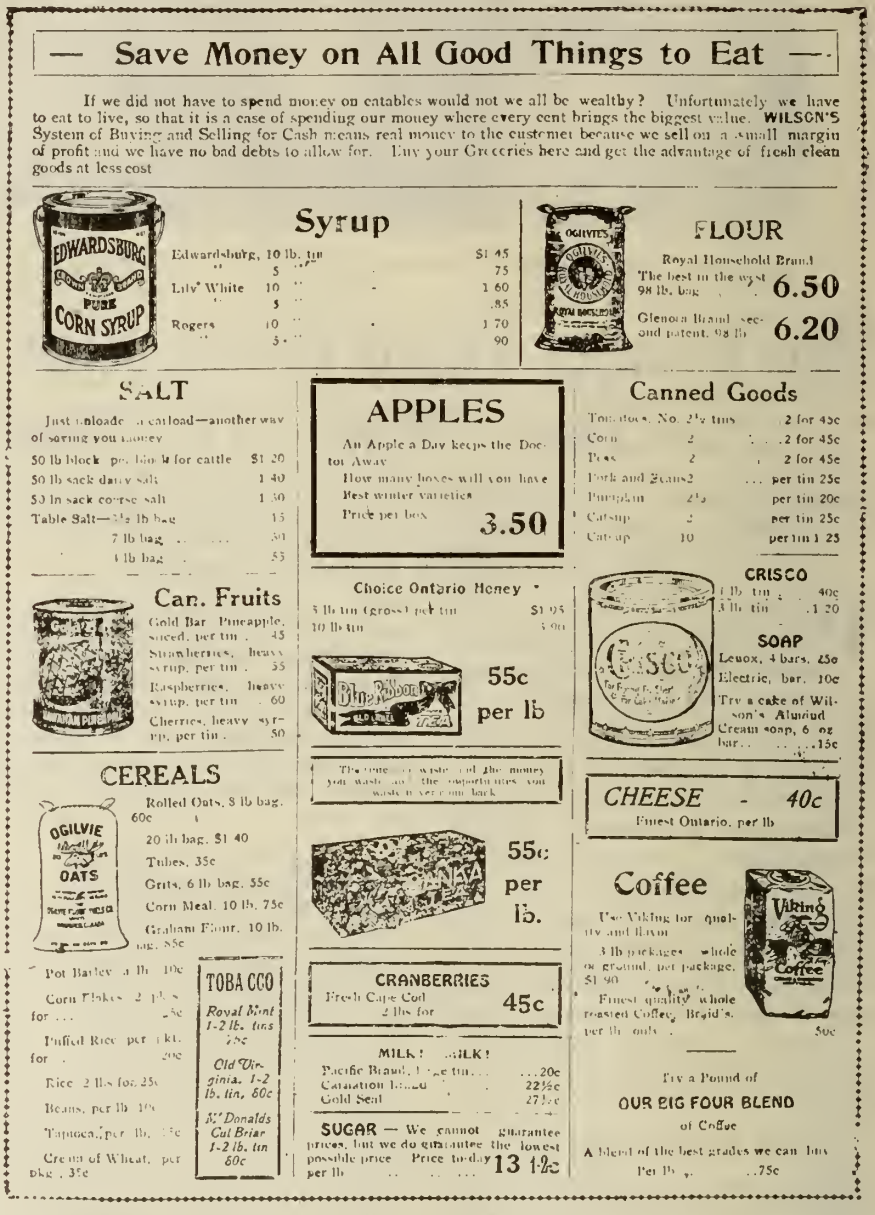
Advantages of Credit

Changing from one method to the other, he circularized his trade, mailing one to every farmer in his district, explaining the advantages to be gained by them, in paying cash for everything they bought. Under the caption "the Folly of Credit," in his circular, he said:

"Credit is a service that people could very well do without. Between retail merchant and customer credit is not necessary. It is not economical—it leads to extravagance and it is not fair to either merchant or customer.

"A merchant in setting the selling price of his goods takes the price he paid for the merchandise and to it adds his cost of doing business. The less he can run his store for the lower are his selling prices.

"If he sells more goods without increasing his expense and if he sells only for cash he need not charge as much as a credit store with a small turnover.


— Save Money on All Good Things to Eat —
If we did not have to spend money on eatables would not we all be wealthy? Unfortunately we have to eat to live, so that it is a case of spending our money where every cent brings the biggest value. WILSON'S System of Buying and Selling for Cash means real money to the customer because we sell on a small margin of profit and we have no bad debts to allow for. Buy your Groceries here and get the advantage of fresh clean goods at less cost
Syrup
Edwardsburg, 10 lb. tin $1 45
" 5 " 75
Lily White 10 " 1 60
" 5 " .85
Rogers 10 " 1 70
" 5 " 90
FLOUR
Royal Household Brand
The best in the west
98 lb. bag 6.50
Glenora Brand, second patent, 98 lb 6.20
SALT
Just unloaded a carload—another way of saving you money
50 lb block, per block for cattle $1 20
50 lb sack dairy salt 1 40
50 lb sack coarse salt 1 30
Table Salt—3½ lb bag 15
7 lb bag 30
4 lb bag 55
APPLES
An Apple a Day keeps the Doctor Away
How many boxes will you have
Best winter varieties
Price per box 3.50
Canned Goods
Tomatoes, No. 2½ tins 2 for 45c
Corn 2 " 2 for 45c
Peas 2 " 2 for 45c
Pork and Beans 2 " per tin 25c
Pumpkin 2½ " per tin 20c
Catsup 2 " per tin 25c
Catsup 10 " per tin 1 25
Can. Fruits
Gold Bar Pineapple, sliced, per tin 45
Strawberries, heavy syrup, per tin 55
Raspberries, heavy syrup, per tin 60
Cherries, heavy syrup, per tin 50
Choice Ontario Honey
5 lb tin (Gross) per tin $1 95
10 lb tin 3 90
55c per lb
CRISCO
1 lb tin 40c
3 lb tin 1 20
SOAP
Lenox, 4 bars, 25c
Electric, bar, 10c
Try a cake of Wilson's Alluvid Cream soap, 6 oz bar 15c
The time you waste and the money you waste and the opportunities you waste never come back
CHEESE - 40c
Finest Ontario, per lb
CEREALS
Rolled Oats, 8 lb bag, 60c
20 lb bag, $1 40
Tubes, 35c
Grits, 6 lb bag, 55c
Corn Meal, 10 lb, 75c
Graham Flour, 10 lb bag, 85c
Pot Barley 4 lbs 10c
Corn Flakes 2 pkgs for 25c
Puffed Rice per pkt. for 20c
Rice 2 lbs for 25c
Beans, per lb 10c
Tapioca, per lb 15c
Cream of Wheat, per pkg. 35c
TOBACCO
Royal Mint 1-2 lb. tins 75c
Old Virginia, 1-2 lb. tin, 60c
McDonalds Cut Briar 1-2 lb. tin 60c
55c per lb.
Coffee
Use Viking for quality and flavor
3 lb packages whole or ground, per package, $1 90
Finest quality whole roasted Coffee, Brigid's, per lb only 50c
CRANBERRIES
Fresh Cape Cod
2 lbs for 45c
MILK! MILK!
Pacific Brand, large tin 20c
Carnation Brand 22½c
Gold Seal 27½c
SUGAR — We cannot guarantee prices, but we do guarantee the lowest possible price. Price today per lb 13 1-2c
Try a Pound of
OUR BIG FOUR BLEND
of Coffee
A blend of the best grades we can buy
Per lb 75c

A "snappy" advertisement of the H. A. Wilson store at Birch Hills, Sask.

"Have you lost many of your old customers?" Mr. Wilson is often asked. "Yes, a few" is Mr. Wilson's answer, "and some of them very good who, although they have the money have become so accustomed to making the merchant wait, will not take to the cash basis. The number we have lost is nothing in comparison to the ones we have gained."

"How do you refuse your old customers of say ten and twelve years' standing?"

"They all know that I am strictly cash but often yet they will ask for credit. To these I ask, how much do you want? and I will make them a personal loan of money, not merchandise. And then whatever they want they buy

(Continued on next page)

"There's Something in a Name After All"

MOOSE JAW, Sask.—There is nothing in a name is an assertion that is very often made, but Charles Williams, proprietor of the Bee Hive Grocery in this town claims that there is. He will tell one that the name Bee Hive the name with which he christened his store away back in 1911, has helped more than anything else to distinguish his store from the grocery establishments in Moose Jaw. Although this store is in a suburb of Moose Jaw, its customers are in every part of the city.

The motor truck used for delivery, is another factor, Mr. Williams declares, that advertises his business. It keeps the name "Bee Hive" before the public, he states. A large bee hive is painted on both sides of the truck with bees swarming in and out. It attracts attention instantly.

About twenty per cent. of Mr. Williams' customers live in Moose Jaw proper, and it is the motor truck that holds them, for they can always depend on quick delivery. Discussing the extension of credit to his customers, Mr. Williams expressed the opinion that it was all right for an established store to give credit where they know that credit is good. "In fact the credit system increases business," added Mr. Williams. "Where the housewife depends on the monthly cheque to pay her butcher and her grocer, she runs along buying as she thinks she needs and very often buying more than if she was paying cash all the time. Losses from credit allowance have been small and particularly so, when one considers the increased buying power existing where it is extended. In this regard, I am not anxious to take on new charge accounts, and when asked to do so, I reply 'awfully sorry madame, I have all I can carry.' This puts the blame all on me, and in no way offends the customer. In a number of cases where I have refused credit, these people are my best customers."

Interior displays and window trims are features in the Bee Hive. The clerk is a window dresser of considerable experience, and he also arranges interior displays that are very attractive. "These sell a lot of goods," Mr. Williams stated, "I am a great believer in the selling power of a good display."

CHANGES TO CASH BASIS AND EXPECTS AS LARGE A TURNOVER

(Continued on page 96)

over the counter for cash. In every case where I have loaned money it has been paid back in thirty days. They consider it a personal loan and feel duty bound to pay it back, whereas a charge bill they figure out differently, as we all know."

Putting it in Farmer's Terms

"Putting it in farming terms. Suppose a farmer only grew 10 bushels per acre, but by adopting new and improved methods he made every acre produce 20 bushels, his working cost would be about the same, the same horses and implements would do the work, the same time would be taken, and at practically no extra cost he doubles his production so that he either makes more for himself or cuts his selling price.

"That is what we are trying to do—we can sell nearly twice as many goods without increasing our cost, and can then turn the extra profits back to our customers in lower prices.

"We are makig a start in this direction by Cutting Out Credit and so abolishing one of the big causes of high living costs.

"Pay Cash and You Pay for What You Get—You don't Pay for what the other Fellow won't Pay for."

Windows Sell Goods

Great attention is paid to the windows of the Wilson store. The two large windows on either side of the main entrance are used for groceries, the other windows for dry goods and ladies' wear as is that section of the store. Four special sales are put on each year, and these sales Mr. Wilson claims bring great results.

Tired Traveller (alighting from train): "Which do you consider the best hotel here?"

Commercial Traveller: "You see that building over there? That is the worst."

Tired Traveller; "But I don't want the worst. I want the best."

Commercial Traveller: "Then I don't know what you are going to do. There's only one."

Service to the Hunter in the Fall Pays Good Returns

Bate & Co., Sparks Street, Ottawa, Ont., have many customers in the United States who look to this firm to supply their needs on their annual hunting and fishing trip—Business of this kind constitutes a goodly portion of turnover—Orders in some instances amounting to $600.

A REPUTATION for stocking only the highest grade goods, for service of the very first order, in the experience of Bate & Co., Sparks Street Ottawa, Ont., is not confined to that city alone. For many years past this firm has served people in the United States, and from their store orders have been filled for delivery in India. A feature of this company's trade is the large business that has been built up in the way of filling orders for supplies for hunting and fishing parties in the fall months. Starting over half a century ago this department of Bate & Co. has grown to such an extent, that it now represents an enormous turnover annually. Clients of this store live in many parts of Canada and the United States. Coming to Canada for their annual hunt, many people in the country to the south, get all their supplies through Bate & Co. These orders amount to a lot of money, an order for between five and six hundred dollars being frequently given.

One Generation to Another

"We have served the same people for years and years," E. Palmer, manager of the store told a representative of Canadian Grocer. "Of course a good many of the first customers have passed away, and we are now serving their sons, and their sons' sons too. We of course have always made a specialty of packing orders of this kind, and having once satisfied our patrons with the service we give in this regard, they have told others, and so our trade has grown. A good portion of this part of our business is with American people, residents of New York and New Jersey, who come through Ottawa every year, either to spend a holiday in the summer or in the fall, when the fishing and hunting season is in progress.

Every Care Taken

"We have always given a great deal of attention and care to the filling of these orders, and every precaution is taken, to ensure safe delivery. I have given a good of time to this department and to see to it, that everything is packed so as to arrive in perfect condition. The success of a trade of this kind, of course, largely depends on the service one gives, and the repeated orders year after year, are convincing proof that our efforts are appreciated."

The Goods that Sell

Mr. Palmer showed the Grocer representative a number of the orders that had been received, and it was evident that they were for no small amounts, averaging each one, up into the hundreds of dollars. It was interesting to note the goods required for these hunting and fishing trips, and a perusal of the lists indicated that these hunting parties do not neglect the needs of the inner man, on holidays of this kind. The grocer will find plenty of scope for the increasing of this trade by, even in a small way, going after business, in the way of filling hunters' supplies. Every town and hamlet, at this season, has its exodus of hunters, and suggestions of many foodstuffs, on the part of the grocer will no doubt be appreciated by the parties, and at the same time bring new trade to one's store. The citing of an order, received by this firm, itemized on this page, will be found instructive. It is typical of hundreds of similar ones, and illustrates in a measure the business that is being done.

"Our clients write us ahead as to when they contemplate leaving for their holiday," Mr. Palmer continued. "We sometimes ship the goods to the point nearest to their place in the woods, or we have them ready for them to take along with them on their way through. It is just as the purchasers desire."

High Quality Goods Only

The very best goods that are obtainable in their respective lines are carried in the store of Bate & Co. Nothing but the best is their motto, and catering to a high-class trade, this firm believes it pays to sell only that which can be safely recommended. "I will always recommend a line to a customer," remarked Mr. Palmer, "if I myself know that it is a good article. It must however have quality. There is a fruit salad," he added, pointing to a jar on the counter, "that I just got in a short time ago. It is a high priced line, but it is selling well. I introduced it by suggesting a trial of it, and we are now having repeat orders. It has been worth while to sell it, as it is profitable, and at the same time reputable. We are selling here at the present time fancy biscuits that bring as high as $2.10 per pound.

"We have sufficient demand for them to make it worth while to stock them. When I first got them I made a window display of them."

ONE OF THE MANY SIMILAR ORDERS THAT ARE FILLED FOR HUNTERS

One of the orders sent in to Bate & Co. by a hunting party is as follows, and there were many similar:—60 lbs. bacon, 40 lbs. ham, 6 lbs. coffee, 3 lbs. tea, 10 lbs. prunes, 10 lbs. apricots, 5 lbs. cream cheese, 1 small Cheddar cheese, 5 lbs. strawberry jam, 7 lbs. orange marmalade, 5 lbs. raspberry jam, 2 bottles tomato catsup, 1 dozen cakes milk chocolate, 5 packages certain breakfast food, 12 cans tomatoes, 6 tins of corn, 6 tins of peas, 1 dozen tins of asparagus, 2 tins of milk, Florida oranges, 4 lbs. ginger snaps, 2 packages of yeast cakes, 2 tins of baking powder, 12 lbs. of canned meat, 3 bottles lime juice, 1 doz. tins of peaches, 1 quart of olive oil, tapioca, 6 tins of devilled ham, 6 tins of sardines, 2 packages seedless raisins, ivory soap, laundry soap, 1 bottle vanilla and matches.

Finds it Profitable to Sell the New Lines and Introduces Them in Ways That Are Novel and Attractive

G. O. Werrett, Simcoe, Ont., Believes That it is the High-grade Specialties That Show the Best Returns in the Way of Profits, in These Days When There is so Much Price-cutting on the Staples.

Written by staff representative from an interview with a Simcoe merchant.

INTRODUCING new lines—increasing turnover by stocking high-class specialties that make a ready appeal to the public, is a feature of the business of George O. Werrett of Simcoe, Ont. The grocer who is following such a policy, that is, actually selling goods, is doing much to maintain trade at levels satisfactory to himself. In other words he is going after business and is getting it. The tendency of too many retail grocers is to give their customers just what they ask for, merely handing out groceries as they are demanded. Such a policy is not consistent with initiative and enterprise. Consequently if the grocer is going to do his part to keep things moving, he must sell and sell all the time. Now many grocers, and Mr. Werrett is one of them, have found that people will buy goods if they know about them—new lines that come on the market, are just waiting for the grocer's recommendation and suggestion to buy them.

Selling all the Time

Mr. Werrett is selling all the time. It is essential, he thinks, for the grocer to watch the markets closely, in order that he may buy rightly, but it is also very necessary, he says, to sell, to do something more than merely hand out the staples and a few other lines that are asked for from day to day. Mr. Werrett not only finds it profitable for him to "push" the sales of new lines that he believes are reputable goods and worthy of one's personal endorsation, but he gets a great deal of pleasure, he says, from selling of this kind. In placing the sale of an article at a certain number of boxes, tins, or whatever it may happen to be, there is a zest and enthusiasm, in the minds, of oneself and his staff to see the goal reached, if not exceeded. "Specialties in the grocery business make it worth while" he said. "They usually show a good profit, and if they become at all favorites, there is constant repeat business.

"It is more important that the quality be right than it is that the price should be sufficiently low as to attract attention. I find that people will buy the best even though the price is fairly high, rather than take an inferior article a few cents cheaper. I lay great stress on quality first. In handling special lines if people are attracted by them, they will pay the figure asked. In these specialties there is a better profit for the grocer. Nowadays there are too many merchants "cutting" the staples, offering them at ridiculously low prices, out of line with reason and sound business judgment. As a result of this price slashing the merchant who is trying to successfully conduct his business, must turn his attention to the sale of high grade foodstuffs, to the higher class of trade."—G. O. Werrett to Canadian Grocer.

100 Tins in Two Days

"Recently I have bought several cases of a certain canned fish. The little tin container was very attractively gotten out and sold to the consumer at ten cents. I had never before stocked this particular fish, but having tried it, I felt it was a good thing, and good value for the money. I made a window display of this line, and without any other aid to their sale, I disposed of over one hundred tins, before two days, and the entire 200 tins that I had placed in the display were cleaned out before the end of the week. I am getting repeat business on this article right along, which of course, is the best indication that the particular line boosted, has won favor with the patrons of the store.

"On another occasion, I sold six hundred tins of a certain soup, in a period of four days. But this time a practical demonstration was given, and the people who came into the store were invited to sample the soup. Of course in this instance the demonstration did more to to sell this line than did the selling effort of either my staff or myself. But after the demonstration was over we continued to talk it up, with the result that its sales kept up, and repeat business followed its initial introduction."

Introduces New Flour

Mr. Werrett's experience in the way of introducing new lines is interesting and worthy of being followed by other merchants who perhaps have thought it not worth while to take the time to do likewise. Asked for further instances of successes that followed special selling effort, Mr. Werrett told a representative of Canadian Grocer, on the occasion of a recent visit, that not long ago he bought a case or two of new cake flour.

"Recently I bought several cases of a certain canned fish. The little tin container was very attractively gotten out, and sold to the consumer at ten cents. I had never before stocked this particular fish, but having tried it, I felt it was a good thing, and good value for the money. I made a window display of this line, and without any other aid to their sale, I disposed of over one hundred tins, before two days, and the entire 200 tins that I had placed in the display were cleaned out before the end of the week. I am getting repeat business on this article right along, which of course is the best indication that the particular line boosted has won favor with the patrons of the store." G. O. Werrett to Canadian Grocer.

In order to get it moving he had a cake made from a package. He put it on the counter, surrounded with the flour. "When customers came in," he said, "I invited them to sample the cake. Every sample of that cake sold a package of the flour. Some women took three packages, and I had sold my first case in the first day. This cake flour is now a steady seller with me. Customers are repeating orders, and housewives tell me that it is a real success, making a good cake."

This Time it Was Jam

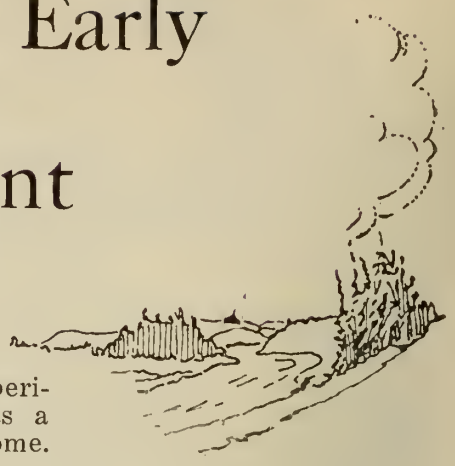
A case of four pound tins of pineapple jam sold in less than a week, at a time when jam is not a particularly brisk seller, was the record of Mr. Werrett a few days ago. "I happened to open a tin of it," he said, "one day when a woman was in the store. I invited her to taste it, and also tried some of it myself. This customer purchased a tin and I decided to leave some of this jam on the counter, asking people as they came up to be served, to try it. It was in this way that I disposed of all I had of it."

Quality and Service

Quality and service are the two big things in conducting a grocery business, according to Mr. Werrett. It is more important that the quality be right than

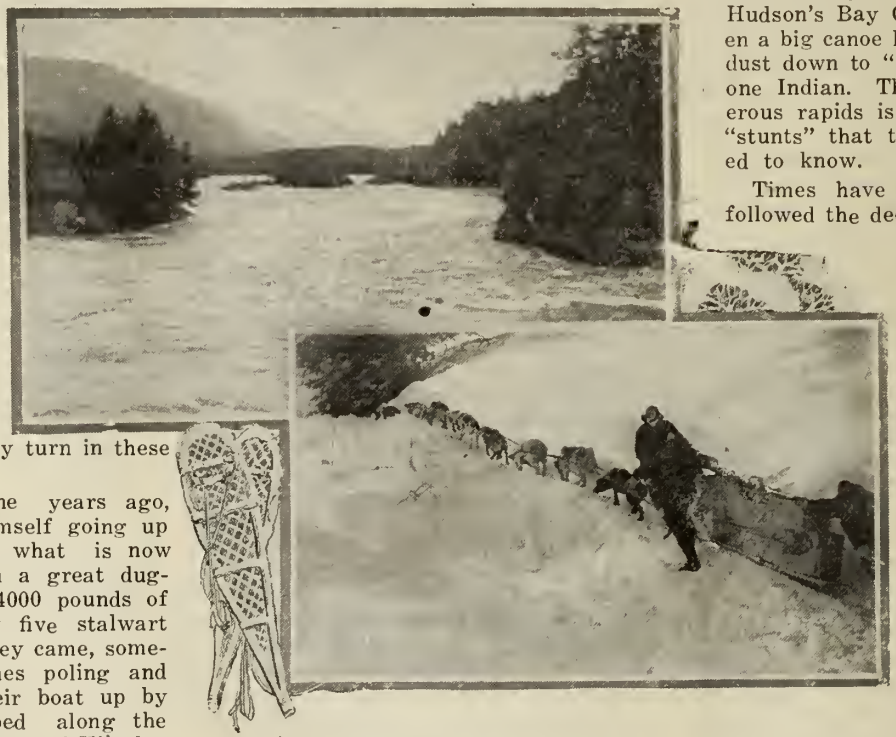
Continued on page 122

Adventure Fills Early Life Of This Merchant



R. S. Sargent, Hazelton, B. C., Sees the Growth and Development of This Part of British Columbia, Embracing an Experience of Thirty-One Years, When as a Boy He Left His Nova Scotia Home.

HAZELTON, B. C. — Thirty-one years ago a mere lad left Nova Scotia in search of adventure and fortune. Wild tales, he had heard, of the buffalo, the wolves, and the Indians in the far West, so thither he travelled. When he got to Alberta, he found that the outpost of civilization had been flung yet farther north and West, and on to Vancouver he pressed. In Vancouver he heard of great rivers in the North teeming with salmon, hemmed in by beetling cliffs, snowclad mountains, and beyond these unexplored wildernesses where the Indian roamed at will, where the occasional trapper lived his exciting life and the miner panned gold from the bars on the rivers. Up here, he heard, the Hudson's Bay had posts where the Indians brought beads and rifles and brought in great canoe loads of pelts. Adventure beckoned at every turn in these rivers.



Here then, thirty-one years ago, young Sargent found himself going up the Skeena river from what is now Prince Rupert, riding in a great dugout canoe, loaded with 4000 pounds of freight and manned by five stalwart Indians. Up the river they came, sometimes paddling, sometimes poling and then again dragging their boat up by ropes while they climbed along the rocky banks. At the village of Kitselas they landed, and packed all the freight, and the canoe overland, because of the furious rapids in Kitselas Canyon. Into the river again and up to old Hazelton, then only a Hudson's Bay post.

There R. S. Sargent worked for the "company" for a while, learning the ways of the "Indian trade" and learning to love this great northern country of fertile valleys, snow-capped mountains, and rushing streams.

At length he felt that he could trade for himself so he launched his own enterprise, nor was adventure lacking though the business was good. One day there was a murder. The murderer, an Indian, was known and one of the intrepid police made the arrest. Mutterings and threats, and the Indians rose in force against the presumption of the few whites in Hazelton who dared to arrest one of their number.

The Hudson's Bay company called in the whites. Their stockade on the river was strengthened and sand bags piled behind the windows and embrasures. At this time, one of the freighters arrived with a pack train from the East, and great was his astonishment when he found the state of affairs.

However, his merchandise and animals were put inside and he was asked to go to Victoria to see what the government would do. Now this trip to Victoria was no little jaunt. However, he managed to get a few Indians to man his canoe and he went down the Skeena and got to the seaboard. There he ultimately caught a boat bound for Victoria. The chief of police and six officers came up to Hazelton. A great show of a trial was conducted, and the officer making the arrest was "exiled" from Hazelton. Needless to say, he played the game—working there-after in the South, and the Indians were placated. This has been the only threat of Indian war since those days.

Mr. Sargent and the factor for the Hudson's Bay Company have since taken a big canoe loaded with furs and gold dust down to "Rupert" assisted by only one Indian. The shooting of the numerous rapids is not the least dangerous "stunts" that those early traders needed to know.

Times have changed. Great booms followed the decision to build the Grand Trunk Railway, Hazelton was a very busy centre during construction and R. S. Sargent's interests have prospered and grown with the country. Now he has stores at both Smithers and Selkiva but the Hazelton business is still largely Indian trade. In the old days "tokens" were used in view of currency, both the Sargent store and the Hudson's Bay Company issuing their own metal "coins" but of course this has been discontinued many years. The stock still exhibits many articles peculiar to the district and the trade. Pack saddles, for horses, dogs and men. The Indian family still packs all its impedimenta. If they have a pony they load it. The dogs carry a load and the squaws and children also, but the red-skinned anti-suffragette himself carries only his rifle. Rifles, ammunition, traps and mushing gear are still finding ready sale, but cash registers, computing scales, automatic cheese

(Continued on page 122)

People Are Now Demanding Delivery

Berringer Bros., Proprietors of the Original Cash and Carry Store In Halifax, N. S., Are Again Delivering Goods, But Declare They Will Never Return to a Credit Way of Doing Business — With Delivery Re-established Sales Show a Remarkable Increase.

By Special Correspondent Canadian Grocer

HALIFAX, N. S.—The first cash and carry store in this city was opened five years ago by Berringer Bros. In fact it was the first to be started in the province. Many others have been tried out since, and all with the exception of one or two have gone out of business.

A representative of "Canadian Grocer" recently called on these gentlemen at their store on Cottingen Street. Their store is known as the Original Cash and Carry grocery. Some of the results that have attended their efforts since they began five years ago, were told the "Canadian Grocer" representative. Although situated in a working class locality, every Saturday there are at least 25 cars come from different parts of the city for goods.

People Want Delivery

A few weeks ago the order of things was changed. Arrangements were made to deliver all orders of five dollars or more free, and any others that exceeded one dollar were delivered for ten cents. This arrangement has had a big effect in the way of increasing sales as now that prices are dropping a great many people don't want to carry parcels as they were quite willing to do during the war.

Of the total business done it is estimated by these merchants that thirty-five per cent. is now being delivered. This they believe may grow even a little more but they positively never will go back to the credit business. There is too much capital required to carry on a credit business, and the risks in this city are not as good as they might be, and also it is necessary to charge more money for goods because of the additional sales and bookkeeping help required. Where formerly people in Halifax were paid in a great many cases, only once a month they are now nearly all getting their money every week, or at least twice monthly. They have the cash to pay for goods. This system is creating more thrift among the people and they are buying less recklessly than in the past. They are stopping to think whether they need the goods before buying, and there is a better feeling between them and the retailer.

WITH PRICES LOWER PEOPLE WANT DELIVERY

"A few weeks ago we made arrangements to deliver all orders of five dollars or more free, and any others that exceeded one dollar were delivered for ten cents. This arrangement has had a big effect in the way of increasing sales, as now that prices are dropping a great many people do not want to carry parcels, as they were willing to do during the war. Of our total business we estimate that 35 per cent. is now being delivered, and it is growing. But we positively will never go back to selling on a credit basis. There is too much capital required to carry on a credit business, and the risks are not always as good as they might be. It is necessary too to charge more money for goods, under a credit system, because of the additional sales and bookkeeping help required. Where formerly people in Halifax were paid, in a good many instances, only once a month, they now nearly all are getting their money every week or at least twice monthly. They have the cash to pay for goods."—Mr. Berringer to a Canadian Grocer representative.

Increased Sales of Soap

A window display was recently made of two kinds of soap and a card used announcing that the one bringing in the most wrappers in a given length of time would receive a boys' express waggon free. This was also part of the window display. In one day five cases of soap were sold although tne price was not reduced any. Mr. Berringer believes this kind of advertising to be real good.

Through the influence of the management one of the clerks was persuaded to take a course in show-card writing and now his work plays a big part in the appearance of the store. Scattered throughout the store are neat cards describing various lines and to anyone coming in they present a very pleasing sight. This same chap attends to the window display and for the additional work involved receives a bonus.

A line carried that in addition to bringing good returns for the sales also increases the general business is the fancy shopping baskets now being used so much. A customer that comes in to buy one of these will nearly always go away with the basket filled with groceries. Mr. Berringer said he thought he could easily sell these at cost as the grocery sales were so good, but he never has done it.

Special attention has been given to the sales of tea and now a total of over four hundred pounds of one blend is sold each week. Particular attention was given to the blending and it has been found that the customers who have tried it are now steady buyers.

Keeping Tab On Clerks

The sales of each clerk are made up every day to see how much he is costing the firm. A maximum of three per cent. is allowed and if the sales do not come up to this figure he is reminded that he is costing the business too much money and must remedy things.

In this store three thousand dollars are invested in equipment and through this expenditure the management believe the sales are being increased. They claim there would be absolutely no sale of cooked meats if they had not a slicer. A refrigerator display counter is used and in addition to keeping goods right it makes sales better and helps the general appearance of the store. Bins and other fixtures are used which while keeping the stock in good shape also speed up the handling. Mr. Berringer is a great booster of up-to-date equipment and is of the opinion that the people to-day prefer to deal with a merchant who is equipped in this way thinking that the store is more reliable.

The first day this store opened the total sales were five hundred and sixteen dollars while at times they have gone as high as eighteen hundred dollars in one day. Last year the total sales exceeded one hundred and two thousand dollars ($102,000).

"Credit Customer Gives All His Trade"

Mr. Matheson, Manager of the Pacific Berry Growers' Store at Haney, B. C., After Trying Out the "Cash and Carry Idea" in his Store, Decides That a Credit Business is the Most Profitable—"Study Your Customers"

By Staff Correspondent Canadian Grocer

HANEY, B. C.—As there were many people in the town of Haney who were quoting the cash and carry prices advertised in Vancouver, Mr. Matheson, the manager of the Pacific Berry Growers' Store, decided to give the people what they seemed to want.

Lost Several Customers

Counters were put in. The merchandise was arranged in the approved "Cash and Carry" style, and baskets were provided. There was, however, a section left as before for the credit customers of the store, and the new department opened. This went on for two months. At the end of that time Mr. Matheson took stock, and found that he had lost several good customers—and why? Because in their unreasonableness, some customers wanted the cash price and to have the goods "booked" to their account. When they could not get this done— they left in high dudgeon.

"In the town," said Mr. Matheson, "the people might have fancied that they would like to carry home all their purchases, and pay cash at time of buying and save the few cents that such a policy makes possible, but in actual practice they do not. The towns-people want delivery and the country people like to pay once a month. I'll say that a credit business is a more expert test of a merchant, but it is the most profitable and the best service. A merchant needs to be a judge of human nature. He needs to have the courage to say 'No' and also when to 'have a heart.' We have lost but little from our policy of giving short credit, and the trade that has been attracted has been profitable in every sense of the word.

Studies Character

"Some time ago, a stranger came to me and asked me if I would stake him to $200 worth of groceries for ninety days. He was taking out logs and would pay when they were ready to market. I fancy he had tried elsewhere, and had been a regular customer of another store. He seemed honest to me—and in fourteen years' business life in Vancouver, I have surely learned to read character to some extent—so I said 'Yes.'

Gives All His Trade

"At the end of the term, he paid in full, and has dealt with me ever since. I have backed my judgment frequently and never lost a cent in this way. I have trusted others, on the strong recommendation of others—and I have lost. Your credit customer gives you all his trade; the cash buyer is cranky and uncertain."

Knows Customers Personally

When Mr. Matheson took over the management of the store, he spent his evenings and half holidays for many weeks, riding out with the trucks that gather the berries along the various routes. "I seriously question whether there is a settler in this entire district that I do not know personally, having met him at his own home," he remarked. "I know their preferences and their pet aversions. I have found this personal aquaintanceship most necessary in building up a business such as we have. Besides getting the business, it helps me to judge as to the credit risk of any one who might ask for credit," said Mr. Matheson.

Studies Local Tastes

The same personal element has been studied in the Dry Goods section of this general store. Miss Gilliland, who is in charge, attended all the dances last winter for the purpose of studying the local tastes in waists, etc. The consequence is that today she stocks waists that so well suit the local preferences that she sells literally hundreds, that might otherwise be purchased in Vancouver.

The grocery window is well dressed—changed frequently—and is distinctly the window of a grocery store.

Filling the Trappers' and the Prospectors' Needs

PRINCE RUPERT, Nov. 2.—When the trappers start for the wilds on a four months' fur chase, when the prospectors start out in the spring for the age-old hunt for gold, it matters a great deal to the merchants of Prince Rupert, who gets the order for their supplies.

It must be stated that Fullers, Ltd., get their share. Perhaps they have cultivated this business. It may be they have grub-staked many an old timer. At any rate a 200 or 300 dollar order is not infrequent. Beans, and sow-belly; flour and baking powder; salt and sugar these things are the staples, and canned milk and other canned and desiccated foods are added.

Ranchers too Good Customers

Also the ranchers in the outlying districts come to "Rupert" every few months—see a picture show—swap yarns with their "tilikums" in town and head for home after buying a list of groceries that total up a neat sum frequently. Fullers Ltd., sell tea in the original chests to these customers. The town business is not neglected though. Windows well dressed, and interior displays help the local business and newspaper advertising "tells the world" what they have.

Biscuit Display a Feature

The biscuit display is a feature. A large variety is shown, and chairs are placed for the lady purchasers to rest whi'e the various biscuits are viewed.

Mr. Fuller stated to Canadian Grocer that 75 per cent. of the business in teas and coffees is done in one particular blend of tea and one particular blend of coffee.

Two Complete Stocks

There are really two complete stocks in this store, one in the front as is usual, and a large warehouse in the rear where all the merchandise is arranged as in a wholesaler's broken case room, and where the customer is expecting to take her purchases with her, the order is filled at the rear.

Personality Counts

Speaking of the cash and carry grocery business, Mr. Fuller stated: "Personality counts. It is a big asset to a grocer—one that he cannot cash in on in the impersonality of a cash and carry business."

In True's store in Woodstock, N. B. a section is devoted to the sale of china and crockery—stocking these lines helps sales of groceries.

A China Department Sells Groceries

G. B. True, in Woodstock, N.B., is the Only Grocer in His Town Carrying China and Crockery, and Says when People Come in for These Lines He is Usually Able to Sell Them Groceries—Often Gets Steady Customers in This Way

"SELLING china and crockery has certainly brought increased grocery business to my store," remarked G. B. True, of Woodstock. N. B., to a representative of "Canadian Grocer" recently. "As I am the only grocer handling the lines in the town, they are bound to bring people to the store, and once in here it is not difficult to sell them groceries, particularly if the latter are well displayed. Steady permanent customers have often been gained for the store just in this way."

Turnover $3,000 Monthly

Mr. True has only been in business since April first last, and since that time he has been turning over, on an average, of three thousand dollars per month. Mr. True had had several years experience in the grocery business before going into it for himself. He operates on the cash and carry plan, and finds it very satisfactory. In his opinion a grocer just commencing can give too much credit, which very often proves his undoing. Selling for cash he states that he is able to take advantage of trade discounts. It is his endeavor to turn his stock as quickly as possible not at any time to overburden with goods that are not moving. He follows the markets closely, buys as he believes his requirements warant, and alwavs aims to have no stock lying on his shelves that is not going to the consumer from day to day. "I use price tickets on my goods," he told the "Groceh" representative. "Of course it is necessary in a store operated on the cash and carry plan. It lets the people see at once the price of an article and is also a saver of time to myself and staff."

Window Displays Sell

Close attention is paid by Mr. True to the matter of dressing his windows. He changes his windows frequently, and they are always in use for the display of some seasonable line. When working for others he has seen the good results from showing in the store windows lines that the merchant wished to get moving in greater volume. "Good displays will sell merchandise all the time" added Mr. True. In his opinion it is also necessary to keep the interior of the store attractively arranged, and with this end in view he makes good use of his counter for showing special lines. Having certain articles on the counter and suggesting them to customers when giving orders very frequently means sales.

Good Equipment Essential

Good equipment is essential in the successful conduct of a grocery store, according to Mr. True. As will be noticed in the accompanying photograph a biscuit display case is used, and Mr. True declares that it has been a very important factor in increasing the turnover in biscuits. Computing scales, it will also be noticed, are conveniently situated to facilitate service, particularly when there are a great many customers in the store.

This Merchant Keeps A "Pie" Calendar

"We have at least one pie for every month in the year, that is a characteristic pie," recently stated a retail grocer. "Although there is no general agreement about pies for each month as there is about flowers and birthstones, there is nevertheless certain months in the year when certain pies are the favorite."

To put this idea across with his customers, this merchant has printed what he calls a "Pie Calendar," which is as follows: January, the cranberry, February, apple, March, rhubarb, April, raisin, May, lemon, June, strawberry, July, cherry, August, blueberry, September, peach, October, pumpkin, November, cocoanut, December, mince.

The calendar is also made on a large card, with a movable arrow pointing to the particular month that it happens to be. Near the card is placed a display of the makings of the pie that is called for on the callendar.

An Unique Christmas Poultry Display

THE ABOVE is another Christmas window display of the A. & C. Grocery Co., Vancouver, B.C., and from an artistic and selling standpoint is just as attractive as the one shown on the opposite page. It is not an easy matter to make an artistic display of meats but, to judge by this display, Charles Roberts, who dressed this window, certainly shows skill and ability.

The background is composed of prime sides of beeves, while the end is made up of several uniform rows of turkeys. The floor of the window which is slightly elevated at the rear, was built up with turkeys, chickens, ducks, cuts of fresh meats, etc. Like the grocery display, this window was decorated with evergreens, holly and colored crepe paper, which gave it a Christmas atmosphere.

Viewed from a selling angle, the firm states that it proved successful and that hundreds of people stopped to look at it, were tempted, and made a purchase, which, after all, is the big factor to keep in mind when trimming a window.

An Artistic Array of Festive Lines

THE ABOVE illustrates the Christmas window display in the grocery department of the A. & C. Grocery Co., Vancouver, B.C., as dressed by Horace Ebbutt. The background is of green plush with tinsel attached to give light and contrast. The top of the greeting card, which hangs in the centre of the window, is draped with white silk and the four corners of the window are decorated with evergreens to which are attached at regular intervals, Christmas stockings, while the ceiling is decorated with holly and evergreens.

In the centre of the window is to be seen an artistically arranged cornucopia in which is shown a miscellaneous display of Christmas table supplies. On each side, standing on a pedestal, is a fancy basket of fruits. Tapering to a point in the centre are boxes of Christmas crackers, and fancy boxes of chocolates.

The floor of the window is composed of grapefruit, oranges, apples, table raisins, Brazil nuts, table figs, glazed fruits, Jordan almonds, maraschino cherries, boxed mission figs, etc.

All the lines shown are intermingled with crepe paper roses, holly, and cotton wool. Here and there was sprinkled a touch of artificial snow, which gave the whole display an attractive and sparkling appearance.

Christmas Window that Sold Goods

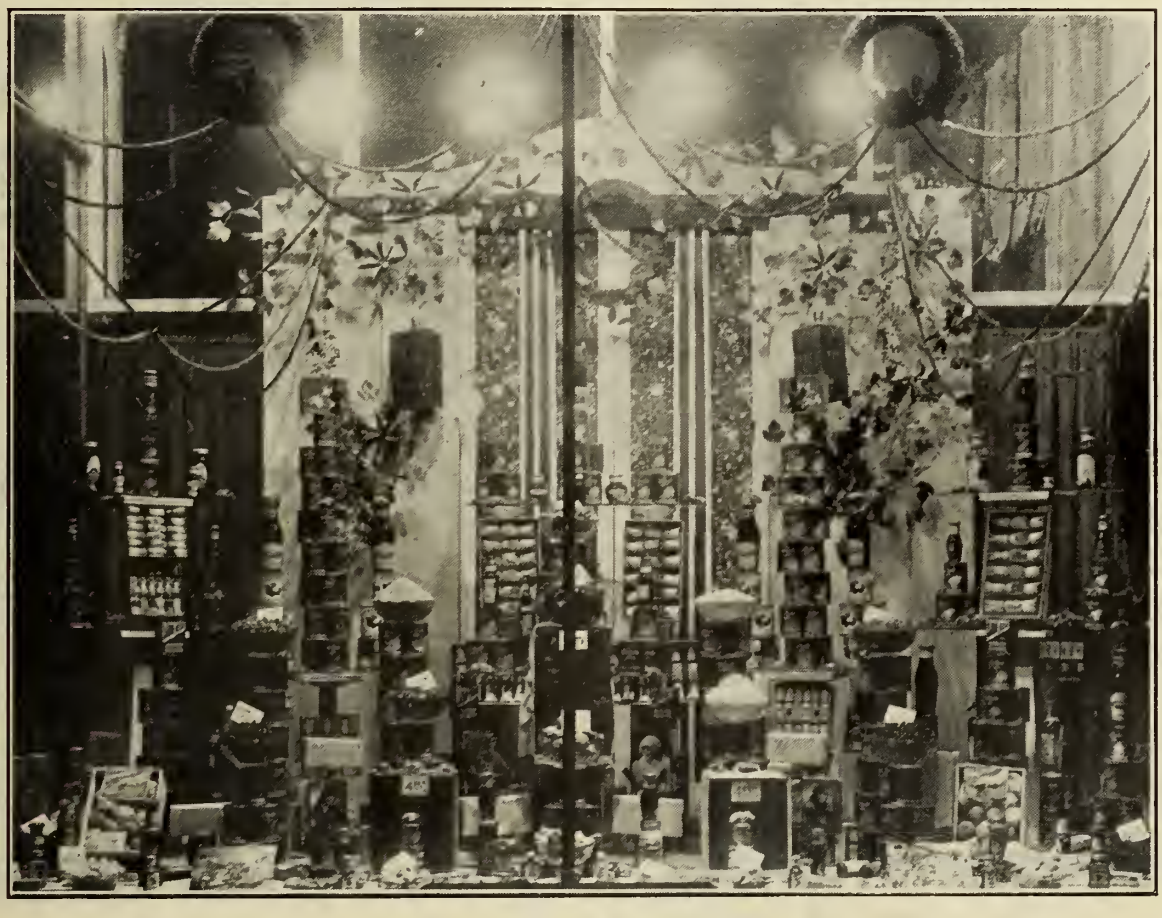
Attracted a Great Deal of Attention, Resulting in Greatly Increased Sales of Christmas Specialties

Don't forget Oranges for Christmas Morning
Olives For The Epicure
Fancy Boxes of Chocolates from 75¢ per box
Season's Greetings
Did you ever try a Cranberry Pie
TRY ONE NOW WHEN THE BERRIES ARE GO
Winesap
Cranberries
Rome Beauty
New Raisins 2 pkts for 55¢
Oranges 38¢
Oranges 78¢ per doz
Oranges 58¢ per doz
MIXED CANDY 40¢ per lb.
Mixed Nuts 30¢ per lb
Mixed Candy 30¢ per lb

Christmas window display of the McLean Grocery, Moose Jaw, Sask. This is a splendid selling window and one that attracted a great deal of attention which resulted in increased sales for the firm. Note the admirable use of cheese covers, lined with fancy crepe paper. Price cards are also used to advantage, which permits the passerby to know the price without the bother of stepping into the store to find out.

Excellent Variety Marks this Window

This Attractive Display is the Handiwork of E. C. Stuart, for Nation and Shewan, Brandon, Man.



THIS attractive display of Christmas groceries was arranged by E. C. Stuart for Nation and Shewan, Brandon, Man. The quality and variety of goods shown, with the bright red and green decorations give the whole display an atmosphere of Christmas that has such a drawing power few people could resist the temptation to stop and look.

Note the small neat price tickets attached to many of the articles which tend to give a punch and selling argument, and which assisted to put over many an extra sale.

The display is not crowded, plenty of space is left between each article, which gives to every line more prominence and at the same time adds individuality and quality.

All the articles on display are distinctly Christmas goods that are usually found on every table during the Festive Season.

Advertising is simply telling your story to the people who ought to know it.

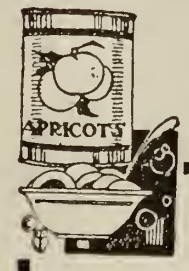
The world is full of people who want things, and of things who want people. But half the world don't know their own wants—still less how to supply them, while half of those who have the supply don't know who wants it or how to reach them. Advertising brings them together.

Make Advertisements Readable and Snappy

George S. McKenzie, Kelowna, B.C., Gets Results from His Advertising—"People Have Confidence in it and Consequently our Advertisements Pay," He States

"WE ADVERTISE persistently and dress our windows with the goods we advertise," stated George S. McKenzie, manager of the McKenzie Company, Ltd., Kelowna, B.C., to a representative of Canadian Grocer. "We aim to make our advertisements readable and snappy, but we never bluff or exaggerate. We give market information when we can, and occasionally advise against heavy buying, for instance, recently in respect to sugar and flour. We often steal our ideas from articles and advertisements. We use cuts whenever possible and for some reason the people of Kelowna read our ads. They appear to have confidence in them, and consequently our advertisements pay."

There one has the whole theory of advertising in a nut shell. It is simply a matter of writing what one has to say in the same manner that he talks to customers when they come into the store.



Sugar Down---Quince Going!

PROBABLY your last chance to preserve quince! So delicious with lemon or apple—and so economical now that sugar is down! Rush up a dozen bottles—last call for quince at, per doz..... ..... **40c**

Griddle Cake Hungry?

Like them of Buckwheat, Rye or Whole Wheat Flour Or ready mixed according to Aunt Jemina's Recipe in big packages for **20c**

For Supper

Griddle cakes with maple syrup—the spring tap here, tinned or bottled. Sided with sweet potatoes—enjoy them before their brief season ends. Three lbs. for **25c**

R. N. McDonald

(The People's Grocer)

ARGYLE & JACOB STREET.

This grocer uses regular space all the time and his ads are always "catchy."

He does not try to "bluff or exaggerate," but he gives them the information clearly and in as simple language as possible. There, also, is the secret why the people of Kelowna read the McKenzie advertisements.

Some merchants are inclined to say: "But I would not think of writing advertising as we talk in the store."

But if they only could, it would be good advertising. The trouble begins "when you take your pen in hand." One commences to think how every word will sound and slip away from the main point of how it will be received by the reader. In other words "you get stage fright" and instead of talking naturally in the advertisements, they fall

Christie's Biscuits

Another big shipment of Christie's Biscuits direct from the ovens of the big manufacturing plant in Toronto.

25 different kinds and all of them favorites and at only 50c per pound.

We have Macaroons, Water-Ice Wafers, La Creme, Rusks and Lady Fingers, too, but at a higher price than the others

Ogilvie's Rolled Oats

4 pound cartons of "Canada's Best" Rolled Oats at 35 cents per carton.
8 pound sacks Rolled Oats, 70 cents per sack
20 pound sacks Rolled Oats, $1.50 per sack
40 pound sacks Rolled Oats, $2.95 per sack.
10 pound sacks Standard or Granulated Oatmeal. 80 cents per sack

PILCHARDS—In flat tins, a solidly packed fish, more appetizing than the tall tins. Flat tins of Pilchards, 15 cents each, and every one guaranteed to please you.

For Social Occasions

the wise hostess knows there is nothing that can take the place of **Ganong's Chocolates** for afternoon teas and all social functions

Our stock of Ganong's is always fresh and gives a splendid variety to choose from.

SALMON—We have several kinds of this, and all of good eatable quality.

British Columbia Salmon (Pink), tall tins	25 cents each
British Columbia Salmon (good color) tall tins	35 cents each
Good Red Salmon, tall tins	45 cents each
Red Sockeye Salmon, tall tins	50 cents each

About Seeded Raisins, Seedless Raisins, Sultanas, Currants, Peels, Molasses, etc., we will have something to say and a price to quote next week. Our new goods are not all in stock as yet

The McKenzie Co., Ltd.

Phone 214 GROCERS Phone 214

This company talks through its advertisements as it would to a customer at the counter.

Never Bluff or Exaggerate In Your Advertising

"Secret of Successful Copy Writing Is to Write What One Has to Say Just as if One was Talking to the Customer at the Counter"—Some Christmas Suggestions

Every merchant has individualism of his own. The reason you are in business is because there is something different about your way of doing things that some people like. To the extent that this difference is good, it draws trade. To the extent that you can reflect this difference in your advertising, your advertising will be profitable.

The Success of Your Christmas Cake or Pudding

depends largely on the quality of ingredients inside. In our Grocery you will find the choicest of imported raisins, currants, peels, dates, extracts and spices.

Your Christmas Cake or Pudding will have a wonderful richness of flavor if the ingredients come from Brown's.

RAISINS,—		CANDIED PEEL,—	
Finest Valencias, per lb.	27c.	Mixed, finest, lb.	70c.
Cal. Seedless, bulk, lb.	30, 35c.	Citron, lb.	80c.
Cal. Seedless, 15 oz. pkg.	35c.	Orange, lb.	60c.
Finest Seeded, 15 oz. pkg.	35c.	Lemon, lb.	60c.
Greek Sul. Raisins, lb.	35c.	Cut Peel in 1 lb. boxes.	
Currants, cleaned, lb.	23c.	Cocoanut, choice, lb.	60c.
Almond Paste, pkg.	45c.	Baker's Cocoanut, can	20c.
Ground Sweet Almonds, pkg.	35c	Extract, mixture, 2 oz.	13c.
New Dates, bulk, lb.	22c.	Extract, pure, 2 oz.	25c.
Allen's Apple Cider, per qt.	15c.		

B. E. BROWN

FANCY AND STAPLE GROCERIES

Phone 188 Cor. Hurontario and Hume Sts.

Getting an early start on Christmas selling is advisable—it can be done through an ad. such as the above.

flat and they fail to get across. "Never be afraid of talking too simply. Just remember you are sending a helpful message to your neighbors and friends, that you want them to understand you and your store, and that they will judge you by the way you talk," counsels this merchant.

"Advertising should be taken seriously and not considered as just so much space to fill up. Have a definite idea in view—the idea of selling more merchandise.

"It is a good plan to take the salespeople into consideration and to get them together and talk it over before the advertisement is written. The clerks will give good ideas out of their every-day experiences, and a better advertisement will be written if one has the article before him when he writes. Each clerk should suggest something to advertise each day or week. It will make them feel they are sharing in the construction of the ad, and they will further feel a responsibility in making the sales justify their judgment.

"In framing up an advertisement, group the articles according to their similarity or the relation to each other in regard to their use. Over each group write something intimate and helpful about the use of such articles, and don't forget to use the word "you" quite frequently. For instance, say "You always want your dessert to be something more than pie," or "You know how attractive a salad can appear on your table," or "Are you thinking of making your Christmas cake?"

"By this means you immediately fall in line with your buyer. You show her that you under-

(Continued on page 131)

Now Is the Time To Do Your Christmas Baking

While you are able to obtain the finest ingredients. Inspect our assortment of Choicest Fruits before making the cake pudding or mincemeat.

VALENCIA RAISINS
Large, meaty, Spanish Raisins, Finest quality, 35c and 40c pound

DRAINED PEEL
Orange ..... 70c pound
Lemon ..... 70c pound
Citron ..... $1.00 pound
Mixed ..... 80c pound

LAYER FIGS
Genuine Smyrna Figs.. 50c pound

CANDIED FRUITS
Glace Cherries ..... $1.50 pound
Candied Pineapple ....$1.50 pound

CHOICE CURRANTS
Cleaned Vostizza and Patras Currants,.. ..30c and 35c pound

CALIFORNIA RAISINS
New Pack.
Seeded, package 35c
Seedless, package 40c

SHELLED NUTS
Almonds, pound $1.00
Walnuts, pound $1.00

GOLDEN DATES
25c Pound.

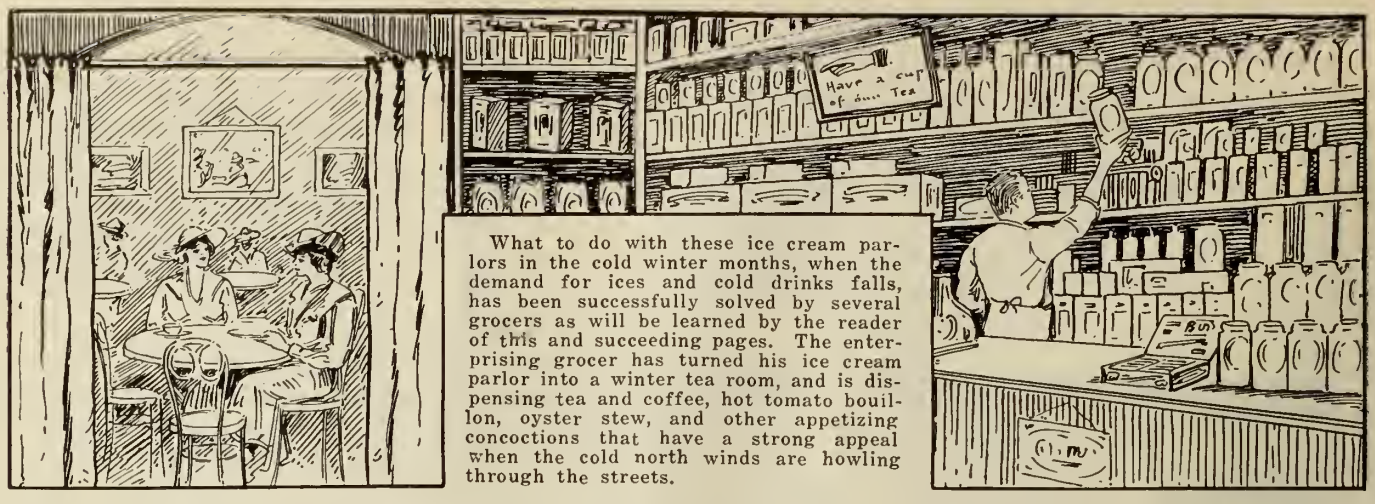
Almond Paste, Ground Sweet Almonds, Wintergreen Berries, Candied Caraways.

SEE OUR WINDOW DISPLAY

T. A. ROWAT & CO.

250 DUNDAS STREET. PHONES—3051, 3052

Another Christmas advertisement to encourage buying early



What to do with these ice cream parlors in the cold winter months, when the demand for ices and cold drinks falls, has been successfully solved by several grocers as will be learned by the reader of this and succeeding pages. The enterprising grocer has turned his ice cream parlor into a winter tea room, and is dispensing tea and coffee, hot tomato bouillon, oyster stew, and other appetizing concoctions that have a strong appeal when the cold north winds are howling through the streets.

The Ice Cream Parlor is a Tea Room in the Winter Months

Maintaining the Revenue From the Active Summer Trade in Ice Cream and Cold Drinks is Done by Operating a Tea Room Serving Hot Beverages, Oysters and Sandwiches, According to Hugh Stephens, Collingwood, Ont.

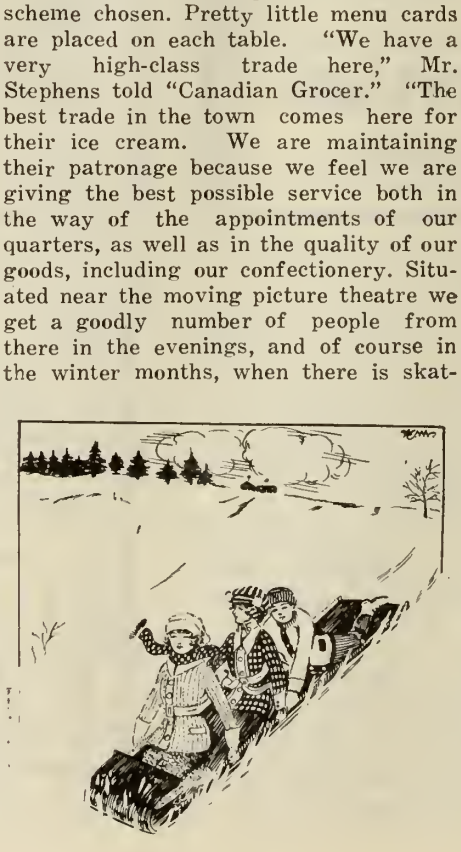
"HAVING an ice cream department certainly increases sales of many lines," remarked Hugh Stephens of Collingwood, Ont., to a representative of "Canadian Grocer." Mr. Stephens operates a splendid ice cream parlor in connection with his grocery. In the winter months it is a tea room, and the patronage extended to it during the cold period is almost as great as in the summer. The Stephens' store is a spacious place, and before the establishment of a tea room and ice cream department, there was considerable waste space in the store. It was a profitable idea when Mr. Stephens decided to fit up one half of the store for ice cream in the summer adding hot beverages for the winter months. The results in his opinion have surpassed expectations, and one of the most gratifying features has been the increase it has meant in the turnover of groceries.

An Attractive Parlor

Possibly one of the most attractive ice cream departments to be found in any town of similar size is that of Hugh Stephens. It has been very attractively fitted out, the two colors, cream and a pretty shade of blue being used throughout. The furniture, chairs and tables are also in these shades. The whole effect is very pleasing to the eye and altogether very attractive. A partition running part way to the ceiling separates the refreshment room from the grocery, and both open into one, at the front of the store. As one enters the main door from the street, to the left are two long silent salesmen for the display of high grade chocolates. The shelves to the rear are also filled with candy boxes. One passes it on the way to the ice cream section, it being on the same side of the store, but it attracts customers for either department as it is well up to the front.

A High-Class Trade

The ice cream and tea room could not fail to excite favorable comment. It is novel as well as very pretty in the color scheme chosen. Pretty little menu cards are placed on each table. "We have a very high-class trade here," Mr. Stephens told "Canadian Grocer." "The best trade in the town comes here for their ice cream. We are maintaining their patronage because we feel we are giving the best possible service both in the way of the appointments of our quarters, as well as in the quality of our goods, including our confectionery. Situated near the moving picture theatre we get a goodly number of people from there in the evenings, and of course in the winter months, when there is skating, our tea room is popular with the young people. We serve tea and coffee, sandwiches and cake, and of course ice cream is served all the year round. Both sodas and ice cream are called for in the winter months, but we also have the hot lines for those who prefer them."



Helps Sale of Soluble Coffee

Discussing the remark that the tea room business helped sales in the grocery, Mr. Stephens told, for instance of coffee. "People liked the coffee we were serving last winter in the tea room," he stated. "Many used to ask what particular blend it was, or just how it was we got it so nice. When told that it was easily prepared for the reason that it was a certain brand of soluble coffee we were serving, our customers would hardly believe it. In just this way we sold more of this particular coffee at the counter than ever before. After trying it in the tea room it was not hard to sell them a tin. In fact after inquiring about it, while partaking of a cup, the order for a tin usually came unsolicited. It is the same with fancy biscuits. Sales of them have increased for the very same reason. Trying them out while having afternoon tea or lunch after the movies people very frequently bought some of them in the grocery before leaving the store.

Keeps Candy Stock Fresh

"Candy of course sells well along with tea room business. In fact a good many of our sales are made to young people as they leave the ice cream parlor. We are carrying a high-grade chocolate, and it is popular with our trade. We aim t

(Continued on page 114)

"A Refreshment Parlour Certainly Increases the Sale of Groceries"

M. Middleton, Grocer at Uxbridge, Ont., Takes Advantage of the Cold Weather to Dispense Hot Beverages and Serves Lunches to Farmers and People Coming Off Trains—Attracts and Retains New Customers Through This Service.

"AN ice cream parlor can very well be made a source of revenue in the fall and winter months, as well as in the summer," remarked Mr. Middleton, Uxbridge, Ont. to a Canadian Grocer representative recently. "When the demand for ice cream and soda fountain drinks fall off there are the hot lines, such as coffee, tea and cocoa that make a ready appeal," he added.

Mr. Middleton has a grocery store in Uxbridge, and at the rear of the same, he has equipped quarters for a refreshment parlor. In the summer months it is popular as an ice cream parlor, and in order to maintain the turnover derived from this department, in the fall and winter, he serves oysters, and hot drinks. On market days he serves lunches, providing this accommodation for the many farmers that are in town, and then there are the young people, who like to drop into a place of this kind, after skating in the evenings. Catering to the skaters has been the aim of Mr. Middleton and he has found it profitable. While he features hot drinks in the cold months, he states that he always keeps ice cream on hand, and it is surprising the amount that is consumed even in the coldest weather.

Service to Travellers

Providing the travelling public with lunches as they come off the trains at night is another way Mr. Middleton maintains business in his refreshment department. "We have two trains coming in here at night," he told the Canadian Grocer, "and very often commercial men have not had their supper. It is too late to get it at the hotel, and they appreciate this service I am giving, particularly in the winter months. In the early part of the week this trade of course is the best, as towards the end it falls off."

Mr. Middleton serves light lunches, oysters, and tea, coffee, and cocoa, in addition to ice cream. He is serving a specially prepared coffee, and stated that it was very popular with the public. It was easily and quickly made ready for serving as well as being very refreshing.

Discussing with Mr. Middleton the question as to just how the addition of an ice cream and refreshment parlor can help the sale of groceries, he remarked that there was no doubt of the fact that the presence of people in the store primarily for the purpose of treating their friends to ice cream or other refreshments, very frequently means the sale of groceries. People were very often reminded of certain things they needed, as they passed through the store to the tables at the back. Sales of groceries were stimulated in this way, and the fact that the store was open each evening, also meant increased grocery turnover. Last year, Mr. Middleton's total turnover in groceries and from the ice cream parlor was approximately $49,000, which he considers very fair, in view of the fact that Uxbridge is only a place of some 1,600 people. Serving lunch to farmers on market day also meant bigger sales of groceries, as when once they come into the store to have their lunch, they are inclined to leave an order for groceries. "I have secured quite a number of customers that afterwards became steady ones," he remarked, "who first came into my store because I serve lunches."

Boxes of Candy Sell Well

Mr. Middleton stocks a certain high grade box candy that sells in combination with his ice cream department. He also has bulk chocolates for which there is a very good sale. Young people on skating nights or in the summer after having their "treat" in the refreshment parlor, very often take a box of chocolates away with them. While turnover in chocolates, Mr. Middleton states, is not heavy, it is in his opinion very satisfactory, and all the time increasing. He has been averaging about one dozen large boxes a week, in addition to sales of bulk chocolates.

Young People Like Ice Cream In Winter Too

Miss V. Clarkson, Grocer at Stouffville, Ont., Serves Hot Beverages and Lunches in Her Ice Cream Department During the Cold Weather But Sells a Lot of Ice Cream as Well

"I SOLD more than twelve hundred dollars' worth of high grade chocolates in this store last year," remarked Miss B. Clarkson, Stouffville, Ont., the other day. Miss Clarkson is the proprietress of a combined grocery and ice cream parlor, and is finding the working together of the two satisfactory, and on the whole very profitable. She also has a very fine silent salesman for the display of chocolates, and her turnover in this regard, is considered very gratifying in a town such as Stouffville, where the population is not more than 800 people. Possessing one of the most attractive stores on the main street of this thriving little town. Miss Clarkson's place would do credit to a town of a much larger size. As one enters the store on the right side are arranged the groceries, and on the left are the display cases for the candies and the ice cream fountain and counter, with the refreshment tables occupying a spacious room at the back.

A Rendezvous For Young People

The "Canadian Grocer" asked as to how she conterbalanced the falling off in business in the ice cream department, with the advent of the colder weather and during the winter months.

"My place is the rendezvous for all the young people of the town," Miss Clarkson replied, "and they eat ice cream the year round. I sell a lot of ice cream in the cold months. Of course I do not get rid of as much as in the summer. That is not to be expected, but there are a lot of people who eat ice cream the year through. Thursday and Saturday evenings are skating nights in Stouffville, and on these oc-

(Continued on page 118)

Grocery department in the store of Hull & Sedwick, Sarnia, displaying candy in boxes and bulk, of which the firm has a big turnover.

Always on the Lookout for New Lines

Hull and Sedwick, Sarnia, Ont., Believe in Giving New Goods a Trial, and if the People Like Them They Will be Back for Them —Sales of Fruit and Vegetables Out of Season Are a Big Feature in This Store During the Winter

ON the right, upon entering the store of Hull & Sedwick, Sarnia, Ont., is located the grocery department, and like the soda fountain on the opposite side, quality and service are the predominating factors that have built up for the firm a large clientele of satisfied customers. Customers who casually drop into the store or telephone for goods, without questioning or examination, place their orders with every confidence, knowing that they will receive the best goods procurable with the least possible delay.

Such is the reputation this firm enjoys. On the shelves and in the show cases are to be seen samples of high grade merchandise and the firm is constantly on the lookout for new lines.

Windows Are Valuable Aid

The windows are given special care and seasonable goods are kept continuously on display. One window is used for showing fresh fruits and vegetables and the other general grocery lines, which is occasionally changed for a display of confectionery, such as fancy boxed chocolates etc.

At the time Canadian Grocer representative was in the store, one window was tastefully arranged with snow white cauliflowers, lettuce, celery, tomatoes, sweet peppers and mushrooms. During the season for outdoor mushrooms it is a common occurrence to sell upwards of a dozen eleven quart baskets at the week-end, and during the winter months large quantities of the indoor variety. Other seasons, Hull & Sedwick have purchased their supplies of indoor mushrooms, but on account of the limited quantity procurable, they have made arrangements this season to grow their own, thus keeping up a constant supply during the period of scarcity.

Coffee Sales Heavy

Another line that Hull & Sedwick have had a success with is coffee. Three years ago when they took over the business, sales did not average 500 pounds yearly, but by persistent salesmanship they increased this amount last year to 1,500 pounds and this year the sales will go several hundred pounds over that amount.

One factor entering into the increase in the sale of coffee is the fact that the same coffee sold in the grocery department is served at the soda fountain on the opposite side. People enjoying a cup of coffee at the soda fountain are so impressed with the fine flavor that they frequently upon leaving go over to the grocery side and purchase a half pound or a pound to carry home. This can also be said of tea and it might be mentioned that this firm sell just two grades of tea, one at 80 cents and the other at 90 cents per pound.

Candy is a Feature

Candy is another feature. One showcase near the front entrance is used for

(Continued on page 117)

Illustrating the soda fountain in the store of Hull and Sedwick, Sarnia, Ontario, which is kept in operation the year round. Oysters, sandwiches and hot drinks are featured during the cooler weather.

Sold 159 Gallons of Oysters in Winter

Such is the Record of Hull and Sedwick, Sarnia, Ont., at Their Refreshment Counter—Hot Drinks Replace the Popular Refreshments of the Summer — Sales Are Maintained at Gratifying Levels—Soda Fountain Counter is Opposite Grocery Department.

SERVICE and quality are the two things that draw business to the soda fountain of Hull & Sedwick, Sarnia, Ont. Any afternoon, summer or winter the stools placed in front of the white counters are filled with people of both sexes of all ages, partaking of one of the many choice refreshing dishes, with which this firm has a reputation among Sarnia's elite. It is not only in the afternoons, however, that the business is done. Customers are constantly dropping in, practically as soon as the doors are opened in the morning.

This was much in evidence one morning recently when a representative of Canadian Grocer dropped in for a friendly chat with the genial proprietors. Ladies were stepping in from their limousines for a cup of "tomato bouillion" and business men for a belated breakfast of "egg malted milk." And though the morning had a frosty tang in the air, some young folks were partaking of "Sunny Jims" and sodas, while one chap, who apparently had too often seen the bottom of the flowing bowl the evening before, requested the young woman in a snowy white frock behind the fountain to fix him up a "Bromo Seltzer."

Hot Drinks Take Well

As will be seen in the illustration above, one half of the store is devoted to the soda fountain business—the other side of the store occupying the regular grocery department. During the summer months, cold beverages and ice cream concoctions are dispensed. But as the warm days of summer merge into the cooler days of autumn, so does the soda fountain drop its summer appearance and blossoms forth with hot chocolate and coffee urns, mugs and other appurtenances to take care of the steadily increasing business of the winter months. Sandwiches, salads, hot tea, tomato bouillon and beef tea are all served with great care. The tomato bouillon is of a creamy nature, the hot chocolate is rich with its top dressing of whipped cream, while the sandwiches and salads are made with a daintiness that would do credit to the chefs in well known hotels.

159 Gallons of Oysters

Oysters are also served in almost every conceivable manner. Raw, scalloped, stewed or cocktail, no matter in what style the appetite of the customers may dictate, Hull & Sedwick are prepared to serve them in the shortest possible time. During the past winter, which could not be called the best oyster weather by any means, Hull & Sedwick served oyster dishes over the fountain that required 159 gallons in their make-up.

Staff is Kept Busy

It requires three young women constantly to take care of the soda fountain business. It is necessary, however, in the rush hours to augment this staff by two, making five in all. Hull & Sedwick manufacture the ice cream they sell and employ one man for that purpose.

Making Hot Chocolate Just a Little Better Than the Home-made Kind

HOT chocolate may be defined as cocoa or chocolate in any of its natural forms, sweetened, prepared in the form of a paste or syrup reduced to the proper consistency with either hot water or milk, flavored with vanilla if desired.

The cup of hot chocolate that you serve should, if possible, be just a little superior to anything that you serve at the faucet. The man who has the reputation of serving the best one in his city is to be envied.

Death-Dealers To Trade

In my mind, the supreme trade destroyer is the weak, watery mixtures prepared from some cheap grade of cocoa that some dispensers are trying to get by with. They deceive themselves into thinking that their customers don't know the difference. Ignorance! Folly! They know, so give them something extra good.

Any housewife can make a good cup of hot chocolate and every person with a home knows a good one. The hot chocolate that really brings trade to a fountain must be superior to the home-made article. There are homeless ones who are dependent on the fountains for such articles, but there are not enough of them in most communities to support a fountain.

If you think you need a good grade of cocoa for your cold chocolate you certainly need a better one for your hot chocolate. That man has never yet stood behind the pumps that could prepare a good hot chocolate from a cheap cocoa although a good many have prided themselves on their ability to do so.

Hot Chocolate Service

There is nothing I believe, served at the fountain which is so often served sloppy as hot chocolate and when this is the case the best fails to appeal.

The true appeal is gained only by a dainty service that is tempting. You must make every cup look so tempting that the other fellow wants one. This is not likely to be the case when the cup is run over and the cup or mug is streaked with the drink. Have the mug of sufficient size and leave enough room to add the whipped cream without it running over.

Today most dispensers use a finished chocolate. All the dispenser has to do is to draw it into the mug and when he can do this and add the whipped cream without running it over and place it before the customer without spilling it, when he has learned to serve a polished spoon on a paper napkin, to serve fresh, crisp crackers on a clean plate, and give the customer a glass of ice water without his asking for it, one can do more. This is true service, but it needs the backing that dainty china or silverware alone can give. Avoid using heavy, clumsy china at the fountain. To my mind, for counter service a thin mug that will fit into the phosphate glass holder is ideal. Where you have tables, dainty cups and saucers or lunch sets may be used. Which you use will depend to some extent upon whether you serve lunch or not. At the table the cup is easily handled, but at the counter the large cool handle of the holder is a big advantage.

Cleanliness Counts Every Time

Every cup, mug and saucer used must be carefully washed in hot soap water, rinsed in scalding water and dried. If this is not done remnants of the streaks of dry chocolate are likely to be seen on the cup, which is a disgusting sight. It is impossible to be too careful.

When you have served a finished chocolate its quality is going to depend in no small degree upon how clean you keep the urn. If the urn is not thoroughly cleansed every night after the day's business (do not leave it to be done in the morning as some careless dispensers do), the chocolate is sure to have an off, if not an actually bad taste. Keep the urn clean and sweet.

Several Good Methods

There are several methods of serving hot chocolate. The most approved and satisfactory method when you have the volume and your product is right is a finished product kept at the proper temperature in a chocolate urn.

The second method producing equally as good a beverage but not the speed in dispensing is to prepare a syrup and add hot milk when called for.

The third method is to prepare or purchase a paste or syrup and add hot water, using cream or condensed milk to add richness.

The fourth is to prepare a mixture of powdered whole milk and prepare each drink as called for. This method is very slow, the result only fair, but used at some small fountains.

Where Milk Beats Water

After you have decided on your method of serving, the next thing is to make sure of a formula that is as dependable as the materials you buy. Improper handling of cocoa results in more poor hot chocolate than you would think.

Finished chocolate owes its superiority to the fact that it is made with part milk instead of water. The same result can be obtained by keeping hot milk in an urn and adding it to a properly cooked syrup. This method has some advantages. It enables the dispenser to cater to the varying tastes of your patrons. Finished chocolate left at the end of the day is never really good the next day, but often used to prevent waste, while no one would try to keep the little it could be used up in cooking. Fresh milk must be put in the urn several times daily. If it stands too long the milk turns brownish. This does not hurt the drink unless it goes too far. The same change takes place in finished chocolate, though unseen.

THE ICE CREAM PARLOR

(Continued from page 110)

always keep a fresh supply on hand, and pay a good deal of attention to the candy department, seeing to it that stock is always nicely arranged as well as being in first-class condition. Our display cases sell a lot of candy for us. We keep boxes of candy on the tops of the cases, and this we believe sells a good deal of goods for us. Our candy sales are showing a steady increase. We sell a great many boxes of high priced candy during the Christmas season. Last year we ordered ten dozen boxes of high priced chocolates for the week before Christmes and all we had left on Christmas Eve when we closed were two boxes. We were well pleased with this turnover, and our sales of candy are constantly showing improvement."

Top Quality Groceries

In the Stephens store groceries only of a high standard of quality are carried. "It pays to stock best," Mr. Stephens stated. "It is often necessary to charge a little more for these high grade lines, which may be an objection at first to the customers, but if the quality is all right, they soon forget that they had to pay a little more for it."

High-class grocery specialties are found in the Stephens store, and they are selling all the time. If a new line comes on the market, and it recommends itself to Mr. Stephens as a top quality article, he does not hesitate to get behind it, and push the sale of the same.

Turnover in Candy Last Year In This Store Exceeded $5,000

E. R. Robertson, St. John, N.B., is Selling High-grade Candy in Increasing Volume All the Time—Display and Keeping One's Stock Fresh are Important Factors in Building Business of this Kind

CANDY sales in the store of E. R. Robertson, 11-15 Douglas Avenue, St. John N. B., last year exceeded five thousand dollars, Mr. Robertson told a representative of Canadian Grocer recently. This grocer is carrying a high grade confection and as his turnover indicates, he is certainly selling it. He uses display cases of the silent salesman type, for showing his candies, and he declares that this display at the front of the store is largely responsible for his rapidly increasing sales. He also makes it a point to have his stock fresh and attractively arranged. Assuring the public of fresh chocolates at all times is a factor of the utmost importance, according to Mr. Robertson. "If a customer ever gets stale candy in your store," he remarked, "it is going to do your candy trade more harm than anything else I know of. People remember the fact and go elsewhere for their chocolates."

A Section For Candy

Mr. Robertson believes in having a regular section for the candy, and states that it is the only way to get people attracted. Sales of bulk candy are heavy in his store, but he also carries a good assortment of box candy, that he displays constantly on the top of the silent salesmen. He sells candy all the time, suggesting it to customers, when they are buying other lines. It is in this way that he first got it moving, and establishing a reputation for good candy he has people coming to his store for it now all the time.

Operates On Cash Basis

Five years ago Mr. Robertson took over this grocery business from Charles Phillips. He states that he has built up the bulk of his trade through newspaper advertising. He conducts business on a strictly cash basis, but gives the service of delivery. Mr. Robertson has built up a great business in suburban districts. He has salesmen call twice a week in west St. John, and weekly in Milford. Another place McAdam Jct. is called upon every two weeks. This village is 100 miles from St. John. A salesman calls on the people, takes the orders, and the goods are shipped by freight and delivered by a local man. Sales each trip, Mr. Robertson states, average around six hundred dollars. All goods are paid for in advance to the salesman who makes the calls.

Good Equipment Essential

"Good equipment is very essential to a successful merchant," remarked Mr. Robertson. He has refrigerator counters which he declares have been a big factor in stimulating sales of meats and produce. Discussing the cash way of doing business he stated that under credit there are bound to be bad accounts. He believes a credit business can be converted into a cash one if gone after systematically. On a cash basis a store can be operated at much less expense, and with less help. "A few years ago a cash store was considered to be carrying cheap goods," he added, "but this is not so now as the better stores operate along these lines. Always make a point to buy standard goods."

Some Delicious Recipes that Are Sure to be Popular

Five o'Clock Tea

Mix equal quantities of ginger ale, tart lemonade and strong iced tea. Add a little sugar if drink is not sweet enough. Serve in tall, thin glasses with cracked ice, a slice of fresh orange and a sprig of fresh mint.

Scalloped Tomatoes

Have equal quantities of peeled and cut tomatoes or canned tomatoes and grated bread crumbs. Two cups of each makes enough for four people. Save out enough crumbs to sprinkle over the top of the finished dish. Put the rest in a baking dish and brown them in the oven being careful not to burn them. Mix the browned crumbs, the tomatoes, a level tablespoonful of butter and a level teaspoonful of salt. A little pepper and a little finely chopped onion may be added. Put in a buttered baking dish, sprinkle the unbrowned crumbs over the top and dot with bits of butter. Bake in a moderate oven for half an hour. The crumbs on top should be brown and crisp.

Hot Lemonade

Juice of half a lemon in an eight ounce glass. Fill with hot water and sweeten with ginger syrup.

French Omelette

Beat four eggs until the yolks and whites are well mixed but not light. Add one half teaspoon salt, a little pepper and one quarter cup hot water. Melt a tablespoon of butter in a frying pan, turn in the egg mixture and cook slowly, picking up the mixture with a fork while cooking to let the uncooked part run into the place of the cooked. When firm and lightly browned fold double and serve on a hot platter. Or before folding spread with bits of left over bacon, which has been reheated, or with grated cheese.

French Toast

Mix together one-half cup of milk, one quarter teaspoon salt, one egg slightly beaten. Dip pieces of stale bread in this mixture and fry on a greased griddle or frying pan until nicely browned.

Creamy Eggs On Toast

Beat four eggs slightly, add two thirds teaspoon salt, a little pepper and stir in two cups of hot milk. Cook in a double boiler, stirring constantly until the mixture is thick and creamy. Add one teaspoon butter, pour over slices of hot toast and serve.

Fried Eggs With Tomatoes

Drop the eggs in hot butter in a frying pan, cooking slowly so as not to toughen the white. Slice tomatoes, dip in flour or bread crumbs and fry in the same fat, serve on the same platter.

Scrambled Eggs

Beat five eggs slightly, add one half teaspoon salt, one eighth teaspoon pepper and one half cup milk. Put two tablespoons butter in a sauce pan over the fire and when the butter is melted turn in the mixture. Cook clowly until of creamy consistency stirring and lifting from the bottom of the pan until the whole is cooked. The scrambled eggs may be piled on squares of toast, sprinkled with grated cheese and set in a hot oven until the cheese melts.

Tomato Cream

Put two ounces of tomato bouillon in warm cup. Add a pinch of bicarbonate of soda and stir briskly and fill cup with hot milk. Mix thoroughly and season with salt and pepper and a dash of celery salt. Float a piece of butter on top and serve with saltines.

Walnut Sandwich

Between thin slices of vanilla brick ice cream, place a tablespoonful of chopped walnut meats. Pour a ladle of butter-scotch syrup over the top and garnish with a few pieces of chopped nuts.

Location of Candy Counter Important

High-class Candy is a Very Profitable Line for the Grocer if He Cares to Go After the Business in the Right Way, is the Opinion of George Lea, Simcoe, Ont.—Candy Shows Profit That is Worth While and a Reputation For Good Confectionery Helps Other Lines.

CONFECTIONERY—Candy of the best quality, according to grocers who are making a success of handling it, is one of the best lines that can be stocked. It shows profit that is worth while, and creating a reputation for carrying confections of quality is one of the greatest things a grocer can do, towards making a success of his business. Attention to displays, and the stoppage of all "leaks," candy is an item that will pay the grocer well for all the time and care he devotes to its sale. Grocers who are carrying top quality candy are increasing the trade, becoming more and more convinced that there is a place for it in the grocery.

George Lea, manager of the grocery store of the Lea estate in Simcoe, Ont., is carrying high-class candy. The candy department in the Lea store has been popular in this town for years. Several well established lines are carried, but at one time all the candy sold in this store was made on the premises. The death of Mr. Lea's father, the original owner of the store, and the shortage of help resulted in the manufacture of candy being discontinued. However large quantities of chocolates and other candies are still sold from the candy department, and Mr. Lea handles candy both in a jobbing and a retail way.

Location is Important

The candy department is situated well up to the front of the store, great long display counters showing to the best possible advantage the varied assortment of bulk chocolates that are carried. Box candy is laid out on the tops of the cases. In Mr. Lea's opinion the very first thing to be considered in making a candy department profitable, is the location of the candy counter. It sometimes happens that it has to be changed several times before the grocer seems to hit upon the right spot. It goes without saying that at all times the outside as well as the inside of the case, must be scrupulously clean and neat. One is attracted by the tasteful arrangement of candy, and other confections in the Lea store. Bulk trays are attended to every morning, the clerk seeing to it that fresh candy is put out, and that price tickets are on each tray. It is well, in Mr. Lea's opinion, that the packaged candy too should always be well displayed. The old packages, of course, should be removed from the case and fresh ones from the stock room put in front of the case, so that the older packages may be sold out first.

The best method for checking up the candy department, and preventing leaks is to inventory the case each month, checking everything in at the full retail price and checking that against the monthly sales. In so doing the grocer will be sure to have either the candy or the cash, or a cause for finding the reason why he has not.

Must Keep Them Fresh

It is well to have a clean cool room for storing stocks of candy. Candy in order to retain its freshness must be kept cool, and not too much exposed to the air. Attention was drawn to the fact that in checking up the candy business of stores throughout the country it was found that the percentage of profit seems to vary greatly. On high grade box candy the percentage of profit seems to run from 33 1-3 to 14 1-3 per cent., and in some instances as high as 49 and 50 per cent

Bulk candy profits appear to vary from 38 to 52 per cent., the average seeming to be around the 40 per cent mark, while the average on high grade package goods seems to stay nearer the 33 1-3 per cent mark. There are of course, more leaks in the bulk candy department, hence the higher gross profit.

Week-end specials and sale goods seem to show a gross profit of from 10 to 20 per cent. This also in a few instances is slightly higher, going to 22 and 27 per cent., but these sales and specials are figured entirely on the volume and not on the gross profit of the individual sale of each pound or package.

The Leaks That Count

In a great many smaller stores, as well as a few larger ones, there is not enough time and thought devoted to profits and leaks in the candy department.

"It is not advisable to carry too many kinds of box candy," remarked Mr. Lea. "To carry too many lines cuts down profits. The goods become stale and take up valuable space. The efforts of the sales people are scattered and working capital is tied up. If a dealer will concentrate on his best or first and second best sellers, what would be the result? It's a safe wager that he would do more on his two best brands than he is doing on all seven brands today."

Specials Show Results

Special sales at the week-end have been found productive of results in the Lea store. The average grocer will find that a "week-end special" of candy is a real revenue producer, judging from results that some grocers report. Bulk specials appear to be the most profitable, but care must be taken that there is not too much "sampling" and that there is no carelessness in weighing, giving overweight. The greatest loss can possibly be traced to the bulk department, and even though the gross profit may be larger than on package goods, it should be carefully checked up, and constantly watched if a real profit is to be derived.

$100 A Day Week Before Christmas

Sales of candy in the Lea store at Christmas time are large. Speaking of this business Mr. Lea told the Canadian Grocer representative that last year the sales during the week before Christmas averaged one hundred dollars per day.

A SPECIAL REQUEST SALE

A merchant in a Western town has a box with a slot in the top inside the store with a card reading: "Every month we hold a Special Request Sale. Anything you favor will be specialized in our next monthly sale, which is always the second Friday in each month." Customers make out cards, drop them in the box and the merchant holds a sale of such articles suggested.

In the Lea store at Simcoe, Ontario, sales of tobaccos and smoking accessories mean a large turnover in the course of a year. Business in this regard is gone after with enthusiasm.

Making "Smoke Requisites" A Real Department

Lea's at Simcoe, Ont. Not Only Have a Corner For High-grade Candy in the Store, But the Department for the Sale of Tobaccos, Cigars and Kindred Lines is a Very Live One—As in the Candy Department Handsome Silent Salesmen Permit of Attractive Displays

SALES of tobacco, pipes, cigars and cigarettes in Lea's store at Simcoe, Ont., constitute a goodly share of the annual turnover of this business. As well as a candy department, which is directly across from the cigar counter, there is a well developed department for tobaccos. As the accompanying photograph indicates, handsome showcase fixtures are used for the display of tobaccos and kindred lines. This firm not only sells large quantities of cigars and cigarettes over the counter but their business in this connection in a jobbing way. is on a very large scale.

All smokers' requisites are carried by Lea's, and the discerning male population of Simcoe has long since learned where to go for "smokes." The assortment of cigars to be found in this grocery will compare favorably with any to be found in a regular high-class tobacco store. The department is located right at the front of the store, two large display cases and the casing behind being used to show these goods. Moreover there is a room upstairs that is equipped to keep these goods in as perfect a condition as possible. It is modelled after the rooms in use in some of the large tobacco warehouses, and while the accessories used are simple, it has proved very effective. This is one of the live departments of the store, and is a money maker.

It is not possible, perhaps, for all merchants to devote as much space to these goods, but it is worth their while to remember the opinion of Mr. Lea that a tobacco and cigar department is well worth trying from the standpoint of profit.

ALWAYS ON THE LOOKOUT FOR NEW LINES

(Continued from page 112)

that purpose. Another section of the counter is devoted to a cheese display, showing domestic and imported, such as Swiss, Roquefort, Oka, Neuchatel Edam, Gorgonzola, Camembert, etc.

"We are always looking for new lines, and very rarely do we turn down a new article, if it has merit," stated Mr. Hull. "It is the fancy lines that show the best profit and bring the best trade to the store. When a new line comes in, we find it a simple matter to get it started. We just place a package or two on the counter and tell everyone about it and we do not find any difficulty in getting customers to try it once. If they like it, they come back for more and if they don't like it, nine times out of ten we hear about it and naturally we do not reorder, so that we are very rarely stuck with a line that won't sell."

During the winter season Hull & Sedwick has found it profitable business to keep well supplied with new vegetables and fruits that are procurable from the south and are a luxury in this country. It is no uncommon sight to see their window tastefully trimmed with butter beans, cucumbers, tomatoes, head lettuce, green peas, fresh strawberries, cauliflowers and other greens when the snow is blowing and drifting up Front Street.

Grocer Now Gets Home Every Night Fifteen Minutes After Clerks

The Account Register and the System of Keeping Accounts is Responsible for A. J. Adams, of Adams and Sons, Windsor, Ont., Eliminating Many Tedious Hours of Work After Regular Business Hours—Simplifies Income Tax Returns—Annual Turnover A Quarter of a Million Dollars.

"I AM now able to get away every night about fifteen minutes after the clerks," remarked A. J. Adams of Adams & Sons, Windsor, Ont., recently, to a representative of Canadian Grocer. "All I have to do at closing time is to take a walk around the store to make sure everything is safe for the night, open the door, turn the key in the lock and I am free for the balance of the evening."

"That seems very nice, how do you account for it?" he was asked.

Account Register Responsible

"Well in the first place, do you see this account register?" replied Mr. Adams.

"Every account is brought up to date with every sale by the simple method of carrying forward the balance each time a customer makes a purchase. The customer then receives a complete statement of her account, with every order, and she knows to a cent every day just what she owes. Then when she comes in to pay her account, any clerk that happens to be attending to her, can go to the register, and get the amount of her account. It is always ready. Previously it required a book-keeper to do this work, and it was necessary for me to come back nearly every night to check up the accounts and get out the statements. Even with all this extra work, frequently the accounts were not correct, causing a great deal of annoyance to the customer. With the register system, we do not have this trouble and the best part of it is I am free in the evenings for my own diversions, and I feel much better the next day."

Simplifies Income Tax Returns

"How about making up the monthly balance sheet and finding the amount of your sales to fill in your Income Tax returns? Is it not a lot of work going over all the separate accounts?" inquired Canadian Grocer.

"On the contrary, the work is simplified," replied Mr. Adams. "When we make our daily and monthly balance sheet, we simply total up the amounts on this adding machine. It takes only a few minutes to get the amount of about three hundred accounts. And in less than half an hour, we can make a complete balance sheet."

"But supposing you happened to have a clerk, whose digits were itching for other people's property. Would it not be a simple matter for him to take an account from the account register, collect the money, put the money in his pocket and you would not be the wiser?" persisted the inquisitive one.

Detected The First Time

"Not a chance without being caught the first time," answered Mr. Adams. "That is where the cash register comes in. Every account whether cash or credit must go through the cash register. If the customer pays cash, she gets a receipt issued by the register and if the sale is on credit, it is likewise registered. These various transactions are taken off the machine every day, totalled on the adding machine and checked with the cash in the register and the total amount of credits checked with the amount of the accounts in the credit register. The total amount of moneys received on account is deducted from the previous day's total in the account register, which gives a correct record of all the business transacted each day. If there is anything wrong it is detected at once."

A Big Turnover Yearly

The Adams store, measured in square feet, is not large by any means, but the turnover amounts to about a quarter of a million dollars yearly. Their clientele reaches to far distant parts of the city, and for that reason Mr. Adams finds it a good policy to send out salesmen to solicit business. Regular customers, are called upon every week, and each salesman will bring in from 50 to 75 orders a day. When a new line is stocked, outside salesmen carry a sample and the same can be said of lines that are not moving fast and which the firm wishes to move more rapidly.

Mr. Adams places great stress upon the necessity of sending out salesmen and not mere order takers. He cited a recent incident, when one of the regular salesmen was taken sick and he was replaced by "one of the boys" in the store. The result was that only about one half of the business was turned in from that district.

YOUNG PEOPLE LIKE ICE CREAM IN WINTER TOO

(Continued from page 111)

casions I do a pretty good business in the refreshment department. I serve sandwiches, tea and coffee, for those who want something hot, but there is a good deal of ice cream disposed of too.

Buy Candies Freely

"On these nights the place is filled with young people from the rink, and the young fellows spend their money freely. It is on these nights that there is a great stimulus to candy sales. A party of these fellows and girls come in for some refreshments. One of the boys usually pays for the "eats" at the table, while the other chap makes the purchase of a box of candy as they pass out. This is more often the case than otherwise. The fancy box chocolates are shown in the case and cannot fail to attract attention, passing to and from the refreshment room. I always endeavor to carry just sufficient candy as I know will last a reasonable time, and in this way I keep my stock always fresh. This is a big selling factor, and means considerable in holding one's customers.".

Christmas Candy Sales Heavy

The candy trade in Miss Clarkson's store at Christmas time is one of the most gratifying features of her business. She sells large quantities at this season. She carries only one kind of candy, and her stock is a varied assortment, as put up by this manufacturer. The fancy boxes as made by this firm for the holiday season find a ready sale in Miss Clarkson's grocery. These high grade lines find active sale with the young men, as Miss Clarkson states she has no trouble disposing of them. Keep them displayed is her plan and the candies are soon disposed of.

Sells 43 Dozen Christmas Stockings

The Christmas Season Presents an Opportunity for the Grocer to Increase his Turnover by Selling Specialties that Have a Big Appeal at This Time—W. J. Hobson, King Street, Hamilton, Ont., Says Stockings and other Christmas Novelties Are Profitable Sellers

THE average grocer looks to the Christmas season as a time to increase his sales. He stocks a number of what might be termed holiday lines. These have an especial appeal during the yuletide period, and with proper display the merchant should have little difficulty in disposing of them. Discussing the matter of Christmas selling with W. J. Hobson of Hobson & Co., Ltd., King Street, Hamilton, Ont., Mr. Hobson told the representative of Canadian Grocer that Christmas trade in his store was one of the most gratifying features of the year.

"Of course before the first of December we start to sell the raisins and currants, and all the other requisites for the Christmas pudding and cake," he remarked. "But it is only the ten days before the festive day that the real selling of Christmas specialties takes place. It seems no matter how much the grocer may try to get this trade moving during the early part of December, the people will not buy special delicacies for the Christmas feast much before the few days immediately preceding the Day itself."

Sell Christmas Stockings

Sales of Christmas stockings are fairly heavy in the Hobson store. "Last year we sold forty-three dozen of them ranging in price all the way from 20 cents to seven dollars each. This is one of the best lines at Christmas. There is a good demand for them, and from the standpoint of profit, they are worth while to the merchant. For a fortnight preceding Christmas we keep our window filled with them, as well as hang them in the store. Christmas crackers and other accessories in the way of novelties for decoration, that take well for the Christmas party are big sellers with us.

Illustrating the attractive interior of the Hobson store, showing both sides.

English Plum Pudding

"The last few years we have been selling for Christmas a large number of English plum puddings. We sell a lot of them, and a great many people prefer them, rather than making their own. The puddings we carry are reputable lines, and one has no hesitation in recommending them to his customers. Last year the week before Christmas we disposed of over two hundred dollars' worth of these plum puddings. Another line that sells well with us at this season is Scotch shortbread. This specialty is one that is sure to have a ready appeal at this time."

In a Receptive Mood

More than at any other time in the whole year, the yuletide season presents an opportunity for the grocer to feature and "push" the sale of specialties. The housewife is looking for the choicest of delicacies, that she might make her dinner party the greatest success. The average customer at this period is in a receptive mood, in the way of buying, and is open for suggestions from her grocer. It is up to the grocer to sell these Christmas specials, and to see to it that he has them in sufficient supply for the holiday trade. It is his chance to increase sales, and it is up to him to make the most of the days that precede the gift-giving holiday. In these specialties, the grocer will find it worth while to sell them. The staples are called for every day, but in giving attention to high grade lines that have a particular appeal at holiday time, the merchant will find a source of profit that is bound to be gratifying.

"If I Drop Service of Delivery and My Advertising I Might as Well Close My Doors" Says This Merchant in the Maritimes

Miles & Co. Conduct a Grocery in Glace Bay, N. S., and From Many Years Experience Believe That People Like Being Catered To—Declare Their Average Cost of Delivery is Less than What is Usually Reckoned as the Correct Percentage—Change Window Displays Three Times Each Week.

By Special Correspondent Canadian Grocer

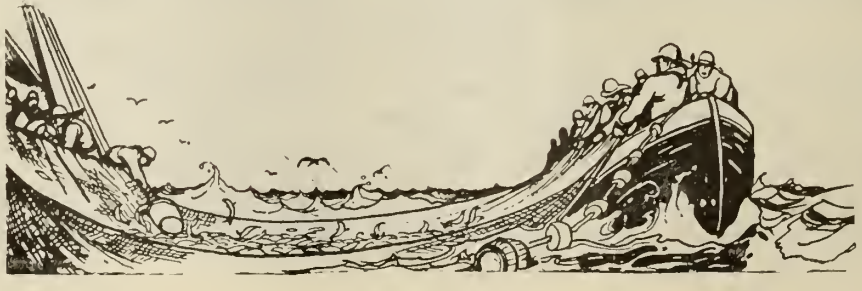
"PEOPLE are tired waiting on themselves and want to be catered to," saye the manager of Miles and Co. Cash Grocery store, Glace Bay, N. S., and by keeping that fact in mind, he has steadily improved his business until today it is second to none in the town from the standpoint of service.

"If it wasn't for the delivery my business would never have been a success, as I'm on the wrong street to get the necessary amount of counter trade that should caracterize a cash store."

There is no set time for delivery in this store, although it is routed as much as possible for the early deliveries in the morning and afternoon. A continuous effort is made to have customers give orders early, so that the deliveries may be made as soon as possible. This effort is bringing results. Some merchants say this system of delivering goods at all hours is not a satisfactory method. This merchant believes that when a cash business is being done, the goods must be delivered when wanted. This manager was asked by a representative of a Canadian Grocer, if his method of delivery was costing him more than it should, and he replied that the actual cost per order for delivery was less than the amount figured by experts for this feature of service. "If I was to drop delivery and advertising, it would be necessary to close the doors," he remarked and the statement is made after having tried to eliminate to some extent the present cost of these departments.

Uses Advertising Regularly

Regular advertising is used by the store and the copy is changed daily. The cost of operation is higher in this store than in similar businesses as over one half of the week's business is done on Saturday and to be sure of being able to take care of this extra business it is necessary to have the complete staff of clerks all week. The class of assistants who could be had to help out at the week-end rush, are not experienced enough. Each sale in this store averages sixty-seven cents and in one week recently there were over 3200 sales.



"We always have goods fresh," the manager continued. "It is one of the ideas of this store. In one particular instance at any rate this idea is carried out to the letter. One hundred and forty chickens are kept which ensure an absolutely fresh supply of eggs at all times. This is a service that is very much appreciated and in addition to regular customers many other people in town come here, as they can always depend on the freshness of the eggs.

When asked by Canadian Grocer one of the reasons for the success of the business, the manager added, "It is in studying customers' wants. Customers are always asked for suggestions as to ways in which they can be given better satisfaction and they appreciate it very much."

Store Neat and Clean

Many other merchants have said this man could do more business if he did not pay as much attention to fixing up the store, but he claims he couldn't work otherwise and if he wasn't able to always have the store neat and clean he would close up. "If a man in the business expects to make a success he must be prepared to give his whole attention to the business and work consistently," he added. "If he can't do this, he should get out, as it isn't a business for loafers. Too many put themselves to the front in business but this is a mistake. People don't care who the manager of the store is but rather what the store is like, and what kind of service do they give."

Changed Three Times Weekly

That people appreciate display is another feature that has been proven in this store, and to satisfy this demand every effort is made to make everything as attractive as possible. The windows are changed three times each week and the displays are always varied. Baskets are used in the store for displaying fruit and have proved a wonderful investment, as the sales are much larger than if no attention was given this line of goods.

100 lbs. Candy Every Week

A separate department is maintained for the selling and displaying of candies and fancy china. In this latter section no staple lines are carried, just fancy articles and they work well with the grocery department. Over one hundred pounds of bulk candy are sold every week and chiefly with the regular grocery orders.

Although the town has a population of over ten thousand, there are really only about four thousand for this store to cater to as the remainder of the population is scattered on the outer parts of the town.

Of late there have been a large number of burglaries in Glace Bay and although several stores nearby have been broken into the Miles store has never been touched. This perhaps because two lights are continuously kept buring in the store, during the night. The cost of maintaining these lights is very small and few thieves want to enter a building that is lighted.

NEVER GROW TIRED OF "BALLOON DAY"

It seems strange that children never seem to grow weary of the toy balloons, and will often go a long way from home in order to get one from some merchant who happens to be giving them away. A merchant recently announced a "Balloon Day" on a certain Wednesday. Every child accompanied by his parent, who visited the store on that day would receive a balloon without charge. In addition to this, at ten o'clock in the morning 20 balloons were released from on up-stair window above the store. Each balloon had a tag attached, entitling the child finding it to a prize.

Illustrating a Piggly Wiggly "wait on yourself store" which will soon operate in Toronto. Entering on the left the customer takes a basket, passes through the aisles and selects anything desired and after having the article wrapped up and paying the cashier, passes through the exit on the right.

How Piggly Wiggly Stores Operate

The Opening of These Stores in Toronto Shortly Constitutes Another Competitor for the Service Grocer — This Chain of Stores was First Started in 1917 in Memphis, Tenn., and Now Number 600 In All

A SHORT news item appeared in last week's issue announcing the opening shortly, of Piggly Wiggly stores in Toronto under the management of A. H. Paffard who is severing his connection with the wholesale grocery firm of Armstrong & Paffard, Toronto.

The opening of these stores, a system of cash and carry, is just another competitor in the field of retail merchandising, for the service store in Toronto. Piggly Wiggly stores were first opened in Memphis, Tennessee, by Clarence Saunders in 1917. Since then Piggly Wigglies have popped up in many States and now number 600 in all, having a total yearly turnover of $60,000,000. It is also understood that these stores are intending to invade the smallwares business and will operate stores wherein nothing will be sold over nine cents and that the odd cent idea will be carried out in the price of all articles.

Every Store is the Same

In view of the fact that these stores are shortly to be opened in Canada the modus operandi is interesting. The arrangement of every store the country over is just the same, with a place for every bar of soap and every bottle of catsup. Everything is mapped out and if a customer went into one store for a can of baking powder, she would find it in the same location in the store, no matter if that store was across the continent.

Piggly Wiggly stores are always painted blue, brown and yellow. The windows of the store are not taken up with a display but are left clear so that the whole interior is on view from the street. Across the front, about ten feet inside the doorway, is a steel railing. There are two turnstile gates here, through one of which the customer enters for her buying tour and picks up a basket out of a bin just inside the railing. The goods are all conveniently placed on the shelves and in nearly all cases wrapped, with the price indicated on tags. The housewife takes down what ever she wants, puts it in her basket and passes on. She opens the refrigerator and takes out the butter. She cannot leave the store without having passed through all the aisles. When she has picked out all her groceries, the shopper passes a cash register, where a clerk records the amount of her purchase and transfers the goods to a paper bag, tossing the basket into the bin ready for the next shopper.

Heaviest Goods the Last

Everything is arranged for convenience. The shelves are placed so that goods can be easily reached. The heaviest goods are the last that the customer has to handle. It is said that as many as 189 customers have been handled in an hour. In the rear of every store is a stock room. For every thousand dollars worth of goods on display, another thousand dollars worth is kept in reserve, so that the shelves can be immediately stocked up again.

A Piggly Wiggly store usually employs two or three men. The bigger store, with an exceptional turnover, sometimes five and the very small store may get along with one. The employees are taught all the different lines of work, so that their positions are interchangeable. They receive regular salaries, but in each store there is a salary allowance of three per cent of the gross sales on the first $2,000 per week, and 1½ per cent on everything over that amount. The employees first pay their salary out of the allowance, and then what is left is distributed equally among them.

The Salary Arrangement

For instance, if a store did a $4,000 business in a week, the amount which would be paid in salaries would be $90. If there were three employees, one receiving $30, one $25, and one $20 a week, the payroll would be $75. a week. There would still be $15. left which would be split equally among the three employees.

Rules Are Interesting

There is a set of rules for employees in their treatment of the public. A couple of them are outlined here, for they may be of interest to every merchant:

"Good manners mean to satisfy customers, and if a checker has not sufficient manners to satisfy a customer: whether the customer is wrong or right: whether the customer is picayunish or liberal: whether the customer is ugly or pretty: whether the customer is young or old: whether the customer is ignorant or smart: he has not sufficient good manners to hold that kind of a job.

"Should a customer inadvertently or

(Continued on Page 124)

Calls "Cleanliness" His Hobby And Says It Pays Profits

Manager of the Pure Food Stores, Montreal PLAYS UP Cleanliness in His Advertisements, Instills it Into His Clerks, and Declares He is "Cashing In" On it As a Business Asset. A Clean Store Not Only Attracts But Loss from Stock Deterioration is Avoided.

By Staff Correspondent Canadian Grocer

MONTREAL.—Bennie says that it is cleanliness that counts and he intends to prove it not only to the public but to all other grocers. It is his ambition, he claims, to be known as the man with the clean bright grocery store. And Bennie, for so he likes to be called, has gone about in a practical way. He called "Canadian Grocer" representative's attention to the fact that the cleanliness did not merely consist of a pleasing outward appearance but that every shelf, under each package and bottle, the backs of the shelves and the ceilings were free from dust. Even the bins where the wrapped packages of tea were kept were spotlessly clean, even to the very bottom.

Cleanliness A Hobby

Bennie Altrovitch, manager of this and president of the pure food store which operate the store in question at 59 Park avenue, Montreal, makes cleanliness his hobby harps on it in his advertising, instills it into his clerks and is now intent upon impressing the fact upon the public, in that way he is "cashing in" on it as a business asset. He should have little trouble, for if there is one real asset in the grocery business it is cleanliness. The public will appreciate it just as soon as it is proved to them. "A customer is attracted by the outward appearance of the store, but when she gets in and finds even a little dirt she is more critical than she would be with the little corner store that does not even pretend to be clean, and she never comes back again. Like as not she will deal at a store twice as dirty, but she can't forget the disappointment she got." The point is well taken and the pretentious store must be even more careful than the average grocery, but when this cleanliness is thorough it is a mighty big asset and proves a big drawing card.

Generous With The Paint

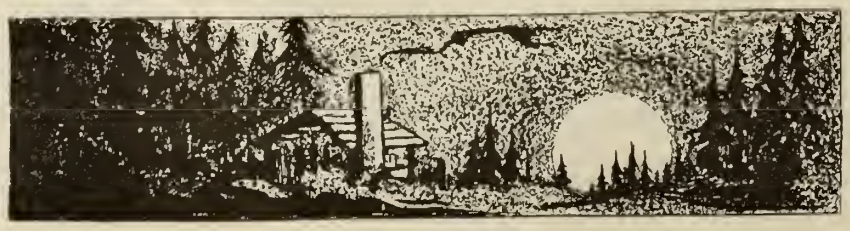
This store, which is kept so clean, presents a striking appearance from the street. It is all white and the paint is not stinted. Mr. Altrovitch claims that a grocer can always make a pot of paint pay for itself. The ceilings, the shelves, the counters and the floors all get their regular touching up with paint and varnish and the result is quite noticeable. All these little things and regular dusting and washing keeps the store up to the standard of cleanliness and as Mr. Altrovitch says, "Do it regularly and the job is light and pleasant but let it go and it seems like a hopeless task to get it clean again."

A Minimum Loss

Another thing that the proprietor of this store pointed out, is that when the store is kept clean the loss of stock through deterioration is kept down to little or nothing. The problem so many grocers face of keeping cereals in hot weather is remedied by keeping the shelves clean and the packages dusted. It is a fallacy to keep that part of the store that can be readily seen clean and then try to believe the store is clean. Dust collects quickly, breeds germs and vermin quickly and the stock is damaged before the grocer knows it. Not only is the stock damaged, but his reputation is in danger, for unknowingly he may give to one of his best customers a package that contains one of these little progeny of dirt and dust.

Not a Big Job

It is not such a big job to dust every bottle, every package and every bin once a week if it is done systematically. This firm divides the store into six sections and one section is cleaned each day and so by the end of the week the whole store has been gone over. This entails only a few minutes work every morning for two of the clerks.



Finds it Profitable to Introduce New Lines

Continued from page 99

that the price should be sufficiently low as to attract attention. "I find," he remarked, "that people will buy the best even though the price is fairly high, rather than take an inferior article a few cents cheaper. I lay great stress on quality first. In handling special lines. if people are attracted by them they will pay the figure asked. In these specialties there is a better profit for the grocer. Nowadays there are too many merchants who are cutting the staples, offering them at ridiculously low prices, out of line with reason and sound business judgment. As a result of this price slashing the merchant who is trying to successfully conduct his business must turn his attention to the sale of high grade foodstuffs, to the better class trade.

I believe too that if a grocer is going to retain his customer, he must give the very best possible service. I find people want service. There are so many little ways that a grocer can give service that he should not overlook them. The customer looks to her grocer to advise her in her buying and as a rule has sufficient confidence in him, as to abide by his recommendation of any particular article of food. Quality and service together with salesmanship, will bring results."

ADVENTURE FILLS EARLY LIFE

(continued from page 100)

knives and like modern grocery accessories show that the present businesses are quite a bit different from the original establishment. A modern butcher shop is added, and the old coal oil lamp of early days is superseded by the hollow-wire system and the gasoline incandescent.

A Sample of Coffee Increases His Sales

Many Merchants Report a Bigger Turnover in Coffee As a Result Of Aggressively Going after Business in this Line—How Adams and Son, Windsor, Ont., Diverted Coffee Trade Going to Detroit To Their Own Store

SEATED in a smoking car — that clearing house for all topics under the sun, from the latest political scandal to the recent clever stunt of the baby—two men were discussing the cuisine of various hotels and restaurants.

"I don't know how it is, but you have certainly got to take your hat off to the Americans for the coffee they serve up to you over there," remarked one of the passengers. And by the way, this particular train was travelling eastward from Detroit. "It tastes different from what we get on this side of the line."

"I have noticed that myself," replied the other. "Whenever I come home from a trip like this, I seem to notice a difference in the taste of the coffee. But wife says it is all imagination. She says she buys the best in the world and I will admit it is good. She told me that the grocer told her Canadians use a finer grade of coffee than they do over the border, but the reason that the taste seemed better than over there was because Canadians were tea drinkers, and, did not consume enough coffee, consequently when we made a trip to the other side and had tea served to us, it was so bad that we ordered coffee and naturally that drink of coffee would taste the best drink of coffee we ever had, when placed against a poor cup of tea. And do you know, I believe there is something in that. The first cup of tea I had over the line was fierce and ever since then I drink coffee."

Canadians Drink High Grade Coffee

The experience of these travellers is indeed interesting and no doubt many another traveller to the country to the south tells the same tale, when approached on the subject . It is a well-known fact, however, among those who are closely in touch with the coffee business, that the greatest portion of coffee imported into Canada is of a superior grade. Therefore, it is plainly to be seen that quality of the coffee has nothing to do with the fact that we are not greater consumers of coffee. Canadians have been tea drinkers from infancy, and it is only in the past few years that coffee drinking has commenced to be a habit.

Up until last April of this year, Adams & Sons, Windsor, Ontario, whose annual yearly turnover is near a quarter million dollars were only selling about ten lbs. of coffee a week They claim that many of their customers had a habit of going over the river to Detroit for their coffee. This coffee was not a particle better than the coffee Adams & Sons were selling, but from force of habit they were spending their money away from home. To increase their coffee business, Adams & Sons apparently had a puzzle to solve. Their first move was to send a sample of coffee to every customer. With each sample was attached a coupon, good for ten cents to apply on a purchase of a pound of coffee. This scheme was kept up for one month, and from the beginning of the campaign a steadily growing increase was noted in the volume of sales. In three months time, sales had jumped to 140 pounds a week, and this during the summer season which is not usually considered the period of the year when the consumption of coffee is at its height. During this coming winter, Adams & Sons are looking forward to doubling this amount.

Aggressive Coffee Selling

In some of the larger cities, there are stores whose yearly sales of coffee amount to upwards of 16,000 pounds and whose stories have been read with much interest in the columns of Canadian Grocer. This increase in coffee sales is due to the merchant's aggressive salesmanship, and their own individual methods in going after the business. But we must not overlook the fact, also, that modern equipment must take a share of the credit.

Some of the older grocers can remember the time, that to mention a pound of coffee, would bring a frown to the smooth brow of the clerk behind the counter. In these days it meant laborious grinding by arm power, a task which no clerk was overly fond of. The writer remembers when from seven until nine o'clock in the morning of each day two clerks were kept busy grinding sufficient coffee to last for the day's business.

Hand Mills Disappear

These hand mills are fast disappearing and rarely are seen in the present day stores. The old mill that used to be in the "back shop," on the end of the counter, or the big mill that occupied four or five feet of floor space and required two men to operate, are passing with the times and are being replaced with a handsome machine, usually installed in a prominent place in the store and which a snap of the button will start operating.

700 Pounds Each Month

Forde & Co., Brantford, Ont., are selling on an average seven hundred pounds of coffee every month. "People from all over the city come to us for their coffee," the manager of the store told a representative of Canadian Grocer recently. An electric coffee mill is situated at the front of the store, right near the main entrance. "We grind the coffee as the customer orders it," the manager continued, "and we also blend all our own coffee."

Getting a reputation for coffee certainly means a good deal to the grocer. The manager of Forde & Co., declares that paying attention to the quality of the coffee, and seeing to it that it is always fresh, and of a uniform blend, means a good deal in one's successful selling. "Our grinder too, near the main entrance has helped the sale," he added. "We have had it a good while of course but keeping it where the people can get the aroma of freshly ground coffee, frequently means a sale."

KINGSTON GROCER COMPLETES HALF-CENTURY IN ONE STORE

Kingston, (Special)—James Redden is receiving the congratulations of his friends on having completed 50 years in the retail grocery business, and during all that time he has occupied the one location at 176 Princess St.

It was in 1871 that Mr. Redden started the retail grocery business, under the name of Redden & Rowe. Later Mr. Rowe left the business and Mr. Redden carried on alone until joined by W. H. Dyde of this city, 30 years ago.

Mr. Redden has always occupied a prominent place in the public and social life as well as the business activities of Kingston. He was for a period of 10 years the representative of St. Lawrence Ward in the City Council and in 1884, following the death of Dr. J. McCammon, the Mayor, he served as presiding officer of the Council for the balance of the year.

"No Place for the 'Order Taker' Today"

The Grocer Must be a Salesman if He is to Make a Success of His Business—There is Plenty of Trade to Be Had, But the Energetic Merchant Must Get After it—Advertising Must be Linked with Salesmanship

By JOSEPH LAPORTE

THE coming year, 1922, promises to be an excellent and prosperous one for the up-to-date and industrious grocer, but a disastrous one for the easy-going and indolent merchant. Until a year ago it did not make very much difference how we conducted our business. We had it cinched both ways. Whether we simply waited for business or went at it vigorously, orders came in at good prices, and the till got fuller and fuller all the time.

In the Same Old Way

"Unfortunately, there are still merchants who are trying to run their business in the same way. They are yet under the spell of those good old days, and while they admit that conditions are actually bad, they fondly cherish the hope that sooner or later, consumers in their locality will suddenly become frantic buyers, and rush their stores for goods.

"What a disillusion awaits these short-sighted dealers. The time when the shot-gun did the trick and gathered in the game is over. From now on, only the long-distance rifle will do. The tame and unsuspecting game has taken fright and must now be trailed and brought down by high class marksmanship from distant shots.

Plenty of Business

"There is plenty of business to be had, but we must pick our market, train our sight, and concentrate on the one vital spot. We must change from "hit or miss" selling to "intensive and concentrated" selling. We must now plan a "made-to-measure" campaign, so that it will fit the actual conditions in all their details, and not be scattered to the winds, with the chance that business will be gathered in. There must be no more just looking around for sales, but a hard and arduous search for buyers.

"In days like these when competition is keen, buying slow, and the consumer is not willing to part with his money, except for a good reason and under proper inducement, we must get out and sell our goods, not wait for the consumer to come to us. Let us then, first of all, spur our sales force into action. Whether we have two or two hundred men selling for us, the principle is the same.

No Place for Order Taker

'To make a maximum effort to-day, the salesman must be thoroughly trained in all the different phases of selling. The "order taker" has no place in the selling field. Present conditions call for a thorough technical knowledge of the merchandise, a clear understanding, and a keen insight into the peculiarities of the consumer. All valuable information about the goods to sell should be passed along to the sales force, in order that intelligent demonstrations and selling argument may be put before the consumer. The Jobbers' and Manufacturers' Salesmen can give a lot of good pointers, and this coupled with the knowledge of the merchants should increase sales immensely.

Increase Rather than Reduce

"The best way to-day to tackle your sales problems is to make a complete survey of every phase of your business. Conditions are so changed that the problems of one department cannot be solved individually, because each are so interlinked that they affect each other in the least detail. Get right down to brass tacks. Intense cultivation of orders should be the course to follow. Instead of looking for ways of cutting down expenses by reducing useful expenditure, everyone should keep their eyes peeled for ways to increase sales, and thereby reduce expenses in a normal way.

"There should be more co-operation between all of us. Let us cease to look upon our competitor as an enemy. Rather than that, penetrate ourselves with the idea that he has just as much right to be in business as we have. Furthermore, if he seems to get ahead of us he must be a better merchant and we have every reason to believe that we could gain in knowledge by going to him with our own problems. Who knows, he may be feeling the very same way towards us.

"While a great deal of pressure should be used to convince a customer, tact should be used in presenting the goods, because the buyer to-day will resent too much coaxing, and may feel that undue pressure is being brought upon him. Your selling force is the dynamo of your business, and should, therefore, be kept in perfect running order, so that maximum results will be attained. When this is done, let us turn to a re-arrangement of our stocks. Can they be displayed more attractively? Can our windows be arrayed so as to catch and please the eye of the passerby? In general, what is the atmosphere surrounding our store? If we are satisfied that the utmost has been done, let us take one step further, and turn to advertising.

Advertising is Essential

"Advertising is distasteful to most of us, because right away the idea of spending money scares us, but these days we should link up advertising with sales, and never mention the word alone. We should always refer to "Sales and Advertising." To-day one will not go without the other. We pay big money for high-class salesmen, still we refuse to spend money to keep these salesmen busy. Let us look upon advertising, not as an expense, but as part of our selling efforts. The window display too, will bring good results. Of course, if your store is situated in a centre of medium size, where a newspaper is published locally, you will derive greater benefit by running a small advertisement daily in it. There is no necessity for the copy to be large. It depends entirely upon the effectiveness of the copy. You would do well to consult the salesman or your jobber, or the manufacturer's representative upon this subject. Both will gladly get the necessary information for you. If you care to take the trouble, ask Canadian Grocer for my address, and I will be glad to answer any questions which you may wish to ask about your advertising and sales problems. It is well to remember that no two advertising problems are alike, and what may suit your neighbor would be of no benefit to you. The main thing to strive for is originality and clearness.

HOW THE PIGGLY WIGGLY STORES OPERATE

(Continued from Page 121)

through any other cause knock from a shelf a bottle or package of anything that breaks and is thereby ruined for sale, and should a customer or a visitor do any other damage about the store which is not done with malicious or wilful intent, it will be considered the duty of the employee who sees the damage result through action of such customer or person, to tell that person that such a one is not in anywise to blame: and even should such a person offer to make payment, the money must be refused and the customer made to feel that such accidents will happen sometimes."

To Face or Not to Face the Music?

Hard to Choose the Right Turn in the Road — Analysis of a Business that is Apparently Due for a Wreck—Some Interesting Sidelights on the Author's Early Knocks in the Business World

By HENRY JOHNSON, Jr.

MY TRULY distressed correspondent comes back at me thus:

Dear Sir:—We thank you for your good letter with copy of article for Canadian Grocer analyzing the disease eating our profits. This advice is very helpful, but there is one thing which is in the way. This is salary of chief. $35.00 is absolutely necessary to support family of five and private house—rent is $35.00 a month. It would be an impossibility just now to take only $20 out of the business and still keep insurance in force, etc. On the other hand, the relative has to get $25.00 to live, unless we can pay back about $1,000 of the $2,600 she has invested Our bank here cannot give us any more discount, so we are in a very bad fix. Just as I am writing this letter we were talking of what happened today. We had to return a draft for $300 to our largest creditor unpaid and we do not know what will happen. As you can see, situation is very desperate, but we will fight all we are worth before giving in. We know you are very busy, but your analysis was so good that perhaps you, from an outsider's point of view, will see a way out for us. What do you advise? We have tried to raise some money from a brother but very doubtfut if it can be done because what money he has is invested in his business. Well, we think we have stated our position better this time and we hope you may have some helpful suggestions to make. We will make an inventory as soon as we can so as to see just how we are fixed. Yours truly

The situation, as you may remember, is that here is a business doing $30,000, a year and earning, gross, just about 21%. The gross is as wide as anybody can hope to make out of the grocery business. So this store is doing well as far as earnings go. Trouble is the expenses are too heavy. The store simply cannot carry the load, nor can it be expected to carry it except as the business grows.

Therefore, with this plain situation confronting us, what can we see to do except reduce the load? I pointed out how that could be done. I said it would not be easy; but I indicated that the quicker the medicine was swallowed the sooner the taste would be forgotten and the more rapidly would it begin to effect a cure. Seeing my friend shrinks from taking the dose—and it is but human that he should do so—I feel that the best I can write to him is a story, which happens to be absolutely true.

History of Fifty Years Ago

Just before 1875 a certain grocer was doing a very large and apparently prosperous business. His family had been accustomed to every comfort and not a few luxuries. Suddenly, like out of a clear sky, the effect of the panic of 1873 wiped him out. He was a complete and utter failure—"$25,000 below zero," as somebody expressed it. And $25,000 was a lot of money at that time!

Being an honest man, he turned in everything he had, retaining only his equity in his home. That equity was small so, when the worst fury of the storm had spent itself, he looked around for a new occupation and was able to realize only a few hundred dollars on the house. He went into the manufacturing of harvesters, then something very new, but the harvest failed and farmers could not buy machinery. Hearing of promising things abroad he tried to export the machines; but British farmers are conservative, he had no staying power, so he failed again.

Then his wife sold some personal jewels she had not yet parted with, the household furniture was reduced to the minimum and for about eighteen months the wife and mother, who had lived at her ease for years, supported the family by teaching china painting and other artistic work.

In the spring of 1878 this broken down grocer—then a man of just 40 years—was given $730 by some old friends and he started business again. How small it was you may know. The store rented was on a side street. It was twenty by sixty feet. The rent was $40 per month. As his family had been moved to the little town where the factory was, they continued to live there and he with his little son occupied one bed in the rear of that store, in a room cut off by a low partition, where they not only slept but cook ed their breakfast and supper.

Things of Which I Have Been a Part

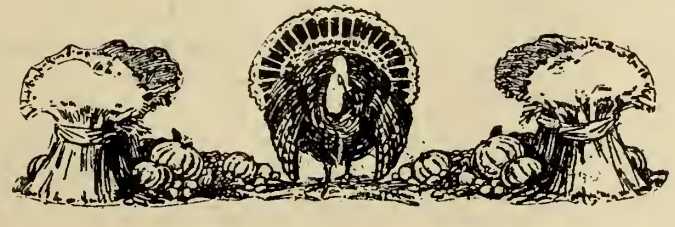
The friends who had given him the new capital considered it a gift; but he knew it was another debt. So he was then in debt for the $25,000 plus the $730. You may consider this some handicap. I think it may be so considered. The rent of the family's home was $10 per month and he allowed himself $40 per month salary. From the beginning he prospered, though it is true that he did less business the second year than the first, which was discouraging. The going was hard—there were no union hours—but by simple living and the strictest kind of economy in the store and at home, he worked his way out of the hole, out of that entire load of debt, into a fair competence and good business.

It is true that he worked his life out, too; for he died at the youthful age of 55. But he died in his own home. He had recovered caste and standing. I know just what I am writing about. I was that boy who was nine years old when the failure came and in my twelfth year when we opened the little new store together. It was the end of normal school for me. It was my matriculation into the College of Hard Knocks which I think is about the best school there is. I lived through that experience with my father until his death in 1893, fifteen years after the little store was opened.

During those years that we toiled together he many times told me that the failure would not have occurred if he had only had the courage to get down to bed rock, cut out the frills, curtail stocks and credits when he felt the storm approaching toward the year of 1874. But, like most humans, he had to pass through the fiery furnace first!

What Will My Correspondent Do

Whether you, my correspondent, will today get down to hard pan, cut the corners, take up the simple life and bare necessities and live on the $20 per week necessary to pull your business through is up to you yourself. If you do not, if you let things run on until your store is closed up and you are burdened with debts to strangers as well as to your own relative who will then have lost her savings of $2,600 which she put into the business, you will have harder sledding than is before you now. Believe me, I know what it is to live through the recovery from a failure!



If $20 per week looks small to you, let me say that after the factory failure my father would have been glad to jump a month in the hard times that followed our second opening we had a man who was

(Continued on page 137)

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

VOL. XXV. TORONTO, NOV. 4, 1921. NO. 44

Poppy Day Next Week

FRIDAY, November 11, is being observed throughout Canada as "Poppy Day" as well as "Armistice Day"—in memory of the close of the Great War and also in memory of those who died on the battlefields of France and Flanders. This commemoration is taking quite a concrete form in some cities where poppies are to be sold for the benefit of the unemployed returned soldiers. Everywhere a poppy will be in evidence that day, and as the attention of the public is being drawn to it, with all the memories connected with the anniversary and the "Poppy," it is only natural that advantage be taken of this fact by merchants to make the "Poppy" a feature in their window displays.

The poppy lends itself to an attractive display as well as being timely and appropriate. A number of grocers have signified their intention of adhering to this idea in their windows. There is no limit to the attractive "lay-out" that may be designed with the use of the poppy. Fruit at this season lends itself to an attractive window, and can be used in conjunction with the poppy. The public like to see the co-operation of the merchants on an occasion such as this and will take more interest in the display in which the poppy is the feature.

One grocer in Montreal is having a large poppy made, almost the size of the window, and in the heart of the flower he is showing a number of specialty lines. This is a novel treatment of the subject, and many other designs will appear as the windows are being dressed. This should prove an excellent hint to the grocers throughout the country to take advantage of this point and dress their windows during the latter part of next week with the poppy.

Nuts and Profits

WITHIN THE next two months, the retail merchant will probably sell eighty per cent. of his total annual sales of nuts, but we wonder whether he actually knows how much profit he makes. That is, not the profit on paper as figured on cost, but the actual money made, figured after the nuts have been sold and distributed to the customers.

A number of merchants are in the habit of placing orders for nuts, months in advance of their arrival. This, no doubt, is good business, but when the nuts arrive they are more or less in a green state and are invoiced at the weight of the package at the time of shipping. Shrinkage, therefore, follows, and in the case of Brazil nuts this shrinkage is terrific. Then there is the tare of the bags, broken nuts, dust and other unsaleable material found in the bottom of every original package that positively must be taken into consideration.

The weight of an empty Brazil nut bag is from four to six pounds and we have seen as much as eight pounds of dust and dirt in the bottom of a bag. Then the shrinkage in weight is enormous and probably there is no other commodity handled by the retail grocer that will show such a big shrinkage. When the nuts arrive, which is in May or June, they are green. By the time the Autumn arrives, which is the season for selling, the weight has shrunk around ten per cent. This shrinkage combined with the waste in the bottom of the bag will usually add to the cost about three cents per pound.

This same thing applies to all nuts. The shrinkage in weight is perhaps not as great as in Brazils, but we have seen barrels and bags of walnuts when the residue in the bottom of the package would run from two to five pounds in weight. Shelled nuts are no exception. There is always a certain amount of shrinkage in weight, and broken pieces remaining in the bottom of the package are usually a total loss to the merchant. Then again in shelled nuts, the sales, generally speaking, are in small quantities, often in ten and fifteen cent lots. The tendency in weighing up these small quantities is to drop an extra piece into the bag, rather than give the actual weight, which is another factor that must be considered in figuring the retail price.

Handling nuts, either shelled or in the shell, is a far different proposition from package goods or most other lines handled in bulk. The cost of selling nuts is far greater than any other commodity. Therefore figure your resale price accordingly.

Editorials in Brief

If there are "tricks in all trades," that is no reason why tricks are excusable in your trade.

Your business is going to build up by what you actually do, rather than by what you know how to do.

There may be players who put up a better game when they get mad, but it doesn't work that way with most of us.

One of the best helps in getting a new line introduced to your customers is making sure your clerks are all interested in the line and boosting it.

Being just honest enough so you wouldn't steal is not the same as being honest enough so you won't help yourself on any kind of a specious excuse.

They say it is better to wear out than to rust out but that does not mean that you ought to wear yourself out faster and sooner than is necessary.

Can you be cheerful the last thing Saturday night as well as any time during the week when you feel fresh and rested? Cheerfulness in business is a great asset.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Maritimes

Stellarton, N. S., has a new grocery store under the management of Mrs. R. J. McIsaac.

A. McCoull is now conducting the grocery business formerly owned by G. H. Hargrave in Westville, N. S.

The grocery field in Westwille, N. S., has recently been invaded by the addition of a store in A. E. MacDonald, who is conducting a store there.

Mr. Goodman who has been operating a cash and carry grocery store on Agricola Street, Halifax, N. S., has recently opened a meat store across the street.

The Mothers' Dairy with a full line of cream, produce and groceries, is a new entrant in the retail field on Townsend St., Sydney, N. S.

The grocery store in Kentville, N. S. formerly conducted by F. E. Wade and Co., is now under the management of J. A. Hart. Mr. Hart is making his debut in the grocery business, but his efforts are bearing fruit for already he is experiencing an increase in sales.

D. B. Mc Lead, grocer in New Waterford, N. S., has made such a rapid growth in the business, he has found it necessary to build a new store. He is now able to carry a larger stock, and is also able to handle a line of drygoods.

The so-called hard times do not seem to have had much effect in New Waterford, N. S., as during the last few months there have been no less than three new grocery stores opened. These stores are being operated by Allan Graham, Wm. Bruce and T. S. McEachren. Mr. McEachren is also carrying a department for meat.

Quebec

Tuesday, Nov. 1st., being "All Saint's Day," all the French wholesale and retail stores in the province of Quebec were closed.

S. Shapiera, of Boston, Mass., the vice-president of the St. Lawrence Baking Co., was in Montreal visiting the company's plant here this week.

Leon Diotte, grocer at 183 Bridge Street, Hull, Que., was burned to death when he entered his burning store to save his watch. He is survived by his wife and three children who escaped from the fire.

J. A. Frigon has joined the staff of "The Grocery Service Co.," in Montreal, and will be in charge of the store at 1383 Papineau Ave., Montreal. Mr. Frigon has had a number of years' experience in the grocery business, owned and managed his own store at Abitibi and at Chicoutimi when he managed "L'Epicerie Moderne."

M. BIRK

TO MANAGE BISCUIT BRANCH OFFICE

M. Birk has taken over the management in Toronto, of the William Paterson Limited, biscuit business. Mr. Birk was connected with the Paterson business in Brantford for some nine years and recently joined the firm again. At present the Toronto offices of this company are at 1180 Queen, St. West, but they will be moved on November 15th, to 172 Portland Street, in the building of Sloan, Dickson & Bone, wholesale grocers.

Ontario

Crown and Hendershott have commenced business with a store at Mary and McCauley Streets, Hamilton, Ont.

The Uneeda Grocer has opened up for business in provisions and groceries at 195 and 197 John St., north, Hamilton, Ont.

Mrs. M. Schumacher has commenced business with a store and stock at 897 King St., East Hamilton, Ont.

Burglars entered the general store at Burford, Ont., the other night and stole a quantity of silverware, ten bags of sugar, nine cartons of tobacco and a big stock of men's clothing, including shirts, ties, etc.

J. Smith, Sarnia, Ont., has disposed of his grocery to Bissell and Kimball, who are now in possesion.

The grocery of John Friendship and Sons, Kingston, Ont., was damaged by fire the other day. The rear wall and ceiling and a considerable portion of the stock were badly damaged by water.

George Kempt, Wiarton, has disposed of his grocery business to Harry Stumpf, former manager of the Arlington Hotel.

R. C. Blackburn has established a manufacturers' agency business in Toronto, at 60 Front St. West. Mr. Blackburn has had several years' experience as specialty salesman having been with W. G. Patrick & Co., over eleven years.

J. H. Boyle who has had charge of the canning factory at Highgate, Ont., for three years has been appointed manager of the Dominion Canners plant at Hamilton, Ont.

Delbert Ryan of Vienna, Ont., has sold his business to Robert Gordon who obtakes possession imediately.

Hugh Dallyn of St. Thomas, Ont., has sold one of his stores, that located at the corner of Mary and Scott Streets, to Cecil L. Patrick. The new owner takes possesion immediately.

Among the nominees for the directorate of the Chamber of Commerce at London this week is A. E. Silverwood of Silverwoods Limited.

L. S. Beninger, manager of the Wingham Creamery Co., at Wingham, Ont., who was recently operated on for appendicitis is recovering rapidly.

Fire of unknown origin caused a loss of $500 in Cook's Meat Market at Ingersoll, Ont.

Wesley Brooker has purchased premises on St. George St., Dresdon, and as soon as they are remodelled intends opening a grocery store.

The grocery store of Herbert C. Jay, Strathroy, Ont. was robbed recently of a quantity of groceries.

The Men's Club of Gunns Ltd., Toronto, held a smoker last week that proved a very enjoyable event.

MR. HARGREAVES IN CANADA

George P. Hargreaves, president Hargreaves Ltd., Hull, England, has been in Canada for week or so on a business trip. He left Toronto on the return trip on Tuesday morning and sails on Saturday for England.

H. E. KERR JOINS MARSH GRAPE JUICE CO.

Howard E. Kerr has joined the staff of The Marsh Grape Juice Co., Niagara Falls, Ont., and will have charge of the sales end of the business Mr. Kerr was formerly Canadian manager of the Welch Co. The Marsh Grape Juice Co. have changed their distribution system and are now distributing their products only through the wholesalers.

Resigns from Vice-Presidency of Canada Starch Co. to Form New Organization

Joseph Ruddy Will Start New Concern in Brantford, Ont., after 25 Years in the Starch Business —Going Back on January First to His Home Town, Where He Has Other Interests

JOSEPH RUDDY, who has been a prominent figure in connection with the Canadian starch business for the past quarter of a century, is making a change. He is resigning the vice-presidency of the Canada Starch Co., and is organizing a company, with headquarters in Brantford, Ont., to be known as the Ruddy Manufacturing Company, Limited.

Mr. Ruddy joined the Brantford Starch Co. twenty-five years ago and since the amalgamation of the starch interests in 1906, has been with the Canada Starch Co. He is vice-president and a director of the latter, and for the past three years has been manager of the Toronto office of the company. He severs the latter connection on January 1, but will continue as a director.

The Ruddy Manufacturing Company, Limited, which Mr. Ruddy has organized, has purchased from Hain Bros. Limited, of Brantford, the unit of their plant, in which are manufactured kitchen cabinets, woven wire mattresses, and bee-keepers' supplies. This business was established in 1892. Among the directors of the new company are John T. Ham, of Ham Bros., and George S. Matthews, a director of the Canadian Packing Co., who is now living in Brantford. Mr. Ruddy will be the general manager of the new company.

He naturally was loath to sever a 25-year connection with his associates in the starch and syrup business, and is doing so particularly because the change takes him back to his old home town, where he has several other interests.

Change In the Colman-Keen Business Here

An important development has taken place so far as Canada is concerned in the Colman-Keen business. A new company has been formed known as Colman-Keen (Canada) Limited. They are located at 520 King St. W., Toronto. This includes also the business of Keen Robinson & Co. Ltd., manufacturers of Robinson's Patent barley and groats. Magor Son & Co. Ltd., who have looked after the Colman-Keen interests in Canada for many years are giving up the agency. The transfer took place on November 1st.

Colman-Keen (Canada) Limited as well as The Nugget Polish Co. Ltd., will make use of the selling organization of Reckitt's (Over Sea) Limited. In other words arrangements have been made to combine the selling forces of the three firms. Arrangements are also being made for deliveries from various distributing centers. The Colman-Keen interests include the manufacture of mustard, blue, barley and groats. The Nugget interests are in shoe polish, and Reckitt's (Over Sea) Limited, in other metal, silver and stove polishes.

A. R. Cleminson, director and secretary of Reckitt & Sons, Limited, is in Canada from the Old Country in connection with the reorganization of the business. He will be here some three or four weeks altogether and will then proceed to the U. S. A. for a few days, where they have important interests, before returning to England.

Amalgamation of Match Companies Is Announced

New York, November 2—(Special) In connection with the amalgamation of the Diamond Match Company, of New York, and Maguire, Paterson and Palmer, of Liverpool, England, your correspondent interviewed the vice-president of the Diamond Match Company here. He pointed out that Sir Alexander Maguire was in New York until recently and has sailed for England. He verified the information in Canadian Grocer a few weeks ago, in regard to the amalgamation between these two companies and referred to the erection of a plant at Pembroke, Ont. Bryant & May Limited, of England, are also interested in the amalgamation. Sir Alexander Maguire stated here that the plant at Pembroke would be in operation in a short time. The building was practically completed and machinery was being installed.

A Director of Bovril Limited Now in Canada

A distinguished visitor to Canada at the present time from the Old Country is Sir George Lawson Johnson. Sir George is a director and chairman of Bovril, Limited; a director of Virol, Limited; also of the Estates Control, Argentina; of Bovril Estates of the Argentina and of the Australian Estates of Bovril. During the war his home at Kingsway, England, was loaned to the Massey-Harris Co., of Canada, and fitted up as a hospital.

While in Canada, among other things, he is looking over the various telephone systems on behalf of the Postmaster General of Great Britain in view of some anticipated changes in the present system in use there.

He is accompanied by Lady Johnson and is visiting Winnipeg, Toronto, Montreal and other centres.

New Goods

Pilliner Brand Cocoanut is a new brand of shredded cocoanut and packed in packages of four and eight ounces each. The packages are oblong in shape and printed in attractive colors of brown, orange and white. It is manufactured by Tropical Food & Chemical Co., Ltd., Kitchener, Ont., a new firm recently organized.

The Red Cap Products, Limited, 64 McGill St., are marketing a new line of condensed food flavors under brand name of "Red Cap." There are thirteen baking flavors, six soft drink, seven spice and three flavors for soup and seasoning. They are put up in tin collapsible tubes, each tube being packed in individual carton with twelve cartons in a counter display box.

The Veteran Medicine Co. have established in Toronto to place on the market eucalyptus products. Among the lines manufactured are eucalyptus lozenges. The proprietor is A. F. Collins. Mr. Collins is a Canadian and has lived in Australia for some 14 years. He was with the Royal North West Mounted Police here for some time and was in the Soudan expedition that went to the relief of General Gordon in 1884-5. He also spent 3 years in the last Great War. Another of the lines this firm is manufacturing is Eucalyptus Oil which will be sold in bottles. The firm is located at 184 York Street, Toronto.

Bandits broke into the U. F. O. store at St. George, Ont. the other night and stole a quantity of merchandise. An alarm was raised by the baker next door, and in their hasty getaway, the burglars dropped a quantity of tobacco.

Catalogues and Booklets

O'Loane, Kiely & Company Limited, Vancouver, B.C., have recently issued their export catalogue No. 21. This contains 85 pages and lists the various lines this firm are exporting including food stuffs, building materials, hardware, lumber, etc. It also contains a large number of illustrations of goods for export.

WESTERN CANADA NEWS

H. B. Davis, of the Biddle Purchasing Company, New York, was a business visitor to Winnipeg last week.

R. B. Sharpe, of the Pacific Box Company of Vancouver, was recently a business visitor to Winnipeg and called on the company's western representatives, The McLay Brokerage Company.

Screaton & Whiteside, manufacturers' agents in Winnipeg, have been appointed western representatives for C. S. Allen & Company, Montreal, manufacturers of confectionery.

Winnipeg Grocers Elect Officers At Recent Meeting

WINNIPEG—C. E. Turner was elected chairman of the retail grocers' section of the Winnipeg branch of the Retail Merchants' Association of Canada at a meeting of members in the St. Regis hotel the other evening. Other officers of the grocers' section were elected as follows: J. A. Campbell, first vice-chairman; G. B. Barager, second vice-chairman; C. L. Poustie, third vice-chairman, and J. W. Dyke, treasurer.

S. Carson was elected chairman of the retail butchers' section. Other officers elected were: H. Thompson, first vice-chairman; E. Campion second vice-chairman; S. Genetsky, third vice-chairman, and H. A. Holtin, treasurer.

Object to Proposal To Levy Tax On Store Equipment

LADNER, B.C.—The Ladner branch of the Retail Merchants' Association held an emergency meeting recently at which they registered emphatic objection to the proposal to give municipalities power to impose a tax of one per cent on merchandise and fixtures. E. Clement and G. T. Baker were appointed a committee to interview A. D. Paterson, M.L.A. Mr. Paterson agreed with the views of the retailers, and promised to oppose the proposal at the caucus of government supporters

Meantime it is learned that the retailers' provincial organization has had the same advice, and a meeting has been arranged with Premier Oliver, in Vancouver, when strenuous objection will be made.

It was recently announced that the government would offer municipalities the power to collect and use the personal property tax which has hitherto been a perquisite of the provincial treasury. Whether this proposed merchandise-fixture tax is a substitute for that offer or an addition to it is not certain.

Forms Selling Organization For the West

Winnipeg.—(Special) George H. Campbell, who came to Winnipeg from Toronto a few years ago, as managing director of the Todhunter & Mitchell Coffee Company, has formed a selling organization and will take over the sales end of Todhunter & Mitchell

GEORGE H. CAMPBELL
Who has formed new selling organization.

Coffee Company as well as the Pure Gold Manufacturing Company, of Toronto.

The new company is known as the G. H. Campbell Sales Company, and is personally controlled by Mr. Campbell. The territory covered includes that from the head of the lakes to the coast. This separates the manufacturing and the selling end of the business.

Mr. Campbell was formerly manager of the Red Rose Tea Company, in Toronto. He was with that firm for some eighteen years. He then joined the firm of the Pure Gold Manufacturing Company, Toronto, and shortly after came to Winnipeg, to become managing director of the Todhunter & Mitchell and Pure Gold interests there. The Todhunter & Mitchell Company control the Pure Gold lines as well as their own from Port Arthur to Vancouver.

MAY MEAN THE END OF THE MARKING ACT

Ottawa, Nov. 2—Hon. J. B. M. Baxter's promise as Minister of Customs to a business delegation in St. John to recommend the deferring of the operation of the Marking Act, already deferred once, until the Government could give it further consideration. may mean the end of this piece of tariff legislation which was one of the Government's substitutes for tariff revision.

Meanwhile, officials of the Customs Department are proceeding on the assumption that the act will be made effective on January 1. As the election takes place on December 6, it may be taken for granted that any party elected will defer once again the operation of an act which has been so keenly criticized by the business world as one imposing an intolerable burden.

COMPLAINTS ARE HEARD AGAINST THESE ELECTRIC SIGNS

It is stated that retailers are being approached by salesmen to enter into contract for electric flashing signs for window and store display. The contracts provide that dealers shall operate for a specified number of hours each day the signs furnished by the company and shall receive for this service one or two dollars a month for each sign. The contracts of the various companies differ in regard to purchase price. Complaints from dealers however indicate that the electric signs are not always of the highest quality, and difficulty has been experienced in obtaining adjustments on defective materials.

NEVER BLUFF OR EXAGGERATE

(continued from page 109)

stand something about her troubles and desires. Then naturally she will turn to you to supply the needs you so fully understand," Mr. McKenzie remarked.

"After getting the attention of your reader and forming a desire in her mind to posses the goods, it is well to follow up this advantage in the displays in the store and windows. We dress our windows with the goods advertised. This is like going after business with a double barreled shot gun, only the sportsman's action is reversed. The advertisements will get them with the 'choked' barrel at long range, but if that shot misses you are prepared to get them at close range with the other barrel, which in business parlance is selling talk behind the counter, window displays and counter displays."

Comparative Prices of Commodities 1914-1921

Prices on sugar on the Montreal basis, others Toronto basis, during the last week in October of each year:—

	1914	1916	1917	1918	1919	1920	1921
Granulated Sugar	$7 11	$8 05	$9 00	$9 50	$11 00	$17 90	$8 00
Molasses, Barbados, per gal.	0 45	0 69	0 88	1 18	1 08	1 45	76
Corn Syrup, 2-lb. tin, case	2 65	....	5 15	4 80	5 45	5 55	4 00
Rolled Oats, 90-lb. bag	3 25	3 25	4 50	5 30	5 00	4 75	3 10
Cornmeal, 98-lb. bag	2 65	2 95	6 40	6 00	6 00	6 00	2 75
Rolled Wheat, 100-lb. bbl.	3 75	3 50	6 00	7 00	7 10	7 75	6 25
Split Peas, 98-lb. bag	5 00	....	11 25	10 00	7 25	8 40	7 50
Sockeye Salmon, 1s, doz.	2 52½	....	3 75	4 50	4 75	5 80	5 60
Tomatoes, 2½s, doz.	0 95	2 17½	2 50	1 90	1 85	1 75	1 75
Peas, Standard, 2s, doz.	0 95	....	1 75	1 45	1 85	1 90	1 75
Beans, Golden Wax, 2s	0 95	....	1 85	1 95	1 85	2 15	2 10
Corn, 2s, doz.	0 95	1 47½	2 35	2 27	1 65	1 62½	1 50
Pineapple, 2s	1 92½	....	....	3 10	2 30	4 75	4 00
Pumpkin, 2½s, doz.	0 85	1 65	1 60	1 60	1 10	1 50	1 60
Apples, gals., doz.	2 05	....	5 00	5 00	5 25	5 25	5 50
Peaches, H. S., 2s, doz.	2 02½	1 85	2 10	2 40	3 25	5 00	3 25
Strawberries, H. S., 2s,	2 17½	....	3 00	4 00	4 65	5 50	4 50
Raspberry Jam, 16 oz.	2 15	2 30	3 05	3 90	4 25	5 65	4 00
Do., 4 lb.	....	0 69	0 71	0 98	1 05	1 50	0 90
Strawberry Jam, 16 oz.	2 25	2 35	2 90	3 90	4 35	5 65	4 00
Do., 4 lb.	....	0 69	0 74	0 98	1 10	1 50	0 90
Lemon Peel, lb.	0 12	0 20	0 26	0 40	0 46	0 46	0 29
Orange Peel, lb.	0 2	0 21	0 28	0 41	0 47	0 48	0 31
Citron Peel, lb.	0 19	0 25	0 30	0 46	0 62	0 75	0 46
Currants (Amalias)	0 17½	0 16	0 24	0 32	0 27½	0 19	0 13
Do., (Patras)	0 08	....	....	....	....	0 22	0 15
Raisins, Valencia, lb.	0 03	0 11	0 11	0 11½	....	0 23	0 25
Do., Seeded, pkg.	0 09	0 11¼	0 12½	0 14	0 14	0 25	0 21
Shelled Almonds, lb.	0 35	0 42	0 44	0 55	0 62	0 60	0 54
Do., Walnuts, lb.	0 35	0 43	0 54	0 85	0 80	0 58	0 90
Rice, Blue Rose, 100 lbs.	7 85	....	9 50	15 00	17 00	17 00	8 50
Do., Rangoon B	3 50	4 75	7 88	9 50	11 75	12 50	5 75
Do., Japan	6 00	7 50	9 40	11 25	14 50	17 00	7 00
Tapioca, Pearl, lb.	0 15½	0 10	0 15	0 15	0 13½	0 12	0 12
Potatoes, 90-lb. bag	0 65	1 70	2 45	1 75	1 50	1 75	1 50
Flour (Firsts), bbl.	6 70	10 00	11 80	x11 75	x11 15	13 00	7 80
Butter, Creamery, lb. prints	0 29	0 42½	0 46	0 50	0 63	0 55	0 42
Cheese, lb.	0 16	0 22	0 22½	0 26	0 29½	0 28	0 19
Eggs, new-laid, doz.	0 36	0 45	0 54	0 65	0 73	0 75	0 80
Lard, tierce basis, lb.	0 12¾	....	....	0 26½	0 31½	0 31	0 16 1-2
Breakfast Bacon, lb.	0 19	0 25	0 35	0 44	0 45	0 46	0 30

xGovernment standard flour under Government control.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

The Markets at a Glance

DURING the week under review the raw sugar market has shown more activity than it has since the Finance Committee reduced their price to 2½c cost and freight New York. Considerable business has transpired at firm to higher prices. A sale was reported of 1,800 tons San Domingos for prompt shipment to Canada at 2.43c c.i.f., which is the only Canadian transaction that we have heard of recently. At the same time a sale of Cubas of 60,000 tons was made by the Committee at 2½c c. and f. New York, for prompt shipment from the Island. But it appears on account of tropical storms, shipments of these sugars may be somewhat delayed. This delay in shipment of Cuban sugars has caused an increased demand for uncontrolled sugars. Sales having been made of 10,000 tons of Philippine sugar for arrival about the middle of November at 4c and a lot of 5,000 bags Porto Ricos at 4 1/16c. Sales are also reported by the Committee to the United Kingdom, of which details have not yet been forthcoming. Preliminary estimates of the new crops are now to hand and indicate a possible reduction in the 1921-22 campaign from all sources. It is estimated that the world production will amount to 15,620,000 tons as against 16,555,059 tons for previous season. There is no change in the Canadian refined situation.

In view of the weakness in the grain markets, cereals are likewise weak and in some lines of bulk goods reductions are announced. Package goods show little change in quotations but there appears to be a weaker tendency.

The tea markets continue to grow in strength and a cable from the London market states that 1922 crop of Indians which are now reported to be some London houses have bought up the entire 100,000,000 pounds short of last year.

Coffees are strong in primary markets while nuts show no sign for improvement, continuing to occupy a strong position.

New crop currants, raisins and figs are arriving and are firmly held at the new price basis. Prunes are quiet and steady while dried peaches are firm with higher tendencies.

Split and marrowfat green peas are in limited supply and quotations are firmly maintained. Beans are active at steady quotations.

QUEBEC MARKETS

MONTREAL, November 2.—The cooler weather, the coming of Thanksgiving and the approach of the winter season has stimulated business and with it a steadier condition prevails. The sugar market stands at the $8.00 basis while the raw market is weak. Molasses and corn syrups are unchanged. Packaged goods show one or two changes in package flour and pancake flour. Oranges are lower in price in virtue of a lack of demand and grapefruit is also following the downward trend. Spices are quiet since most of the retailers have their supplies bought and the market is steady. Teas are strong with all influences tending to keep them so and evidence that some wholesale prices are now below importing cost. The rice market, too, holds its strong position under like influence. The nut and dried fruit markets are without feature further than fresh supplies of almonds are at hand and more shelled walnuts are expected late in November but the prices are expected to hold high. Raisins are strong and a better market is expected in currants. Onions are at a premium and are scarce.

CANNED GOODS UNCHANGED

Montreal.

CANNED GOODS—There is very little change in the canned goods market, prices quoted on canned fruits and vegetables of the new pack are holding with a good demand. Since the retailers supplies of canned goods were low when the new pack came on the market, there has been a good demand and the indications are that the initial quotations will hold quite firm. The demand for jams and marmalades also show an improvement and prices are steady.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	4 25	
Asparagus, imported (2½s)		6 00
Beans, golden wax	2 00	2 05
Do., Refugee	2 10	2 15
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.		1 80
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 45
Do., 2½s	1 80	1 85
Do., gallons		6 25
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.		5 00
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s		3 25
Do. Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS

Apricots, 2½-lb. tins		4 50
Apples, 2½s, doz.	1 65	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	5 40	5 65
Currants black, 2s, doz.	4 00	4 05
Do., gals. doz.		18 50
Cherries, red, pitted, heavy syrup, doz., 1-lb.		3 20
Do., 2½-lb.		5 00
Do., 2-lb.		4 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
California Peaches—		
1s		2 90
2s		3 40
2½s		4 60
Peaches, heavy syrup—		
2-lb.		3 90
1-lb.		2 97½
Pears, 1s, Keiffer		2 45
Do., 2-lb.		4 00
Greengage Plums, heavy syrup	2 65	2 75
Lombard plums, heavy syrup, 2-lb.		2 40
JAMS—		
Strawberry, 16-oz.		3 75
Raspberry, 16-oz.		3 75
Black currant, 16-oz.		3 80
Orange marmalade		4 65

CEREALS UNCHANGED

Montreal.

CEREALS—There is no change in the cereal market. Prices are quite steady with a good demand. Buying, although limited to immediate requirements, is good and shows a quick turnover which is the best conditions under which cereals can be handled.

Oatmeal, gran., fine standard 3 75

Rolled Oats, 90 lbs.		3 40
Pearl Hominy		3 25
Cornmeal, Gold Dus t Brand		3 25
Graham Flour, 98 lbs.		7.65
New Buckwheat Flour		6 75
Pot Barley		5 25
Pearl Barley		5 25
Beans, Ont.		3.50
Do., Can.		3 30
Lima Beans		0 10
White beans		0 06
Green peas, dried	0 03	0 05¾
Split peas		0 07

COFFEE MARKET STRONG

Montreal.

COFFEE—The coffee market continues in its strength but with no actual change in price. The demand is good and indications in the primary market are for a stronger market.

MORE FIGS EXPECTED

DRIED FRUITS—There is little new development in the dried fruit market. The arrival of the "Canadian Ranger" next week should bring some new development since it has a cargo of figs, dates and some nuts. It is not expected however that any definite change in the price will occur but it may stimulate sales. Figs are a little stronger in price bulk figs, 7 crown are quoted at 32c to 36c and 5 crown at 24c to 26c. Raisins maintain their strength and currants in primary markets are stronger and some change may be expected in this market.

Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		
Peaches (fancy)		0 28
Do., choice		0 25
Pears (choice)		0 22
Do. fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)—		
Valencias	0 20	0 21
Sultana, unbleached,		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown		0 21
Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 oz.		0 27½
California Seedless, in bulk	0 18½	0 19
Cluster, 20 1-lb. pack.		5 60
Currants, loose		0 13½
Dates, Excelsior (36 10s), pkg.		5 50
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼'s, lb., 7 crown		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, 5 crown, 10 pounds	0 24	0 26
Do., 12 ounce packages		0 25
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), 22-lb. boxes, each		0 11
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 25
30-40s		0 19
40-50s		0 17
50-60s		0 13½
60-70s		0 12
70-80s		0 10½
80-90s		0 09½
90-100s		0 09

STRONG FUTURE FOR RICE

Montreal.

RICE—There is no change in the rice market but the future looks strong. Banks in the southern states are advancing money to the growers on the strength of the market and it is expected that Blue Rose rice will hold firm. Rice from India is now out of the question as the trouble there and the possibilities of a famine has cut that production from this market. Oriental rices are not definitely reported but the tone of the market promises a strong future.

Carolina, extra fancy		0 09
Do., fancy)		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Do., B., per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)	0 07	0 08
Do., (pearl)	0 07	0 08
Do., (flake)	0 07	0 08
Honduras		0 07
Siam		0 14½

NOTE—The rice market is subject to frequent changes.

SPICE MARKET STEADY

Montreal

SPICES—No change is in evidence in the spice market. Prices are steady with a fair demand but most retailers have now their supplies for the fall and winter trade on hand and the wholesale demand is more quiet.

Allspice	0 18	0 20
Cassia, pure	0 27	0 30
Cocoanut, 20 lb. pails, per lb.		0 46
Do., sweetened, lb.		0 36
Chicory (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 35
Pure, ground		0 35
Cream of tartar (French pure)	0 65	0 70
Do. American high test	0 75	0 80
Whole cloves		0 45
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, pure, 1-lb. tins	0 69	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 30
Do., 80, lb.		0 28
Do., 100, lb.		0 25
Do., ground, 1-lb. tins		0 30
Pepper, black		0 25
Do., white		0 33
Do., Cayenne	0 32	0 34
Do., tins, 2's		0 36
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do. package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

SUGAR MARKET UNCHANGED

Montreal

SUGAR—No change has occurred in the sugar market and as far as can be seen at present no change is expected but the raw market still has a weak tone.

Granulated sugar, per cwt.	8 00
Do., barrels	8 05
Granulated, gunnies, 20-5	8 40
Do., cases, 20-5 lb. cartons	8 60
Do., gunnies, 10-10	8 50
Do., cases, 50 2-lb. cartons	8 75
Yellow, light, per cwt.	7 60

LOWER PRICE FOR ORANGES

Montreal.

FRUIT—In the fruit market there is little change in price. Oranges are easier since the demand is slow and prices are down a little. About the end of this month the new crop will be on the market and with it a better demand. Grapefruit are lower in price but a reaction may take place since the growers are refusing to pack at the low prices offered. At the present time Porto Rico grapefruit are selling at from $4,-50 to $5.50 per case according to size. Last week the price was up to $6.00. There is no change in the apple market apart from the fact that there is some improvement in the offerings and a little easier tone is in evidence.

APPLES—		
Wealthy, per barrel	4 00	6 00
Hampers, per bushel	1 50	2 00
Baldwins	6 50	7 50
Fameuse	7 00	10 00
Calverts	4 00	00
Boxes, 175s, 216s	3 25	3 50
Bananas (as to grade) bunch	7 00	7 50
Cantaloupes, 36-54s		7 00
Lemons, 300-360s		4 50
Grape fruit, Porto Rico	4 50	5 50
Cal. Valencias	7 50	8 00
Do., Blood Oranges, half boxes		3 75
Tangerines		4 25
Malaga grapes, per crate		4 00
Tokay grapes, per crate		4 25
Blue and green grapes, per bas.	0 40	0 50
Keiffer Pears, bush. hampers		2 75

MOLASSES MARKET STEADY

Montreal

MOLASSES—There is no change in the molasses market. Prices are steady on both this line and on corn syrup. In corn syrup there is a good demand and supplies are moving quite freely with a steady market ahead.

Barbadoes Molasses—	Island of	Montreal
Puncheons		0 73
Barrels		0 76
alf barrels		0 78
Puncheons, outside city		0 71
Fancy Molasses (in tins)—		
16-oz. tins, 2 doz. case, per doz.		2 40
Barrels, about 700 lbs.		0 05½
Half barrels, about 350 lbs.		0 05¾
Quarter barrels, about 175 lbs.		0 06¼
2 gals., 25-lb. pails, each		2 00
3 gals., 38½-lb. pails, each		2 85
5 gal. 5-lb. pails, each		4 50
5-lb. tins, per case		4 70
10-lb. tins, per case		4 40
5-lb. tins, 1 doz. in case, case		5 30
10-lb. tins, ½ doz. in case, case		5 00

GOOD OPPORTUNITY IN TEAS

Montreal.

TEA—The tea market offers an interesting situation for the grocer. Ceylon and Indians are strong and all tendencies and influences point to a continuance of the present conditions. The prices went so low last year that the growers were determined to curtail production so as to get a better price, with the result that now the production is one hundred million pounds below that of last year. On top of this comes the labor troubles in India and the future is uncertain. Prices to the importer show an advance and the wholesale prices too have gone up. Some believe that the peak has not yet been reached. However it is certain that some dealers throughout the country are selling teas that they bought here three and four months ago at a price below the cost of import today. Somebody will get the advantage. About the same may be said of Japan teas. That market is now closed and closed strong with higher prices. Importers state that they fully expect prices on Japan teas to stand firm. Javas are completely off the market as no one either cares to handle them or finds it necessary.

Ceylon and Indians—		
Pekoes	0 38	0 44
Broken Pekoes	0 40	0 48
Broken orange pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60

Above retail prices range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60

Early picking	0 60	0 80
Finest grades	0 75	1 00

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

MORE ALMONDS EXPECTED

Montreal

NUTS—The nut market holds strong except in the peanut market. Despite the fact that the market is very strong, buying on the part of the retailers, seems to be held off until the cooler weather although this is by no means a profitable plan for weekly the prices are advancing. The "Canadian Ranger" is expected in Montreal on November 10 carrying a supply of shelled almonds but no walunts. The prices on almonds and walnuts will hold high until at least the latter part of November when the S.S. "Lady William" is expected in New York carrying a good supply of both. At that time prices may drop slightly but as the market is almost bare of walnuts and almonds the replenishment will not go far and the market may be expected to hold. The peanut market is weak and the Spanish shelled stock down to about 11½c a lb. No. 1 Javas are off the market in view of the low prices.

Chestnuts (Italian)		0 18
Do., shelled		0 54
Almonds, Tarragona, per lb.	0 22	0 24
Valencia shelled almonds	0 48	0 50
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily), per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 18
Do., shelled, No. 1 Spanish		0 11½
Do., salted red		0 18
Do., shelled, No. 1 Virginia		0 13½
Peanuts (salted)—		
Fancy wholes, per lb.		0 36
Fancy splits, per lb.		0 31
Pecans, shelled	1 00	1 50
Walnuts Grenoble, in shell		0 33
Walnuts, Marbot	0 26	0 28
Do. new Naples		0 26
Do., shelled, Manchurian	0 50	0 55
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux shelled		0 90

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

ONIONS AT A PREMIUM

Montreal

VEGETABLES—Onions are almost at a prohibitive price with even a stronger market ahead and a real shortage. Red onions are now as high as five cents a pound wholesale in 100 pound bags. Potatoes are about the same with good supplies on hand and prices running easy. Tomatoes are about finished and what is now on the market is of poor quality and prices are up to $1.50 and $2.00 a box. Cranberries are now on the market offered at $22 per barrel which is slightly higher than the price quoted one year ago.

New cabbage, local, doz.	0 60	0 75
Carrots, new, per bunch		0 35
Celery, per doz. bunches		0 75
Montreal cucumbers, per doz.		0 50
Horseradish lb.		0 60
Leeks, doz.		4 00
Mint		0 60
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green, doz.		0 50
New potatoes, Mont. (90-lb. bag)	1 15	1 30 1 40
Do., sweet hamper		3 00
Spanish onions, per case		5 00
Turnips, per bag	0 75	1 00
Tomatoes, Mont., per box	0 50	1 00
Red onions, per crate	4 00	5 00
Texas Onions, per crate		3 50
Yellow onions, per cwt.		2 50

CHANGE IN PACKAGE FLOUR

Montreal.

PACKAGE GOODS—The only change in package goods this week is a slight advance in the price of Brodie & Harvie's package buckwheat flour which is advanced 10c per doz. now quoted at $1.60. The same advance is quoted on Brodie & Harvie self-raising pancake flour which is quoted at $1.60 per doz. Self raising flour in 3 lb. packages is reduced 11c per doz. to $2.44 and the 6 lb. packages is reduced 30c per doz. to $4.70. These are the only changes of note in package goods. The demand for all lines is fairly good and prices are steady, particularly in breakfast foods.

Breakfast food, case 18	3 50
Cocoanut, 2-oz. pkgs., doz.	0 78*
Do., 20-lb. cartons, lb.	0 36
Corn Flakes, 3 doz. case	3 40 3 55 3 75
Cornmeal, yellow, 24s	2 85
Rolled oats, 20's	5 00
Rolled oats, 18's	2 00
Aluminum package, 20's	6 10
Oatmeal, fine cut, 20 pkgs	5 50
Puffed Rice	5 70
Puffed Wheat	4 40
Farina, case, 24s	2 55
Hominy, pearl or gran., 2 doz.	3 00
Health Bran (20 pkgs.), case	3 50
Pancake flour, case	2 90
Do., self-raising, doz.	1 60
Wheat Food, 18-1½s	3 25
Porridge wheat 36s, case	6 40
Do., 20s, case	6 50
Self-rising flour (3-lb. pkg.) doz.	2 44
Do., (6-lb pkg.) doz.	4 70
Do, bucqwheat flour, per doz.	1 60
Corn starch (prepared)	0 09½
Corn starch, 1 lb. pkge.	0 08
Potato flour	0 12½
Flour, tapioca	0 15 0 16
Shredded Krumbles, 36s	4 35
Shredded Wheat	4 95
Cooked Bran, 12s	2 25
Enamel Laundry Starch, 40 pkgs. case	0 09¾
Celluloid starch, 45 pkgs., case	4 00
Malt Breakfast Food (36 pkgs.)	9 50
Quaker Two-Minute Oat Food	1 80
Macaroni	2 25

ONTARIO MARKETS

TORONTO, Nov. 2.—The weakness in the grain markets is reflected in lower prices on nearly all lines of cereals in bulk. Peas, both split and marrowfat green are scarce and prices are a shade higher. Package corn meal also shows a reduction. Currants and raisins continue to show strength in primary markets, while prunes hold fairly steady. There are no new developments in the nut situation, shelled walnuts are becoming very scarce and almonds also are in short supply. Rice is steady with quotations firmly maintained. Teas are holding strong with the shortage increasing as the production is more correctly estimated. There is no change in sugar as quoted by the refiners, but there still appears to be irregularity in wholesalers' quotations to the retail trade. Potatoes are easy while onions are firmer at higher prices.

BEANS IN ACTIVE DEMAND

Toronto

BEANS.—A brisk demand is noted for beans. In some quarters No. 1 Ontario white beans are quoted at $3.25 per bushel but the average price appears to be around $3.50 per bushel.

BEANS—		
Ontario hand picked, per bushel		4 00
Do., No. 1 lb. pickers, per bushel	3 25	3 50
Cal. Limas, per lb.	0 09	0 09½

LOBSTERS QUOTED HIGHER

Toronto

CANNED GOODS.—Lobsters, in some quarters, are advanced to $2.75 for quarters and $4.15 for halves but some wholesalers continue to quote the former at $2.40 and the latter at $3.75. These latter quotations, however, will probably only last until the present spot stocks are disposed of as packers have recently advanced prices in line with the higher prices mentioned above. DelMonte sliced pineapple, 2½s, are quoted at $4.25 per doz. and some other brands at $3.40 per doz. for 2s. Gallon pumpkin is quoted at $5.15 per doz. and gallon tomatoes at $5.95 per doz.

CANNED GOODS		
Sockeye 1s, doz.	5 35	5 60
Do., ½s, doz.		3 00
Alaska red, 1s		4 25
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 90
Pinks, 1s doz.		1 45
Lobster, ½-lb., doz.	3 75	4 15
Do., ⅛-lb. tins	2 40	2 75
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	
Canned Vegetables —		
Tomatoes, 2½s, doz.		1 75
Do., Gal. No. 10 tins, doz.		5 95
Peas, standard, doz.		1 75
Do., Early June	2 00	2 15
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 10
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.		6 60
Canadian corn	1 40	1 50
Pumpkins, 2½s, doz.	1 50	1 60
Do., Gal., No. 1 Otins, doz		5 15
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s, doz.	3 40	4 25
Do., shredded, 2s. doz.	4 75	5 25
Do., sliced 2½s, doz.		4 25
Apples, gal., doz.		5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.		3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Do. Green Gage	3 25	3 40
Cherries, pitted H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Strawberry, 4s, each	0 90	0 95
Do., 16-oz., per doz.	3 75	4 60
Raspberry, 4s, each	0 90	0 94
Do., 16-oz., doz.	3 75	4 60

CEREALS GENERALLY LOWER.

Toronto.

CEREALS.—Nearly all lines in the list show a reduction this week. Rolled oats are down to $3.10 per bag, while oatmeal is reduced to $4.30 per bag. Graham flour is down to $3.75 and whole wheat flour is quoted at $3.85. Wheat kernels are reduced to $5.00 per 98 lb. bag. The only firmness in the list of cereals appears to be in peas, both split

and marrowfat green peas; the former quoted at 7½c per lb and the latter at 9½c per lb.

Barley, pearl, 98s		5 50
Buckwheat flour, 98s		4 75
Barley, pot, 98s		4 10
Barley Flour, 98s		6 25
Cornmeal, golden, 98s		2 75
Oatmeal, 98s		4 30
Corn flour, 98s		3 00
Rye flour		4 10
Rolled oats, 90s		3 10
Cracked wheat, bag		5 25
Breakfast food, 98s		4 75
Rice flour, 100 lbs.		10 00
Flaxseed, 98s		7 00
Peas, split, 98s		7 50
Marrowfat green peas, 98s		9 50
Graham flour, 98s		3 75
Whole wheat flour		3 85
Wheat kernels, 8s		5 00
Farina, 98s		5 35

FIRM COFFEE MARKET

Toronto.

COFFEE.—Primary markets continue firm to strong, but spot conditions are unchanged. The demand appears to be improving, but generally it is regulated by the consumption.

Java, Private Estate	0 51	0 53
Begotas, lb.		0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.		0 35
Mocha, lb.	0 52	0 55
Rio, lb.	0 22	0 24
Santos		0 35

NEW CURRANTS ARRIVE

Toronto.

DRIED FRUITS.—A small shipment of new crop currants has arrived; Amalias are quoted at 13c and Patras at 15c per lb. New California sultana raisins are quoted for immediate delivery at 21c, but later shipments are offered at 20c per lb. New Spanish valencia raisins are on the way, the price, however, is comparatively high, around 25c per lb, for first arrivals, later shipments will be several cents higher than this quotation. Sunsweet prunes in the new two pound carton are quoted to arrive at $8.25 per case of 24 cartons. There has been a good demand for figs and the first small shipments are nearly cleared up; further shipments are due almost right away, Smyrna figs in bags of 28 lbs are quoted to arrive at 14½c per lb.

Candied Peels—		
Citron caps, 12-lb. boxes, lb.		0 46
Lemon caps, 12 lb boxes, lb.		0 29
Orange caps, 12 lb boxes, lb		0 31
Mixed containing 4½ lb. lemon, 4½ lb. orange, 3 lb. citron caps, per lb.		0 35
Drained Peel, mixed, cut ready for use, in No. 1's cartons, 3 3 dozen per case, per dozen.		4 50
Currants—		
Greek, Filliatras, cases		0 13
Do., Patras		0 15
Do., Vostizza		
Excelsior, pkgs, 3 doz. in case		5 50
Dromedary, 3 doz. to case		7 50
Fard, per box ap. 12 lbs.		3 25
Hallowee dates, per lb.		0 11
Prunes—		
30-40s, 25s		0 19
40-50s, 25s		0 16½
50-60s, 25s		0 14
60-70s, 25s		0 13
70-80s, 25s		0 12
80-90s, 25s		0 10¾
Raisins—		
California, bleached, lb.		0 27½
Seedless, 15-oz. packets	0 27	0 29
Seeded, 15-oz. packets	0 20½	0 21
Crn., muscatels, No. 1, 25s		0 19½
Turkish Sultanas pkgs.		0 27
Thompsons, seedless		0 28½
Valencia		0 23½
Evaporated apples		0 16
Figs—		
Smyrna, bags, approx. 28 lbs.		0 14½
Layer, 4 crown		0 24
Layer, 6 crown		0 27½

ORANGES EASIER

Toronto.

FRUIT.—Valencia oranges are easier, with prices lower at $5.00 to $7.00 per case, according to size. The new crop of navels is expected to commence rolling about the middle of November and from present indications it appears that the crop will be a banner one. Cranberries are again higher at $10.50 per half barrel. Grapefruit is lower at $5.75 to $6.00 per case.

Oranges, Valencies, 100s		6 00
Do., 126s		6 50
Lemons, Messina		6 00
Do., 150 and smaller	5 00	7 00
Do., California	6 50	7 00
Pears, Cal., Bartlett, box		5 75
Bananas, per lb.		0 08½
APPLES—Barrel		
Spys No. 1		7 50
Spys, No. 2		7 00
Spys No. 3		5 50
Greenings No. 1		7 00
Greenings No. 2		6 50
Baldwins No. 1		7 00
Baldwins No. 2		6 50
Grapes, Emperor, lugs		4 00
Do., Do., kegs		8 50
Do., Rogers, bkt.		0 70
Aples, B. C. boxed	3 25	3 50
Cranberries, Cape Cod, ½ bbl. box		10 50
Grape fruit, Florida, 54s		5 75
Do., 64s, 70s, 80s	5 75	6 00
Do., 96's		6 00
Pomegranates, box		4 50

OPINIONS IN HONEY DIFFER

Toronto.

HONEY.—Apparently a firmer tone has developed in the honey situation. Honey producers have advanced their prices one half cent per pound but dealers are of the opinion that this is a temporary move in view of the heavier demand during the past week. Dealers generally continue to buy for immediate requirements.

5-pound tins, per lb.		0 16½
10-lb. tins, per lb.		0 15½
60-lb. tins, per lb.		0 15
Comb, per doz	3 75	4 50

NO IMPROVEMENT IN NUTS

Toronto.

NUTS.—There is no improvement in the nut situation, nor can there be any expected until new crops arrive. Shelled walnuts are cleaned up in many quarters while the small stocks available are firmly held at the advanced prices mentioned in last week's report.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Grenobles, lb.	0 29	0 30
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, lb.		0 30
Do., sweetened, lb	0 28	0 32
Do., shred		0 25
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 17	0 20
Mixed nuts, bags 50 lbs.	0 20	0 21
Shelled —		
Almonds, lb.	0 54	0 56
Filberts, lb.		0 35
Walnuts Bordeaux, lb	0 90	0 95
Wo., Manchurian		0 75
Do., broken	0 63	0 65
Peanuts, Spanish, lb.		0 11
Pecans, lb.		1 40
Brazils		0 72

CORN MEAL REDUCED

Toronto.

PACKAGE GOODS.—Some brands of package cereals are showing the effect of the lower grain market, and the tendency is that others will follow. Corn meal is reduced to $2.30 per case of 24 packages. Self-rising biscuit flour is down to $1.80 per doz., while wheat kernels are quoted at $1.85 per doz.

PACKAGE GOODS

Rolled Oats, 20ss, round, case		5 00
Do., 18s, case		2 00
Do., 20s, square case		5 00
Do., Aluminum Prem., 20s		6 10
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case.		6 00
Do., 20s, family, case		6 80
Cooker package peas, 36s, case.		2 85
Cornstarch, No. 1, lb. carton		0 09½
Do., No. 2, lb., cartons		0 08
Laundry starch		0 07½
Do., in 1-lb. cartons		0 8¼
Do., in 6-lb. wood boxes		0 11¼
Do., in 6-lb. tin canisters		0 12
Celluloid starch, case		4 00
Potato flour, 1-lb.		0 14½
Fine oatmeal, 20s		5 75
Cornmeal, 24s		2 30
Farina, 24s		3 25
Barley, 24s		2 75
Wheat flakes, 24s		4 80
Wheat kernels, 24s		3 70
Self-rising pancake flour 24s		2 70
Buckwheat flour, 24s		2 70
Self-rising pancake flour, 18s		3 85
Health bran, case		3 50
F. S. Hominy gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 85

RICE STEADY TO FIRM

Toronto.

RICE.—There is nothing new to report in this market. Quotations are firmly held. Three Goat brand tapioca is quoted at 9c and 11c per lb, while ordinary pearl is quoted at 8c per lb.

Honduras, broken, per rlb.	0 07½	0 08
Blue Rose, fancy	0 08½	0 09
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White sago		0 08
Tapioca, per lb.		0 08
Do. (3 Goat brand)	0 09	0 11

NO CHANGE IN SUGAR PRICES

Toronto.

SUGAR.—There is no change to record in the refined sugar situation. The refiners' price remains at $8.34 per cwt. At the same time there still appears to be considerable irregularity in wholesalers' quotations and the immediate situation is hard to account for; probably the competition in domestic beet sugar is responsible as we have reason to believe that practically all second hand parcels have been cleaned up. There also still appears to be a supply of sugar bought previous to the advance of two months ago, but the quantity must be in small compass. The raw market developed a shade firmer tone during the week, with considerable business transpiring.

St. Lawrence, extra gran., cwt.	8 34
Atlantic, extra gran.	8 34
Acadia Sugar Refinery, ex. gran.	8 34
Dom. Sugar Refinery, ex. gran.	8 34
Canada Refinery, gran.	8 34

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c gunnies, 10 10s, 50s; cartons, 20-5s, 60c.

SPICES HOLD STEADY

Toronto.

SPICES.—The market is quiet, with quotations unchanged.

Allspice	0 15	0 18
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 45
Mustard, pure	0 35	0 40
Pastry		0 28
Pickling spices		0 18
Mace		0 75
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	0 60	0 70

Chillies, lb.		0 50
Nutmegs, selects, whole, 100s	0 22	0 26
Do., 80s		0 35
Do., ground		0 28
Mustard seed, whole		0 20
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Turmeric		0 30
Curry powder		0 35
Cream of Tartar—		
French, pure		0 40
4-oz. packages, doz.		2 00
The above quotations are for the best quality.		
8-oz. packages, doz.		3 50
cheaper grades can be purchased for less.		

NO CHANGE IN SYRUPS

Toronto.

SYRUPS.—There is no change in syrups or molasses to record this week. The market is quiet under a good demand.

Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls: ¼ bbls. ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 60
Cases, 5-lb. tins, white, 1 doz. in case	5 30
Cases, 10-lb. tins, white, ½ doz. In case	5 00
Cases, 2-lb. tins, yellow 2 doz. in case	4 00
Cases, 5-lb. tins, yellow, 1 doz. in case	4 70
Cases, 10-lb. tins, yellow, ½ doz	4 00
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 20
No. 3 tins, 2-doz. case	5 50
No. 5 tins, 1-doz. case	4 60
No. 10 tins, ½-doz. case	4 25
Pails—No. 1	1 10
Pails No. 2	1 75
Pails No. 5	3 55
Molasses, table grade—	
No. 2 tins, 2-doz. case	7 75
No. 3 tins, 2-doz. case	10 75
No. 5 tins, 1-doz. case	8 95
No. 10 tins, 1-doz. case	8 60
Pails—No. 1	2 10
Pails No. 2	3 75
Pails No. 5	8 55

SHORTAGE IN TEAS GROWS

Toronto.

TEAS.—A recent cable from the London market states that some of the London houses have bought practically the entire 1922 crop of Indian teas. This undoubtedly is the outcome of the shortage in production which is now estimated to be 100,000,000 lbs. less than last year. In the local situation there is little change as compared with a week ago.

Pekoe Souchongs	0 30	0 35
Pekoes	0 32	0 58
Broken Pekoes	0 35	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans		0 58
Do., seconds		0 50
Hyson thirds	0 30	0 35
Do., pints	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade.

STRONGER MARKET FOR ONIONS

Montreal.

VEGETABLES. — The market for onions is very strong with tendencies for further advances. Quotations this week are advanced on all kinds; Spanish onions are 50c per crate higher, making the present price $5.50 to $6.00 for the large crates. Yellow Danvers are also higher at $5.00 to $5.50 per 100 lb. bag. Iceberg head lettuce is a shade lower at $5.00 per case. Other quotations are steady with a fair movement.

Cabbage, per doz.	1 00	1 50
Potatoes, per bag	1 65	1 85
Beets, per bag	1 00	1 25
Carrots, per bag	1 00	1 25
Turnips, per bag	0 75	1 00
Parsnips, per bag	1 25	1 50
Onions, Spanish, crate	5 50	6 00
Do., sack, 100 lbs.	5 00	5 50
Celery, per doz.	0 75	1 00
Eg plant, 1-qt. bkt.		1 00
Cauliflowers, doz.	1 50	2 00
Tomatoes, hot house, lb.		0 20
Head lettuce, iceberg, case		5 00
Sweet potatoes, per hamper		2 75

MANITOBA MARKETS

WINNIPEG, Nov. 2.—Business in grocery circles during the week has been rather quiet, which is accounted for by the facts that the weather has been disagreeable and the low prices quoted for wheat. Both retailers and wholesalers are buying very sparingly. There are few price changes, and primary conditions are practically unchanged. Refined sugar has declined 25c per cwt. The cereal market is easier due to lower prices quoted on grain. The salmon market continues firm and reports from the Coast state that sockeye ones and halves are practically off the market. The dried fruit market is firm with very little interest shown outside of raisins. The tea, coffee, rice and spice markets continue firm and spot stocks are getting low. Shelled Bordeaux walnuts are unobtainable and it is stated that new arrivals will not be on the market in time for the Christmas trade. In the fruit and vegetable market little change is noted.

CEREAL MARKET EASIER

Winnipeg.

CEREALS—The market has easier tendencies following the lower quotations on grain. Robin Hood and Purity package rolled oats are quoted lower and the demand is improving as the cold weather approaches. The Oriental bean market is strong and has shown an advance of 50c. over last year's prices, but as Ontario beans are arriving on the market and are lower in price they are in better demand than Orientals.

PACKAGE CEREALS.		
Rolled oats, 20s, rd. cartons	4 00	4 65
Do., 36s, case, square, bkts.		3 50
Do., 18s, case		2 10
Corn Flakes 36s, case	3 50	3 80
Cornmeal, 2 doz. case, case		3 40
Puffed Wheat, 3 doz. cs., case		4 45
Puffed Rice, 3 doz. cs., case		5 75
Grape Nuts 2 doz. cs. case		3 80
Package peas, 3 doz. cs., case		3 00
Cream of Wheat, 3 doz. cs., case		9 15
BULK CEREALS		
Rolled oats, 80s, per bag		2 40
Do., 40s, per bag		1 28
Do., 20s, per bag		0 66
Do., 10-8s, per bale		3 30
Do., 15-8s, per bale		3 80
Oatmeal, 98s, gran. or stand., bag		3 70

as last reported and no new developments are expected. The California pack of apricots this year is 350,134 cases as against 655,736 cases last year. California peach pack will total well under half of last years.

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case,		
Do., imp., ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.		2 45
Do., ½s, 4 doz. case, doz.		4 20
Wheat granules, 98s, bag		6 10
Do., 16-6s, per bag		6 60
Peas, whole, green, 100-lb. bag, per bushel		3 95
Do., split, yellow, 98s, bag		7 50
Do., split, yellow, 49s, bag		3 85
Cornmeal, 98s, per sack		3 25
Do., 49s, per sack		1 65
Do., 24s, per bag		0 85
Do., 10s, per bale		3 65
Buckwheat grits, whole, 981lb. bags, per bag		9 35
Beans, 100-lb. bags, bushel	4 20	4 50
Lima beans, 100-lb. bags, lb.		0 09½
Barley, pot, 98s		3 85
Do., 49s		1 92
Do., 24s		1 00
Barley, pearl, 98s, per bag		4 95
Do., pearl, 49s, per bag		2 52
Do., pearl 24s		1 28

SOCKEYE SALMON SCARCE

Winnipeg.

CANNED GOODS—Salmon continues firm and desirable quality of any variety are very difficult to obtain. The Coast reports no sockeye ones remaining and very few halves. The better quality of cohoes are practically cleaned up. There is nothing new to report in the canned fruit and vegetable situation.

Oysters, 1s, 4 oz., 4 doz. case, cs.	9 40
Pilchards, 1s, tall, 4 doz. case, cs.	7 10
Do., ½s, flat, 8 doz. cs., case	9 00
Salmon—	
Sockeye, 1s, tall case	20 75
Do., ½s, flat, 8 doz. in case	21 75
R. Spring, 1s, tall, 4 doz. case	16 75
Do., ½s, flat, 8 doz. case	18 25
Cohoe, 1s, tall, 4 doz. case	14 65
Do., ½s flat, 8 doz. case	16 50
Pink, 1s, tall, 4 doz. case	6 50
Do., ½s, flat, 8 doz. case	8 25
CANNED FRUIT (Canadian)	
Apples, 6 tins in case, per case	3 25
Cherries, 1s, 4 doz. case	7 00 — 8 00
Peaches, 2s, 2 doz. case	6 50 — 7 50
Pears, 2s, 2 doz. case	7 75 — 8 00
Plums, Greengage, 2s, 2 doz. case	6 50 — 7 00
Do., heavy syrup, 2s, 2 doz. case	6 00 — 6 50
Do., Lombard, light syrup, 2s, 2 doz. case	4 75 — 5 25
Raspberries, 2s, 2 doz. case	8 50 — 9 00
Strawberries, 2s, 2 doz. case	8 00 — 8 50
CANNED FRUIT (American)	
Apricots, 1s, 4 doz. case	11 00
Peaches, 2½s, 2 doz. case	12 00
Do., sliced, 1s, 4 doz. case	12 40
Do., halved, 1s, 4 doz. case	12 40
Do., 2s, 2 doz. case	8 25
Pears, 1s, 4 doz. case	12 00
Pineapples, sliced, 2s, 2 doz. case	7 60
CANNED VEGETABLES	
Asparagus Tips, 1s, tins, 2 doz. case, per doz.	5 00
Beans, Golden Wax, 1s, doz.	4 75 — 5 00
Beans, Refugee, 2s, 2 doz. case	4 75 — 5 00
Corn, 2s, 2 doz. case	3 25 — 4 00
Peas, 2s, 2 doz. case	3 90 — 4 10
Sweet Potatoes, 2½, 2 doz. case	7 00
Pumpkins, 2½s, 2 doz. case	3 00 — 3 75
Sauer Kraut, 2½ss, 2 doz. case	4 10
Spaghetti, 2 doz. case	2 15
Tomatoes, 2½s, 2 doz. case	3 95 — 4 15
Spinach, 2½s, 2 doz. case	6 55

COFFEE UNCHANGED

Winnipeg

COFFEE—There is a slightly weaker tone to the New York coffee market but it is thought to be only temporary. Santos remains firm and higher prices are anticipated with mild coffees maintaining a firm tone. South American exporters are not anxious to sell any lower than market quotations, locally

stocks are becoming low under a fair demand.

COFFEE—

Rio, lb.	0 19½	0 20½
Mexican, lb.	0 44	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.,	0 40	0 43
Mocha (types)	0 51	0 53
Santos, Bourbon, lb.	0 28½	0 31
Santos, lb.	0 27½	0 30

DRIED FRUITS FIRM

Winnipeg.

DRIED FRUITS—The market holds steady and what changes there are, are in the direction of minor advances as various lines are becoming more closely cleaned up. Better grades of apricots quoted 1c. per lb. higher. Figs are held a little higher by independent operators as supplies are becoming less plentiful. Prunes are steady and in fact a little firmer than they were a week ago. There was some disposition recently to shade the larger sizes slightly but they are being held a little more firmly again. Raisins are steady and the Association reports a satisfactory position and movement in this line. Independent operators are a little firmer in their views this week and raisin quotations outside of the Associated list are if anything a little firmer. This applies particularly to Thompsons. Muscats are held steady. New seedless have arrived on the market and it is thought that the trade purchases are not anywhere near their year's requirements and second purchases particularly on seedless raisins will be at higher figures.

DRIED FRUIT

Evaporated apples, per lb.	0 15½ to 0 16
Currants, 90-lb., per lb.	0 18 0 19
Do., 8 oz. pkgs., 6 doz. case, lb.	0 16¾
Dates, Hallowee, bulk, lb.	0 11¼
Do., pkge.. 3 doz. case, lb.	0 15⅞
Figs, Spanish, per lb.	0 15
Do., Smyrna, per lb.	0 12½
Do., black, cartons, carton	0 60
Loganberries, 4 doz. case, pkt.	0 25
Peaches, standard, per lb.	0 20 0 21
Do., choice, per lb.	0 23 0 24
Do., fancy, per lb.	0 24 0 25
Do., Cal., in cartons, per carton	1 10
Do., unpitted, per lb.	0 10
Pears, extra choice, per lb.	0 25
Do., Cal., cartons, per carton	1 25
Currants, 90-lb., per lb.	0 18 0 19
Prunes—	
30-40s, 25s, per lb.	0 21
40-50s, 25s, per lb.	0 16¼
50-60s, 25s, per lb.	0 14
60-70s, 25s, per lb.	0 12¾
70-80s, 25s, per lb.	0 11½
80-90s, 25s, per lb.	0 10½
90-100s, 25s, per lb.	0 08
In 5-lb cartons, carton	0 68
Raisins—	
3 doz .to case, per pkg.	0 21
Choice seeded, 15 oz., 3 doz. to case, per pkg.	0 20
Fancy, seeded, 11 oz., 4 doz. to case, per pkg	0 21¾
Choice seeded, 11 oz., 4 doz. to case, per pkg.	0 19
Cal., bulk, seeded, 25-lb. boxes	0 24
Do., pkt., seedless, 11 oz., 3 doz. to case, per lb	0 22
Do., bulk, seedless, 25-lb. boxes per lb.	0 21
Apricots, choice, 25 s, lb.	0 31
Do., 10s, lb.	0 33
Do., Standard, 10s, lb.	0 27
Do., Standard, 25s, lb.	0 29
Do., fancy, 25s, lb.	0 35
Do., fancy, 10s, lb.	0 36

RICE MARKET FIRM

Winnipeg.

RICE—The Oriental rice market is very strong and from authentic information it is stated that Japan on account of the short crop has found it necessary to buy American rice. Spot stocks of Oriental rices are small and the new crop will not be available until the first of the year. The American rice market is firm and higher prices are quoted.

RICE—

No. 1 Japan, 100-lb. sacks, lb.	0 08
Do., 50-lb. sacks, lb.	0 08½
Siam, 100-lb. bags	0 06¼
Do., 50-lb. bags	0 06½
Sago, sack lots, 13 to 15 lbs., lbs., per lb.	0 09
Sago, in less quantities	0 09¼
Tapioca, Pearl, per lb.	0 08 0 08½
Herring (Can.), 1s, 4 doz. cs.	7 00 8 00
Do., in less quantities, lb.	0 09¼
Tapioca, pearl, per lb.	0 08 0 08½

SUGAR PRICES LOWER

Winnipeg.

SUGAR—Refined sugar is reduced 25c per cwt. and is now quoted at $9.00 per cwt.

Extra gran, bags, 100 lbs.	9 00
Do., gunnies, 5-20 lbs.	9 40
Do., gunnies, 10-10 lbs.	9 50
Do., cartons, 20-5 lbs.	9 60
Do., cartons, 50-2 lbs.	9 75
Yellow, No. 1, lt., bags, 100 lbs.	8 60
Do., golden, bags, 100 lbs.	8 50
Powdered sugar, bbls.	9 40
Do., boxes, 50 lbs.	9 60
Do., boxes, 25 lbs.	9 75
Icing barrels	9 50
Do., boxes, 50 lbs.	9 70
Do., boxes, 25 lbs.	9 90
LUMP SUGAR—	
Soft lumps, boxes, 100 lbs.	9 80
Do., boxes, 50 lbs.	9 90
Do., 25 lbs.	10 10
Do., cases, 40 ½ cartons	11 60
Small lump, boxes, 100 lbs.	9 70
Do., boxes, 50 lbs.	9 80
Do., boxes, 25 lbs.	10 00
Do., cartons, 50 2-lbs.	10 10
Hard lump, barrels	10 00
Do., boxes, 100 lbs.	10 00
Do., boxes, 25 lbs.	10 25

SPICE MARKET QUIET

Winnipeg.

SPICES—Latest reports on spices state the market is showing a quiet tone under a fair demand. Jamaica ginger is scarce and high. Nutmegs are in scant supply and are advancing. Small arrivals of cloves have eased the spot situation and prices are more in buyers' favor. Black and white peppers are quiet.

Allspice, Jamaica, best qual., lb	0 20
Cassia, Batavia, per lb.	0 36
Do., China, per lb.	0 33
Chillies, per lb.	0 55
Do., No. 1, per lb.	0 53
Cinnamon, Ceylon, per lb.	0 80
Do., No. 0, carton, doz.	0 90
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar per lb.	0 45 0 45
Ginger, washed, Jamaica, No. 1	0 60
Do., Jamaica, No. 2	0 40
Do., Japan or Africa, lb.	0 25
Mace, extra bright Penang, lb.	0 75
Nutmegs, extra large brown, 70 to lb., per lb.	0 55
Do., large brown, 85 to lb. per lb.	0 50 0 45
Do., medium, 110 to lb.	0 45
Do., carton of six, per doz.	0 70
Pepper, blk., Singapore, ex. lb.	0 30
Do., white, per lb.	0 42 0 42
Pickling, ¼-lb., pkg., per doz.	1 05
Do., bulk, No. 1, per lb.	0 28
GROUND SPICE	
Allspice, bulk, per lb.	0 20
Do., No. 2, per lb.	0 18
Do., 2 oz., cartons	0 80
Do., 4 oz. cartons	1 20
Cassia, No. 1 bulk, per lb.	0 30
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	1 00
Do., No. 1, 4 oz. cartons	1 40
Cinnamon, bulk, per lb.	0 40
Do., 2 oz. cartons	1 15
Do. 4 oz. cartons	1 65
Cloves, bulk, per lb.	0 50
Do., 2 oz., cartons	1 25
Do., 4 oz. cartons	2 20

MOLASSES STEADY

Winnipeg.

SYRUPS—There is no change in molasses. The market is steady with a fair demand. Cane syrup is dull with an easy tone. A fair amount of business for corn syrup is being placed for immediate delivery

CANE SYRUP—

No. 2s	5 95
No. 5s	6 75
No. 10s	6 30
No. 20s	6 10

CORN SYRUP—

Cases, 2-lb. tins white, 2 doz. in case	4 65
Cases, 5-lb. tins, white, 1 doz. in case	5 75
Cases, 10-lb. tins, white, ½ doz. in case	5 50

Winnipeg.

Cases, 20-lb. tins, white, ¼ doz. in case	5 50
Cases, 2-lb. tins, yellow, 2 doz.	
Cases, 5-lb. tins yellow, 1 doz. in case	3 40
case	4 55
Cases, 10-lb. tins, yellow, ½ doz. in case	4 30
Cases ,20-lb. tins, yellow, ¼ doz. in case	4 30

TABLE SYRUP—

Pure, 2½s, tins, cs. of 2 doz.	24 85
Pure, 5s, per case of 1 doz.	22 65
Pure, 10s, per case of ½ doz.	21 05

MAPLE SYRUP—

Maple flavor 2½s, tins, per case of 2 doz.	13 75
Do., 2s, tins, case of 1 doz.	12 00
Do., 1s, tins, case ½ doz.	11 60

MOLASSES, BARBADOES—

2-lb. tins, 2 doz. case	3 30
3-lb. tins, 2 doz. case	11 60
5-lb. tins, 1 doz. case	9 50
10-lb. tins, 1 doz. case	9 20

Molasses quotations subject to 5 per cent. discount.

MOLASSES, BLACKSTRAP—

1½s, 4 doz. in case	5 25
2s, 4 doz. in case	5 00
2½s 4 doz. in case	4 80
5s, 4 doz. in case	4 50
10s, 4 doz. in case	4 20

NO CHANGE IN STARCH

Winnipeg.

STARCH—There is no change in quotations on starch. There is a fair demand for this line.

Cornstarch, No. 1 quality, per lb.	0 10⅝
Cornstarch, 1-lb. pkgs., lb.	0 09½
Gloss, 1-lb. pkgs., pr lb	0 10⅞
Celluloid, 1-lb. pkg., per case	4 35

SCARCITY OF WALNUTS

Winnipeg.

NUTS—Shelled Bordeaux walnuts continue high with practically no spot stocks available. It is stated new arrivals will not be on this market in time for the Christmas trade. New shelled almonds are quoted at lower prices but it is very improbable that they will reach this market in time for the Christmas trade. No. 1 shelled Spanish peanuts continue firm with no sign of reaction. Pecans are scarce and high and are likely to remain so until the new crop arrives around the early part of the New Year. Brazils show no change and are considered good value at to-day's prices as compared with other varieties.

NUTS, SHELLED—

Almonds, per lb.	0 47
Spanish Peanuts, No. 1, lb.	0 12½
Pecans, per lb.	1 40
Walnuts, per lb.	0 80
Brazils, per lb.	0 70

NUTS IN SHELL—

Peanuts, roasted, Jumbo, lb.	0 25
Walnuts per lb.	0 25
Almonds, per lb.	0 25
Cocoanuts per sack	11 00
Cocoanuts, per doz.	1 50
Brazils, per lb.	0 25
Pecans, per lb.	0 28

JAM MARKET FIRM

Winnipeg

JAMS—The jam market continues firm and flavors such as strawberry, raspberry and blackcurrant, are very hard to procure as spot stocks are practically exhausted.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Nov. 1.—B. C. sugar declined to $8.92 per cwt. Package macaroni is reduced 10c per case. New crop seedless raisins have arrived; 11 oz. packages are quoted at 19c to 22½c. Shipment of canned pumpkin, which has been very scarce lately, has arrived and 2½s are quoted at $4.40 per case. New currants are quoted to arrive at 17c per lb. Dairy butter is quoted at 20c to 28c and creamery at 35c to 40c per lb. Local potatoes are quoted at $20.00 to $30.00 per ton. Eggs are higher, storage quoted at $13, and new laid at $15 to $16 per case.

Beans—Ashcroft, per cwt.	5 50	6 00
Do., Kotenashi, per cwt.	5 65	6 50
Rolled oats, 80s	3 15	3 30
Rice, Siam	5 50	6 00
Japan, No. 1	7 35	8 00
Tapioca	7 00	8 00
Sago	7 00	8 00
Flour, per bbl.	....	7 65
Sugar, pure cane, gran., cwt.	....	8 92
Cheese, No. 1, Ont., large	0 22½	0 23
Alberta cheese, twins	....	0 23¾
Do., large	....	0 22¼
Butter, creamery, lb.	0 35	0 40
Do., dairy, lb.	0 20	0 28
Lard, pure 3s	12 30	12 60
Eggs, new laid, local, case	15 00	16 00
Do., No. 1 storage, case	....	13 00
Tomatoes, 2½s	4 15	4 35
Pumpkin, 2½s, case	....	4 40
Lemons, case	....	11 50
Corn, 2s, standard case	3 35	3 60
Peas, 2s, standard case	4 20	4 30
New early June peas, case	....	4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye ½s, case	21 00	21 50
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	8 40	9 25
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Peaches, 2s, halves	....	5 85
Do., 2s, sliced	....	6 25
Apples, evaporated, lb.	....	0 18
Do., 25s, lb.	....	0 18½
Pineapples, Hawaiian, sliced 2's	6 90	7 00
Peaches, evaporated, lb.	0 16	0 20
Do., canned, 2s	7 45	7 90
Do., 70-80s	0 11½	0 12½
Prunes, 90-100s	0 10	0 10
Potatoes, local, ton	20 00	30 00

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Nov. 1—Butter advanced 2c per lb., making the price 44c. Eggs are selling at 70c per doz. Cheese is quoted at 23c to 24c per lb. Beef is quoted at 7c to 9c. Veal 13c to 14c; Lamb 21c; mutton 17c, while hogs are quoted at 19c. Beets are selling at $1.50, carrots $1.25; parsnips $1.75 and turnips $1.50 per sack. Cauliflowers are quoted at $2.50 and celery at 85c to $1.00 per doz. Cucumbers are 40c, corn 20c and parsley 30c per doz. Cabbage is 3c per lb, and potatoes are quoted at $25.00 per ton for local, while Lillooet are selling at $37.00 and Ashcrofts at $35.00 per ton. Hothouse tomatoes are $2.25. Apples are as follows: cooking $1.50; wealthy $1.75; cox orange $2.25; Jeffrey $2.25; Gravenstein $2.50; Rome beauties $2.50; MacIntosh reds $2.75 per box. Pears are quoted at from $3.50 to $4.00 per box. Grapefruit is quoted at $7.50 and lemons at $7.50 per box.

WINNIPEG GENERAL MARKETS

(Continued from Page 136)

tically cleaned up. Some manufacturers have withdrawn as they state they cannot fill orders on many of their lines.

TEA MARKET ADVANCING

Winnipeg.

TEA—The Indian and Ceylon tea markets are reported firm and teas bought at the old prices are getting into very small compass and new importations of the same grades are costing considerably more. The demand locally for tea is fair.

FLOUR MARKET WEAK

Winnipeg.

FLOUR—In sympathy with the drop in wheat, the flour market has an easier tone. 98-pound sacks delivered are quoted at $3.90. Buying continues on the hand to mouth basis.

FLOUR—	
98-lb. sacks	3 90
Two 49-lb. sacks	3 97½
Four 24-lb. sacks	4 07½

ONTARIO APPLES ARRIVE

Winnipeg.

FRUITS.—The first shipments of Ontario Domestic Spys have arrived and are in good demand at $8.00 per barrel. Apples from B. C. of the Jonathan and Wagner varieties are selling at $3.25 per box. Oranges are slightly firmer and 250s and larger are quoted at $10.00. Cranberries are scarce and the small quantities that are arriving are quoted at $25.00 per barrel. Emperor grapes are slightly higher and are quoted at $5.50 per case and $8.50 in kegs.

HEAD LETTUCE ARRIVES

Winnipeg.

VEGETABLES—The first shipment of California head lettuce arrived this week and is quoted at $1.75 per doz. Local tomatoes are practically over for this season but hothouse are taking their place and are quoted at $3.50 per 12 lb. basket. The potato crop is very heavy and are now quoted at 60c. per bus. but lower prices are expected. Greenhouse cucumbers are in good demand at $2.50 per doz. Celery is arriving in good quantities at 6½c. per lb.

TO FACE OR NOT TO FACE THE MUSIC?

(Continued from page 125)

head of a family who worked for two or three years for $30 per month and was glad to get it. Money went further then than now; but it did not go more than three times as far—and it went very little further for the same scale of living.

The Germans have a very good proverb "Wa nicht is, da ist nicht," meaning: "Where nothing is, there is nothing." That might be put into this formula: Where there is only $20 per week, there is no more than that. Argument won't help things. We are faced with a condition, not a theory. The business is earning the maximum and is overburdened with expense. The only possible course is to reduce the expenses. That must be done and done at once.

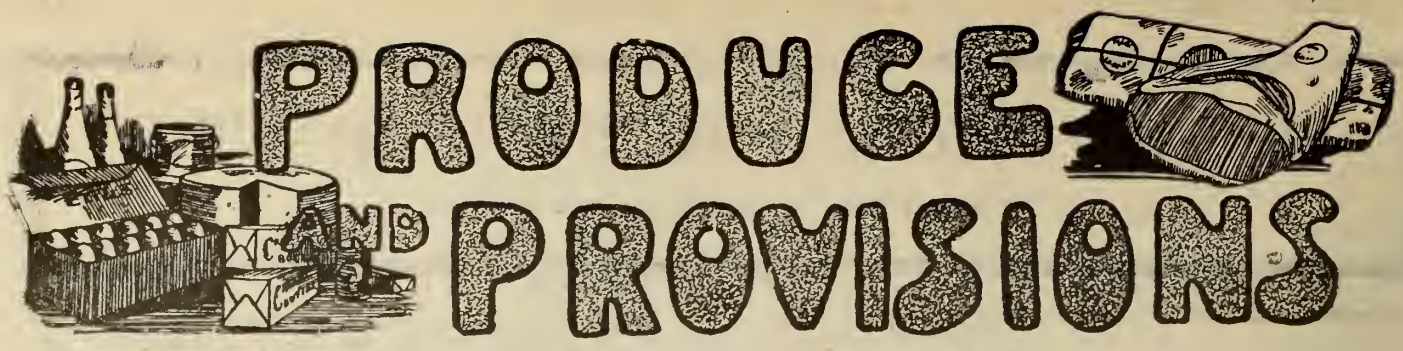
The story I have told shows that I am not theorizing. I have lived in a single, unheated room, through more than one winter and have broken the ice on the wash pitcher too often not to know. Our cooking those days was on an oil stove. Our breakfast and supper consisted of oatmeal porridge and milk for the two meals—not another thing nor was it varied. Our midday meal was eaten at a cheap hotel.

Take the Medicine When We Can

Question: Would it not have been better to face the issue in 1873, with the original business, save the home and avoid bankruptcy? Yes, undoubtedly; but it was not done because that required foresight of a longer range than was available. All right: Now it is hindsight—and we surely should be able to use that!

As you hesitate, look about you. On every hand you will see men who scorned certain work two years ago. It was not enough then nor were the wages liberal enough. Now those same men would jump at such chances as then they threw aside.

Think again: Prices have so declined already that the dollar of today will buy about twenty to thirty per cent more than it would two years ago. Two years ago, people with fixed incomes were squeezed by the lessened purchasing power of their dollars. Those people are today feeling easier because their money goes farther. The six per cent. today is rapidly assuming the proportions of the seven per cent of yesterday.



Display is an Important Selling Factor

Ray Eslinger Operates Chain of Meat Markets in Vancouver With the Main One on the Best Business Street—Splendid Displays Under Glass Enclosed Refrigerator Counters Sell Goods

By Staff Correspondent Canadian Grocer

VANCOUVER, B. C.—Several years ago a young man, by name Ray Eslinger, operated a modest butcher shop on one of the second class retail streets in Vancouver. His shop measured only ten by fourteen feet, but his ambition could only be measured by an astronomer. That the principles on which he built business were sound may be judged from the fact that to-day he owns and operates eleven retail meat markets in Vancouver, one of which, the one I shall describe, is considered the finest this side of Toronto.

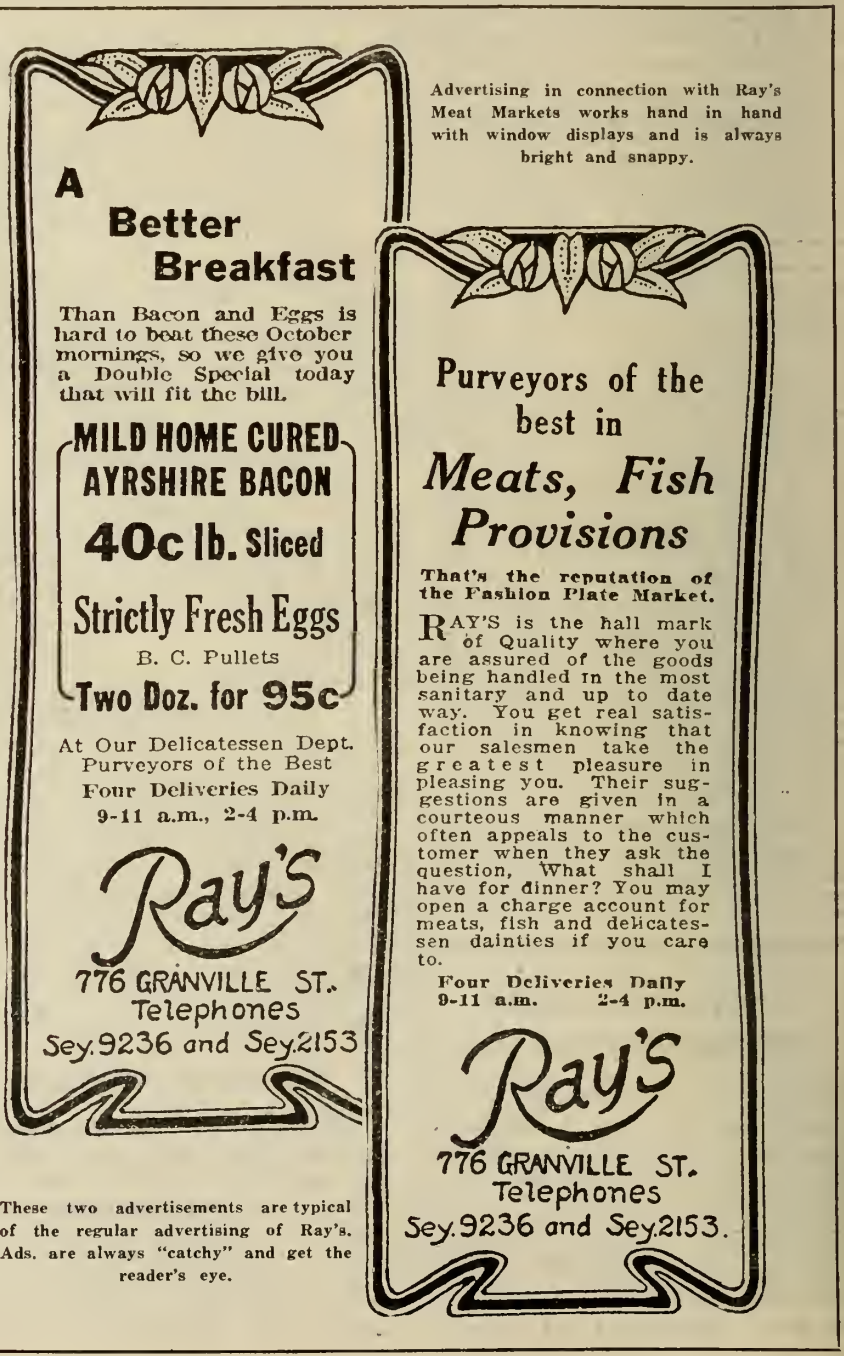
In Choice Location

The "Ray's Market" on Granville Street occupies a site in the most desirable part of Vancouver's best retail street. Across from the big C. P. R. hotel, in the same block as Birk's jewelry store and high class drug, shoe, and other retail businesses, the stock might be considered too "high rent" for a butcher shop, and as a matter of fact, the district would be too high rent for an ordinary shop, but the fact that makes any position worth a high rent is the fact that a big business can be done there, and Ray's Market is such as to do a big business.

Last Word in Cleanliness

Wall, ceiling, floor and counters are white tile. The cases are all constructed form plate glass and nickled fixtures. Plate glass mirrors cover the walls. Tile and glass are used in the construction of the large display windows. Both windows, all show-cases and large refrigerators are piped and cooled from the store's own refrigerating plant. Flies do not exist in this market.

Each night every item of stock is removed from hall windows, and show cases are placed in refrigerators, and the mirrors, tiles, cases, plate glass and floors are washed and polished. From the appearance of the store the customer instinctively knows that spotless cleanliness is the inflexible rule in every department.


A
Better
Breakfast
Than Bacon and Eggs is hard to beat these October mornings, so we give you a Double Special today that will fit the bill.
MILD HOME CURED
AYRSHIRE BACON
40c lb. Sliced
Strictly Fresh Eggs
B. C. Pullets
Two Doz. for 95c
At Our Delicatessen Dept.
Purveyors of the Best
Four Deliveries Daily
9-11 a.m., 2-4 p.m.
Ray's
776 GRANVILLE ST.
Telephones
Sey.9236 and Sey.2153
Advertising in connection with Ray's Meat Markets works hand in hand with window displays and is always bright and snappy.
Purveyors of the best in
Meats, Fish
Provisions
That's the reputation of the Fashion Plate Market.
RAY'S is the hall mark of Quality where you are assured of the goods being handled in the most sanitary and up to date way. You get real satisfaction in knowing that our salesmen take the greatest pleasure in pleasing you. Their suggestions are given in a courteous manner which often appeals to the customer when they ask the question, What shall I have for dinner? You may open a charge account for meats, fish and delicatessen dainties if you care to.
Four Deliveries Daily
9-11 a.m. 2-4 p.m.
Ray's
776 GRANVILLE ST.
Telephones
Sey.9236 and Sey.2153.
These two advertisements are typical of the regular advertising of Ray's. Ads. are always "catchy" and get the reader's eye.

The "Fashion Plate" meat market on Granville Street, Vancouver, occupies a site in the most desirable part of Vancouver's best retail street.

Fifty Kinds of Cooked Meats

In the Ray's Market there are displayed each day over fifty varieties of cooked meats, all cooked on the premises under the manager's supervision. All meats are displayed on shallow enamelled steel trays. The various cured bacons, hams, etc., are sliced on the machines and neatly displayed on inverted trays.

It will be noticed from the picture that there are five computing scales, and five cash registers. The glass on the top of the cases has been especially cut to permit the scale being set in close.

Such a store and such an organization is naturally a process of evolution, but many points can be gained from this store, that would be invaluable to any retailer operating a meat and fish market. In studying the process of these markets, it is important to give credit to the wisdom of the manager in choosing men to co-operate with him who can bring experience and ability to the organization.

Snappy Advertising

Mr. Sinclair, who prepares the daily advertising and price cards, had many years' experience with the Davies markets in Toronto. His newspaper copy is typical at all times. For instance. One day a lady bought two roast chickens to take to Alaska for a birthday party. She wrote to say that they were in perfect condition when she got there, and were much enjoyed. The newspaper copy of the following day read, "Ray's Roast Chickens At Alaska Birthday Party." A few days ago a lady bought some roast chicken to take to Victoria. "Ray's Roast Chickens at Victoria" was the next day's caption. In fact, when the "Canadian Grocer" photographer was taking the photo of the window he had great difficulty in keeping the public out of the way, and remarked as much. A couple of days ago, therefore, the newspaper copy discussed taking photographs and made capital out of the fact that "the custom was so great at Ray's Market that it was almost impossible to take a picture." And so on.

Ray Eslinger has built up a chain of markets that can give good service. They have good meats and fish. They are kept in the most modern ways that science can devise. They are exposed for sale in the most attractive manner that experienced meat salesmen can arrange, And The Tremendous Power Of Advertising Is Called Into Service Every Day Of The Week To Tell The Public All About It.

Does this combination make for successful business?

Ray Eslinger says that the cash register answers "YEA."

Would Like to Manufacture "Oleo" in Canada

New York, Oct. 31. (Special to Canadian Grocer.)—If one or two enterprising Canadian municipalities will get together and persuade the powers that be at Ottawa to definitely sanction the manufacture of oleomargarine in Canada for a period somewhat longer than one year, these municipalities will have the pleasure of competing for the plants of two or three American oleo manufacturers. At least such was the information learned by a Canadian Grocer representative from the foreign salesmanager of one of the largest manufacturers of oleomargarine in the United States who had just returned from an extended trip through Canada. On this trip he followed closely most of the time upon the heels of two American oleo manufacturers, also bent upon developing a Canadian market for their product.

While these oleomargarine manufacturers have been unofficially told that it is the intention of the present government to extend the present regulations governing the manufacture and importation of oleomargarine, from year to year, indefinitely, this assurance, they claim, is not sufficient. Before even considering the establishment of a Canadian plant—a step which after surveying the possible and actual Canadian market, they acknowledge it is worthy of every consideration.

They declare they must be assured of non-interference on the part of the Canadian Government. An oleomargarine plant is expensive and the net profits on the sale of oleo are not so great that a manufacturer could hope to make a paying field for his activities in one or two years.

"The Temperature To-day" With List of Specials

During the cold days of the winter months, a merchant in Manitoba taking into consideration the fact that the majority of people are interested in the temperature, uses a thermometer to good advantage. He has a blackboard to which is attached a thermometer. Across the top of the board is painted the words, "The Temperature To-Day." The balance of the space is used to call attention to the store's specials.

Reduces Costs of Refrigeration

Special System of Cold Storage Installed in Store of Suddabys, Limited, Brantford, Ont., Means a Big Saving as Compared with Old Way of Buying Ice, According to Mr. Suddaby—Maintains An Even Temperature At All Times

From interview with Brantford Grocer by CANADIAN GROCER Representative.

"OUR ACCOUNT for ice used to average around $40 per month but since we have installed this special system of refrigeration this expense has been practically wiped out." Thus spoke Mr. Suddaby of Suddabys Limited, 95 Colborne Street, W., to a representative of Canadian Grocer recently. "Last spring," he continued, "we decided to have this system put in, and we have been more than gratified with the success of it so far. While the initial cost of installation is a fairly heavy one, the upkeep is a small expense, and the fact that we do not have to bother with an ice supply is certainly a real benefit."

A Minimum of Cost

Discussing the cost of operating this system, Mr. Suddaby drew attention to an account he had received, covering his cost for electricity for a period of 43 days. This bill included the cost of operating an electric range in his home over the store, as well as a bathroom heater, electric washing machine, the lighting of both the store and the flat upstairs. With the discount that is allowed, the account for the above stated time was slightly over nine dollars.

Suddabys Limited is an old established firm in Brantford. The business was started nearly half a century ago by the father of the boys who now constitute the company conducting the business. It is a grocery business and meat store combined. Their refrigerator, standing just to the left of the meat counter, is capable of accommodating large quantities of meats and produce. The amount of ice required to keep it at the proper degree of cold was a large one, and the increasing cost of the same, with the inability to secure adequate supplies at all times, led the firm to consider the adoption of other methods of refrigeration. This new cooling system that was decided upon has been attached to the refrigerator that has been in the store for years. "The past summer as you know was one of the hottest we ever had," remarked Mr. Suddaby, "and the great advantage of having this system in our store, is that in spite of the extreme heat, and the difficulty in such a temperature of keeping one's stock of fresh meats in perfect condition, we were able to maintain an even temperature of cold throughout the prolonged spell of severe heat. We do not freeze our meats but keep our refrigerator around 34 degrees practically all the time. We had no worry about goods spoiling over the week-end, and the maintenance of an even degree of cold kept stocks of perishables in perfect condition, for as long as we wished."

Suddabys Limited at the present time have not the glass enclosed counters, but intend installing the same at an early date. This counter will then be connected with the refrigerator and goods can be displayed to advantage, and at the same time kept fresh.

Heavy Sales of Meat

Sales of meats in this store are on a large scale. For years a reputation has been created for carrying only the best meats, and such continues to be the policy. "We have a high-class trade here, and we endeavor to carry only the best quality," Mr. Suddaby remarked. "We buy on the Toronto market as well as from farmers in our own locality. A feature of our meat business has always been our display at Christmas, of choice beeves, and also of poultry."

On one side of the store are arranged the meats, and on the other side are the groceries. One window is used for the showing of produce lines, and the other one is utilized to show groceries. Speaking of conducting the two businesses together as in this case, Mr. Suddaby finds that it is profitable to do so, for the reason that one helps to sell the other. "We have a large number of regular customers for meats who do not buy their groceries from us," Mr. Suddaby stated, "but I know at different times we have sold groceries because of our meat department. People have come here purposely to buy meat, and seeing some thing on the grocery side, or the suggestion of some specialty in groceries having been given to them, a purchase is made before leaving. We have secured regular customers for our grocery too in this way."

75 Picnic Hams in a Week

Asked about the display of goods, Mr. Suddaby stated that showing goods on the counter and in the window was particularly valuable in stimulating trade. For instance displays frequently attract the meat customers to the grocery side, and in this way sales are made. Recently Suddabys Limited sold seventy-five picnic hams in less than a week, and it was largely due to the important factor of display, that the number disposed of was so large. These hams were shown in the window, and not a few buyers were attracted in this way. To the telephone customers, the suggestion of a picnic ham was made. These hams averaged from six to eight pounds, and were worthy of recommendation. The fall is a good time, in Mr. Suddaby's opinion, to boost the turnover in hams. Frequently an effort is made to increase sales by making a special drive on a line like hams. At the time of the visit of the Canadian Grocer representative, Mr. Suddaby was again ordering a number of picnic hams, with the intention of endeavoring to repeat his recent success with the sale of them.

Saturday Sausage Sales

Sausage sales too, chiefly at the week-end, are fairly heavy. "We often sell more than one hundred pounds of sausages on a Saturday. We carry practically only one line and our customers are satisfied with them, and always want the particular kind that we stock."

Displaying Fruits

An original idea for the display of oranges, lemons and grapefruit, as well as certain lines of vegetables is used in the Suddaby store. It is in the nature of a rack, and stands against the wall. It is arranged in tiers or compartments, a compartment or tier being allotted to oranges, lemons, etc. These different sections are partially enclosed with plate glass, and this is the particular point about the fixture that Mr. Suddaby claims makes it valuable. Too often, there is a great deal of pilfering of oranges and apples in a grocery. Loss in handling these lines is encountered, and it is difficult sometimes to account for it. Mr. Suddaby says that his arrangement prevents pilfering.

VALUE OF HONEY AS FOOD NOW MORE RECOGNIZED

The great value of honey as a food and as a substitute for cane sugar is being more and more recognized by scientists as well as by the public generally. The almost universal craving for sweets of some kind shows a real need of the system in that direction. The excessive use of cane-sugar brings in its train a long list of ills, while honey, not requiring a change in form before assimilation, does not have this or any other harmful effect on the kidneys.

The upper half shows the windows of J. A. Hewson, St. Catharines Street, Montreal, while the lower half shows the interior arrangement.

Finds Selling Fish a Profitable Trade

Manager of J. A. Hewson's Grocery Store in Montreal States that He Sells 600 Pounds of Fish On An Average Every Week—"It is Profitable," He Says, "Because it Represents a Quick Turnover"

By Staff Correspondent Canadian Grocer

MONTREAL—"The fish business is the best game in the world, if it is properly handled," says J. Lancaster who is in charge of the fish and meat section of J. A. Hewson's grocery store 871 St. Catharine St. West Montreal. "Some may think it is distasteful to handle, but when you dig right into it and make it a business and don't merely dabble with it, it is more than interesting. It is profitable." When asked by a "Canadian Grocer" representative how much fish he sold in a week the answer was, 600 pounds, which is bought in orders of 300 pounds each, on Tuesdays and Fridays and there is no waste either.

A Good Turn-over

"The reason that it is profitable is that there is a quick turn-over in it. Before we order it, we know pretty well just where most of it is going to be sold. We have developed our regular customers and our object is to hold them. Then each week we look for a new customer and that means that our order is just that much bigger the next time, because we always want to have just a little more than our regular demand, so that we can develop new trade. And so week by week the demand grows, our money is only tied up two or three days and that is what pays the grocer, a quick turn-over. When he can get that he can be quite satisfied with a smaller margin of profit. For that reason we push fish and this is going to be a good fish year. Meat is high, at least some meats are and somehow we can't coax the public to buy the cheaper meats and it is a splendid opportunity to sell fish."

How To Push Fish

When asked by a "Canadian Grocer" representative how to properly push the sale of fish, Mr. Lancaster said "first get good fish, secondly talk fish to your customers and thirdly see that it is attractively wrapped and delivered in good order. There is nothing that will hurt the sale of fish so much as for a woman who is not a constant buyer of fish to open a parcel and find old newspaper stuck fast to the sides of the fish. When we sell haddock, we skin it before it is sent out. That is not a difficult task although it is tricky and has to be practised. We sell the fish first and then skin it before it is sent out."

Telling People How To Cook Fish

"Canadian Grocer" representative asked Mr. Lancaster what was the best sales talk for fish that the dealer could give his customers. He replied, "tell them how to cook it. Half of the women, more than half, don't know how to cook fish properly and then they wonder why they don't like fish. They take the piece of fish they buy and throw it into

Continued on page 142

Selling Corn on the Cob at Christmas

Joseph Armand, Montreal, Has Novel Arrangement for Refrigeration in His Store — Has One Compartment for the Display of Meats and Produce and Another for Storage Purposes—Is Keeping Green Corn on the Cob

By Staff Correspondent Canadian Grocer

MONTREAL—Joseph Armand, has at 1385 Papineau Ave., Montreal, a butcher shop which is both novel in its design and attractive in its appearance. The store is not large but it is so well laid out that every inch of space is adapted to practical use and with a view to keeping it in the most sanitary condition. Mr. Armand, himself, designed the store which has a number of unusual features.

A Sloping Floor

The floor, which is of cement smoothly finished off, at all points slopes towards the centre of the store so that the hose may be turned on any part of the store, walls, windows, meat tables or refrigerator and the water will run quickly towards the centre of the store and down to the sewer carrying with it the dust and dirt from the floor of the store. Mr. Armand pointed out to Canadian Grocer representative that not only does this enable him to keep his store perfectly clean but in the summer he can run water on to the floor frequently every day and so help to keep the temperature down.

Peculiar Wainscotting

The floor slopes up to the walls to a height of about twelve inches all around the store so that there are no edges or corners where dust may collect or the water that is thrown on the floor or walls may collect. The walls are all enamelled white and so resist the water that is used to wash them. The window-floor is of galvanized iron, also enamelled white and this slopes towards the front of the window and is drained to the floor.

Few Fixtures In Store

Although there are few fixtures in the store it lends an inviting appearance that not only attracts but gives the public confidence in the merchant and in the stock that is carried there. Everything looks spotlessly clean. One butcher's table stands in front of the ice box, or rather the iceless refrigerator which has a glass front. The arrangement of the meat inside the refrigerator and the electric lights inside make a striking display and one entering the store is hardly conscious of the fact that there are very few fixtures there.

Two Compartments

The refrigerator is divided into two compartments. One where the display is kept and the meat for the immediate requirements, and the other which is used for storage purposes. This compartment is kept at a lower temperature and is rarely entered. Here Mr. Armand is keeping green corn on the cob so that Christmas week he can offer fresh corn on the cob to his customers. Not only is this an attractive feature but a paying one also.

This store illustrates novel ideas in the way of displays—it is constructed along absolutely sanitary lines.

Uses No Ice

This refrigerator uses no ice and is cooled by an ammonia refrigerating plant, one so compact and simple that it takes up very little space in a corner of the back shop and has only been out of commission once in three years and then only for half a day when a bearing burnt out. While, he claims, it can generate a freezing temperature below zero he only operates it to keep it at cooling temperature which is better as long as it is steady. Mr. Armand says that it is the sudden change in temperature that deteriorates stock in a refrigerator and that it is bad to take a piece of meat out of a very low temperature into a warm store.

Economical to Use

In speaking to Canadian Grocer representative about the use of the plant Mr. Armand said."This plant has more than paid for itself directly. Ice was expensive this year and not only that it was hard to get. Other butchers were paying as high as one hundred dollars a month for ice whilt I used my own plant and the most expensive month I have had yet was in August,when it cost me $14.75. The average for the year runs about nine dollars a month. Apart from that it has saved me much trouble, made my store more attractive and won trade for me. Now I am negotiating with a grocer next to my store to serve his refrigerator from my plant at so much a month and while it will not tax my plant any more it will cut down the bill for me. I wouldn't have a butcher ship and be without one."

SELLING FISH A PROFITABIE GAME

Continued from page 141

the frying pan of sizzling grease. They don't get the flavor of the fish at all. It's the old bacon fat or beef dripping. Some don't even know that there are other ways of cooking fish besides on the top of the stove. If you tell them some of these little things they'll take more care the next time, and then like the fish better and consequently buy more and oftener. For instance, when I am selling a piece of fish, I often say to the lady, 'Did you ever try cooking this kind of fish in bread crumbs or better still, in bread crumbs moistened with a beaten egg? It makes a very tasty piece of fish?' The women thank you for these tips and it always means bigger sales."

Does Fish Pay?

When asked if fish paid the grocer Mr. Lancaster looked with surprise, amused at being asked such a foolish question. "Why," he said, "of course, we make it pay. We make everything pay. We can't carry on a business for the good of our health. If fish means a little more work than other lines, and I'm not saying that is does, why just make it pay a little more profit for the time it takes. That is the way one should calculate the price on all lines.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, November 2.—The produce market shows many changes this week. Hogs are lower in price with bacon and lard following the lower hog market. Beef is weak with a new low level reached and a wide margin in prices on hind and front cuts. The cheese market is also lower with a weaker outlook on account of a lack of export demand. Butter is stronger with a good demand and in some cases an advance in price. Eggs too are stronger with a likelihood of advance. Cooked and barrelled meats are unchanged. The fish market shows an improved demand with some changes in prices. There is a better demand for poultry but the market is weak.

SOME HIGHER PRICES FOR BUTTER

Montreal

BUTTER—The butter market has more strength, some advance in price. Some brands of creamery butter are advanced 1c lb. to a price of 41c for solid and 42c for prints. This advance is not general, however, and some butter is still quoted at 41c for prints. The market is strong and a general advance may be expected in the near future.

BUTTER—

Solids, creamery	0 40	0 41
Prints, creamery	0 41	0 42

WEAKNESS IN CHEESE

Montreal.

CHEESE—The cheese market shows further weakness with reductions on wholesale prices. These reductions generally come on old cheese which is following the downward tendency of the new market. Old white cheese is now quoted at 28c per lb. The weakness of the cheese market is due to a lack of demand for export.

Large, per lb.		0 21
Twins, per lb.		0 20
Old white		0 30
Triplets, per lb.		0 22
Fancy old cheese, per lb.	0 30	0 33
Stilton, per lb.		0 35
Quebec	0 20	0 21

COOKED MEATS UNCHANGED

Montreal.

COOKED MEATS—There is no change in quotations on cooked meats. The market is steady with a smaller demand due to the cooler weather.

Jellied pork tongues		0 35
Jellied pressed beef, lb.		0 37
Hams, cooked	0 52	0 55
Pork pies (doz.)		
Sausage, pure pork		0 20
Ox tongue, tins		0 65
Mince meat, lb.		0 15½
Head cheese, 6-lb. tins, per lb.		0 10

STRONGER EGG MARKET

Montreal

EGGS—The egg market shows very firm tendencies on account of continuing improvement in the demand both for local and export trade. The domestic market shows a tendency towards higher prices since the production shows a decrease and the demand both for strictly fresh eggs and storage eggs is good. While the market shows this strength there is no actual change in quotations this week.

Fresh selects		0 50
Do., No. 1		0 43
Strictly new laid	0 62	0 65

LARD MARKET WEAK

Montreal

LARD—An easy feeling prevails in the lard market in sympathy with the declining market for live hogs. The absence of any important demand from outside, influences the market towards an easier price. Quotations locally remain unchanged.

Tierces, 60 lbs.	0 16	0 17
Pails, 20 lbs.	0 17	0 18
Tubs, 20 lbs.	0 16½	0 17½
Bricks	0 18	0 20½

BEEF AND PORK LOWER

Montreal.

FRESH MEATS—A weak feeling prevails in the market for selected live hogs with a decline of from 50c to $1 per hundred, making the price range from $8.50 to $9.00 for selected, weighed off cars. With the decline shown in this market, smaller offerings result and a reaction may occur with stronger tendencies. The demand for live hogs at this time is for immediate requirement and on account of this the reaction may occur quickly. There is no change in the price of fresh pork. The beef market shows much weaker tendencies with prices on fresh cuts of beef declining. Carcass lots are selling at from 6c to 9c for cows and 7c to 11c for steers. This is the lowest point the beef market has reached for some time. It is hardly expected that there will be a reaction for a stronger market for some time since the demand is not large and there is little or no export demand.

FRESH MEATS—

Hogs, live (selected off cars)	9 50	10 00
Abattoir killed, 65-90 lbs.	0 17	0 18
Fresh Pork—		
Legs of pork (foot on)	0 24	0 26
Loins (trimmed)	0 28	0 31
Trimmed shoulders		0 19
Untrimmed		0 17
Pork sausage (pure)		0 20

Fresh Beef—

	(Cows)		(Steers)	
Hind quarters	0 10	0 13	0 10	0 15
Front quarters	0 05	0 07	0 05	0 08
Loins	0 15	0 23	0 28	0 30
Chucks	0 07	0 08	0 08	0 09

BARREL MEATS UNCHANGED

Montreal

BARRELLED MEATS—The prices on barrelled meats are unchanged. The market is steady with a fair demand.

Family back, bbl.	40 00
Clear fat pork	30 00
Heavy mess pork (bbl)	30 00
Plate beef	22 00

LOWER PRICES ON BACON

Montreal.

SMOKED MEATS—The feature of smoked meats is a decline in the price of bacon which is attributed to the weaker export market and the lower prices on live hogs. With the lower prices there is an improved demand for local trade and good breakfast grades are now selling from 28c to 30c per lb. The trade in hams is quiet and prices hold steady with no changes.

BACON—

Breakfast, best	0 30	0 43
Smoked breakfast	0 35	0 42
Cottage rolls		0 32
Picnic hams		0 22
Wiltshire	0 32	0 35

MEDIUM SMOKED HAMS—

Weight, 8-14, long cut	0 30	0 34
Do., 14-20	0 28	0 32
Do., 20-25	0 26	0 28
Do., 25-35		0 26
Over 35 lbs.		0 24

BETTER DEMAND FOR POULTRY

Montreal.

POULTRY—There is no important change in the market for dressed poultry; prices ruling fairly steady after the weakness that has occurred in that market. The increased demand in prospect of the holiday season has strengthened this market. Supplies offered are ample to meet all requirements and the offerings of live poultry are fairly large.

POULTRY—

Dressed turkeys	0 33	0 38
Geese	0 20	0 22
Ducks	0 23	0 25
Chickens	0 20	0 27
Fowl	0 17	0 24
Roosters	0 16	0 18
Live Turkeys	0 25	0 32
Live chickens	0 17	0 23

HADDOCK HIGHER

FISH—Fresh halibut is arriving in good supplies with prices steady. Haddock is plentiful and shows a slightly higher price at 7½c. The season for fresh dory and pike is over and only frozen stock is now listed. There is a good demand for oysters and prices are steady

FRESH

Market Cod, fresh	0 06
Steak Cod	0 09
Gaspe Salmon	0 22
Dressed B. C. Salmon	0 25
White fish	0 18
Haddock	0 07½
Halibut, fresh	0 26
Trout, lake	0 18
Chicken halibut	0 16
Sword fish	0 20
Flounders	0 10
Dressed Pike	0 12
Mackerel	0 18

FROZEN

Halibut	0 22
Chicken halibut	0 16
Market cod	0 05½
Steak cod	0 08
Doree	0 15
Qualla salmon	0 11
Dressed B. C. Salmon	0 23

OYSTERS

Shell oysters, bbl.	10 00	15 00
Standard—Per No. 1 can		2 60
Do., No. 3 can		7 60
Do., No. 5		12 25
Jars—1 doz.		5 00

ONTARIO MARKETS

TORONTO, November 2.—The markets show little change in quotations as compared with a week ago. The hog market holds steady, packers being unsuccessful in reducing prices owing to the light offerings. In dressed meats there is practically no change but smoked hams and bacon show a slight reduction. Lard and shortening continue in an easy position with a shade reduction on lard in some quarters. A strong egg market prevails with a pronounced shortage of new laids. Butter is steady and unchanged, while cheese quotations are a shade lower. Oysters are inclined to be easy with quotations on glass jars slightly lower. Fresh fall salmon is off the list. Whitefish is also nearly finished for this season but fresh trout is plentiful. On account of the demand for the Thanksgiving trade, turkeys are inclined to be firmer; other lines of poultry, however, continue with an easy tone.

BUTTER PRICES STEADY

Toronto.

BUTTER—The market is holding fairly steady with prices unchanged. Stocks of creamery butter in Canada on Oct. 1 show a decrease as compared with the same date a year ago, which to a certain extent, is causing a more confident feeling in the market. Another factor is the fact that United States stocks are much below that of last year and considerable export business has already transpired with that country. According to a statement of the Dominion Bureau of Statistics, stocks of butter for all Canada on Oct. 1 were as follows: creamery 22,832,589 lbs. as compared with 25,333,144 lbs. same date a year ago. Dairy 800,234 lbs. against 1,120,760 lbs. same date last year.

BUTTER—		
Creamery prints	0 38	0 42

CHEESE STOCKS LARGER

Toronto.

CHEESE—The cheese market is holding fairly steady, although in some quarters a reduction is noted in quotations. Stocks of cheese for the whole of Canada are somewhat larger than they were a year ago. On Oct. 1, stocks were 23,818,422 against 20,010,740 a year ago or an increase of 19.02 per cent.

CHEESE—		
Large, new	0 19	0 21
Do., June	0 25	0 26
Stilton, new		0 25

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

COOKED MEATS UNCHANGED

Toronto.

COOKED MEATS—This market is unchanged as compared with a week ago. The demand is quiet.

COOKED MEATS—		
Boiled hams, lb.	0 43	0 46
Do., square pressed	0 47	0 48
Boiled shoulders, lb.	....	0 35
Head cheese, 6s, lb.	....	0 10
Choice jellied ox tongue, lb.	....	0 65
Jellied pork tongue	....	0 38
Bologna	0 14	0 18
Macaroni and cheese loaf, lb.	....	0 23

Above prices subject to daily fluctuations of the market.

NO CHANGE IN SHORTENING

Toronto.

SHORTENING—The market is fairly easy but no change in quotations is noted during the week.

SHORTENING—		
1-lb. prints	0 16	0 16½
Tierces, 400 lbs.		0 15½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

STRONG EGG MARKET

Toronto.

EGGS—According to a statement of the Dominion Bureau of Statistics, holdings of eggs have declined 18.09 per cent for cold storage and for other than those in cold storage 56.25 per cent less than last year on Oct. 1. The local situation continues firm although there has been no change in quotations. New laids are practically off the market as far as dealers are concerned but a few small lots are arriving on the farmers' market which are bringing from 90c to 95c per doz.

EGGS—		
Selects	0 51	0 55
No. 1	0 46	0 47

LARD HAS EASY TONE

Toronto

LARD—The easy tone still prevails in the market for lard. In some quarters quotations are reduced one cent per pound but in others, prices are unchanged as compared with last week. One pound prints are quoted 18½c to 20c and on the tierce basis 16½c per lb.

LARD—		
1-lb prints	0 18½	0 20
Tierces, 400 lbs.		0 16½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

TURKEYS SLIGHTLY FIRMER

Toronto

POULTRY—Turkeys in anticipation for the demand for the Thanksgiving trade have a shade firmer tone with price advanced about five cents per pound. Generally speaking, however, the poultry market continues to have an easy tone with heavy receipts on all lines.

Prices paid by dealers—	Live.	Dressed.
Turkeys	0 35	0 45
Chickens, spring	0 22	0 25
Roosters	0 12	0 15
Fowl over 5 lbs.	0 20	0 23
Fowl, 4 to 5 lbs.	0 15	0 20
Fowl, under 4 lbs.	0 10	0 16
Guinea hens, pair	1 25	1 50
Geese	....	0 23
Ducks, 4 lb. and over	0 20	0 28
Prices quoted to retail trade:	Dressed:	
Turkeys	0 45	0 55
Ducklings	0 25	0 35
Hens, heavy	....	0 30
Geese	....	0 32

MARGARINE STEADY

Toronto

MARGARINE—The market is quiet with prices remaining as last week.

MARGARINE—		
Margarine, No. 1	....	0 23
Do., No. 2	....	0 20

HOG MARKET STEADY

Toronto.

FRESH MEATS—Hog receipts during the week were light and packers were unable to put into effect the lower prices that they anticipated. Prices held fairly steady on the basis of $9.00 fed and watered. There was practically no change in cattle prices. Dressed meats also show no change.

FRESH MEAT—		
Dressed, light per cwt.	14 00	16 00
Do., heavy, per cwt.	10 00	12 00
Live, off cars, per cwt.	....	9 25
Live, fed and watered, cwt.	....	9 00
Live, f.o.b. per cwt.	....	8 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 20
Fresh hams, lb.	....	0 22
Tenderloins, lb.	....	0 48
Picnics, lb.	....	0 12½
Montreal shoulders, lb.	....	0 16
Boston butts, lb.	....	0 17
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 13	0 16
Front quarters, lb.	0 05	0 08
Ribs, lb.	0 14	0 20
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 20	0 23
Hips, lb.	0 10	0 12

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 14
Spring lamb, lb.	0 16	0 18
Yearling lamb, lb.	0 08	0 10
Sheep, whole, lb.	0 05	0 07

Above prices subject to daily fluctuations of the market.

SMOKED HAMS LOWER

Toronto

PROVISIONS—Another reduction is announced on smoked hams and bacon. Quotations are down one to two cents per pound. Small and medium smoked hams are quoted at 28c to 39c per lb. while back bacon is bringing 44c per lb. Breakfast bacon is quoted lower at 25c to 32c per lb. Dry salt and barrel meats are unchanged.

Hams—		
Small, 6 to 12 lbs.	0 28	0 30
Medium, 12 to 20 lbs.	0 28	0 30
Large, 20 to 35 lbs., ea. lb.	0 20	0 24
Heavy, 35 lbs. and upwards	....	0 18
Backs—		
Boneless, per lb.	0 44	0 45
Rolled, per lb.	....	0 49
Peameal	0 38	0 41
Bacon—		
Breakfast, ordinary, per lb.	0 25	0 32
Do., special trim	....	0 36
Cottage rolls	....	0 25½
Roll, per lb.	....	0 21
Wiltshire (smoked boneless) lb.	....	0 26½
Do., three-quarter cut	....	0 30½
Do., middle	....	0 32½
Dry Salt Meats—		
Long clear bacon, av. 50—		
70 lbs.	....	0 19½
Do., av. 80-90 lbs	....	0 16½
Clear bellies, 15-30 lbs.	0 18½	0 21½
Fat backs, 10-12 lbs.	0 13½	0 15½

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—		
Mess pork	....	31 00
Short cut backs, 200 lbs.	....	38 50
Picked rolls, bbl., 200 lbs.—		
Lightweight	....	39 00
Heavy	....	33 00

Above prices subject to daily fluctuations of the market.

Continued on page 146

Don't Overlook This Season's Special---

Headcheese!

QUALITY in Headcheese should be your first consideration now that the season is on when a good brand of Headcheese sells well. You can always be assured of a uniform grade in Davies' Headcheese with a standard of quality that is always kept up to the mark.

Quality in Headcheese is the one thing the housewife demands. She will go to the store that sells that "Quality" brand. Be sure of this trade by featuring prominently

Davies' Headcheese

Made under Government supervision in the white-tiled kitchens of the Wm. Davies Co., Limited, at Toronto and Montreal.

Write us for prices—or ask our salesman for particulars

In Convenient Packages
One-Pound Moulds
Six-Pound Tins
20-lb. Pails

WINNIPEG MARKETS

WINNIPEG, November 2.—Business in the produce, provision and fish markets is reported quiet. The butter market has a firmer tone and prices advanced slightly. In cheese, the situation is somewhat the reverse and buying is light in this line. Storage supplies of eggs are becoming low and no fresh eggs are arriving. Cooked meats have declined owing to a falling off in the demand and also in sympathy with the weakness in the hog market. Smoked meats have declined and the demand for bacon is increasing. The hog market shows no change. The fish market is unchanged under an improved demand.

BUTTER FIRMER

BUTTER—The butter market has a firmer tone with best creamery advanced 2c. per lb. making the price to the retail trade 42c.

BUTTER—

Creamery, best table grade		0 42
Dairy, best table grade		
Margarine	0 21	0 25

CHEESE UNCHANGED

Winnipeg.

CHEESE—There is no change in the cheese situation. Quotations are unchanged. Large Ontario cheese is quoted at 10¾c per lb. The demand is light.

CHEESE—

Stilton cheese, large, lb.	0 23
Ont., large, lb.	0 19¾
Ont., twins, lb.	0 20
Ont., triplets, lb.	0 20½

EGG STOCKS LIGHT

Winnipeg

EGGS—Storage stocks of eggs are becoming low. Very few fresh eggs are arriving from the country and the demand is good. New laid eggs in cartons are quoted at 53c with No. 1 candled eggs at 43c per doz.

POULTRY—

D. P. chickens, 3½ lbs. and under	0 32
Do., 3½ lbs. and over	0 34
D. P. fowl, 3½ lbs. and under	0 24
Do., 3 lbs. and over	0 26
No. 1 broilers	0 36
Turkeys, per lb.	0 48

FISH PRICES UNCHANGED

Winnipeg.

FISH—There is no change in fish prices, but the demand shows an improvement. Oysters in the shell are quoted at $28.00 per barrel. Fresh halibut is practically off the market and frozen halibut is arriving. Fresh Lake Superior trout is very scarce. Frozen smelts are in good demand at 18c per lb.

Black cod, lb.	
Brills, lb.	0 09
Herrings, Lake Superior, 100 lbs., sacks, new stock	3 50
Halibut, chicken, cases 300 lbs.	0 13½
Do., broken cases	0 14
Salmon—	
Cohoe, full boxes, 300 lbs.	0 17
Do., in broken cases	0 18
Soles	0 09
Whitefish	0 12½
Do., broken cases	0 13
Do., Western, 20-lb. boxes, box	2 10
Bloaters, Eastern National, case	3 50
Haddies, 30-lh. cases	0 12
Do., in 15-lb. cases, lb.	0 12½
Kippers, East., Nat., 20 count, per count	3 75
Fillets, 15-lb. boxes, lb.	0 17

SALT FISH

Steak Cod, 2s, Seelys, lb.	
pails, per pail	1 00
Do., mixed, 9 lb. pails, per pail	0 95

COOKED MEATS LOWER

Winnipeg.

COOKED MEATS—All lines of cooked meats are reduced 3c to 7c. per lb. Best quality roast and cooked ham is quoted at 46c to 48c per pound. Jellied ox tongues have declined 2c now selling at 53c per lb. The demand at the present time for cooked meats is light.

COOKED MEATS—

Best quality, skinned, 8-14 lbs.	0 46
Do., 13-16 lbs.	0 46
Roast ham, lb.	0 48
Roast shoulders, lb.	0 31
Head cheese, 6-lb. tins, lb.	0 14
Pork tongues	0 38
Jellied ox tongues, lb.	0 53
Luncheon cooked meats, lb.	0 16

HOG MARKET UNCHANGED

Winnipeg.

FRESH MEATS—There is very little change in the hog situation. Few hogs are arriving on the market and selected live are quoted at $10.50. Although heavy offerings have arrived on the cattle market, trading has lacked activity Butcher heifers were in quiet demand and best quality sold at $3.75 to $4.00 and the remainder of good kind were quoted at $2.50 to $3.50. Good quality veal calves are ranging from $5.00 to $5.50. Good quality lambs are quoted $7.50 to $8.00 with the fair kind from $5.00 to $7.00. There is a steady demand for mutton sheep and are quoted from $4.00 to $4.50.

HOGS—

Selected, live, cwt.	10 50	
Heavier	5 50	8 50
Light	10 00	10 50
Sows	5 50	6 50
Fresh Pork—		
Legs of pork, up to 35 lbs., lb	0 22	0 29
Spare ribs		0 16
Loins of pork, lb.	0 27	0 30
Fresh hams, lb.	0 24	0 30
Shoulders	0 18	0 20
Fresh beef—from steers and heifers—		
Hind quarters, lb.	0 10	0 16
Front quarters, lb.	0 05½	0 07½
Whole carcass, good grade, lb	0 07½	0 12
Mutton—		
Choice, lb.		0 18
Choice long hinds (leg and loin)		0 30
Choice Stews		0 07½
Lambs—		
Choice, 30-45 lbs.		0 21
Veal'		
Good veal, 40 to 80 lbs., hind quarters		0 27

EASY POULTRY MARKET

Winnipeg.

POULTRY—The market continues to maintain an easy tone. Heavy supplies are arriving and are meeting with a good demand. Young turkeys from 6 to 16 lbs. are arriving in larger quantities and are quoted at 48c.

SMOKED MEATS EASIER

Winnipeg.

PROVISIONS—Smoked hams have an easier tone and quotations have declined from 2c to 4c per lb. The demand has fallen off slightly for hams and best quality is quoted at 40c to 41c per lb. Bacon is in good demand with prices reduced. Best quality back bacon is quoted at 47c and cottage rolls are now 24c.

Hams—	
8 to 16 lbs., per lb.	0 40
16 to 20 lbs., per lb.	0 40
Boneless, 8-14 lbs., per lb.	0 36
Skinned, 14-18 lbs., per lb.	0 40
Skinned, 18 to 22 lbs., per lb.	0 40
Bacon, 6 to 10 lbs., lb.	0 47
Cottage rolls, boneless	0 24
Bellies, 6 to 10 lbs., per lb.	0 30

LARD PRICES REDUCED

Winnipeg

LARD—The lard and shortening market continues in an easy position with quotations down 2c per lb. Lard in tierces of 400 pounds is quoted at 15c per lb. with shortening at 14c.

Pure lards, No. 1 quality, per lb. (in tierces 400 lbs.)	0 15
Do., wooden pails, 20-lb. pails	3 40
pails), per pail	3 20
Shortening, tierces of 400 lbs.	0 14

ONTARIO MARKETS

(Continued from page 144)

WHITE FISH SCARCE

Toronto

FISH—Fresh fall salmon is finished for this season. Fresh whitefish is also becoming scarce as the season is drawing to a close, fresh trout on the other hand is plentiful at 10½c to 11½c per lb. Oysters in glass jars are reduced 25c per doz. making the present price $5.00 per doz. Frozen halibut, medium, is down one cent bringing the price to 21c and 22c per lb. Holland herrings in kegs are due to arrive this coming week. Shrimps are selling freely at $2.50 per gal.

FRESH SEA AND LAKE FISH

Cod steak, lb.	0 10	0 11
Do., market, lb.		0 09
Halibut, chicken	0 16	0 17
Do., medium	0 21	0 22
Whitefish, Georgian Bay	0 17	0 18
Fresh Herring	0 08	0 09
Flounders, lb.	0 09	0 10
Fresh trout, lb.	0 10½	0 11½
Hadock	0 09	0 10
Spring Salmon	0 24	0 25
Fall salmon	0 12	0 13
Cohoe salmon	0 19	0 20
Mackerel	0 12	0 13
Yellow pickerel, lb.		0 17
Oysters, No. 1 tins		3 25
Do., No. 3 tins		9 25
Do., No. 5 tins		15 00
Do., glass jars, doz.		5 00
Do., shell, per bbl.		18 00

FROZEN FISH

Halibut, medium	0 21	0 22
Do., chicken	0 16	0 17
Do., Qualla	0 13	0 14
Flounders	0 09	0 10
Pike round	0 06	0 07
Do., headless and dressed		0 08
Salmon, Cohoe		
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11

SMOKED FISH

Haddies, lb	0 10	0 12
Fillets, lb.		0 17
Kippers, box	2 25	2 75
Bloaters		2 00
Ciscoes, lb.		0 18
Salmon snack, lb.		0 24
Digby chicks, 5 to bundle		1 00
Boneless Digbys, 10 lb. box		1 50
Shred cod, box 24 cart.		2 20
Cod, 1 lb. tablet, box 24s.		3 20
Quail on toast, lb.		0 14

Colman's and Keen's

WE BEG to advise our friends that Messrs. Magor Son & Co. Ltd., have relinquished the agency for Colman's and Keen's manufactures and a Company has been formed under the name of Colman-Keen (Canada) Limited, to carry on the business.

ARRANGEMENTS have been made to use the selling organization of Reckitts (Over Sea) Limited, Toronto whose representatives will in future solicit orders for our manufactures.

DELIVERY of goods will be effected from convenient centres and we hope to be favored with the continuation of your support.

Colman-Keen (Canada) Limited

520 King St. West, Toronto, Ontario

The Problems of Export

TIME is required to investigate thoroughly the possibilities of a foreign market before actual export is commenced.

A FAVORABLE opening to increase your sales may be lost through lack of preparation.

OUR Foreign Department, at Head Office, can supply much information, either for a general survey of opportunities abroad or a more detailed study of a particular field.

THE CANADIAN BANK OF COMMERCE

Head Office, Toronto

Paid-Up Capital $15,000,000 **Reserve Fund $15,000,000**

"Thousands of Customers"

Thousands of people sampled Gunns Maple Leaf Brand Pork Sausages at the Canadian National Exhibition. The many favorable comments indicate that these thousands will be customers for this new line.

Maple Leaf Pork Sausages will keep indefinitely in the tin and can be served either hot or cold. They appeal strongly to the housewife because they can be kept on hand to meet any emergency call that may arise. The convenience of the tin and the delicious flavor of this sausage will make the Maple Leaf Brand a quick, easy seller, bringing you quick, easy profits.

Place your order now

Phone Junc. 3400

"Gunns yellow and blue Is a guide for you."

Gunns LIMITED

West Toronto

HEINZ OVEN BAKED BEANS

Require but little selling effort to keep them moving, outbound, over your counter. Proper displaying is all that is needed. That is what makes them so profitable for you to handle.

Along with the other 57 Varieties, Heinz Oven Baked Beans are so well and favorably known that people buy them without hesitancy, feeling sure of their goodness.

H. J. HEINZ COMPANY

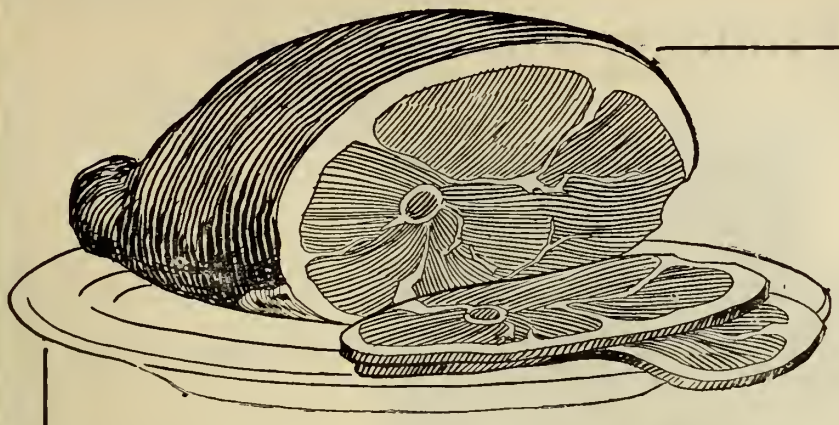
HAMS

Star Brand Hams have been on the market for Sixty years and are unrivalled in quality. These are now selling at very moderate prices. Let us send you on quotations. We know that we will have your order and that they will please your customers.

F. W. Fearman Co.

LIMITED

Hamilton, Ontario

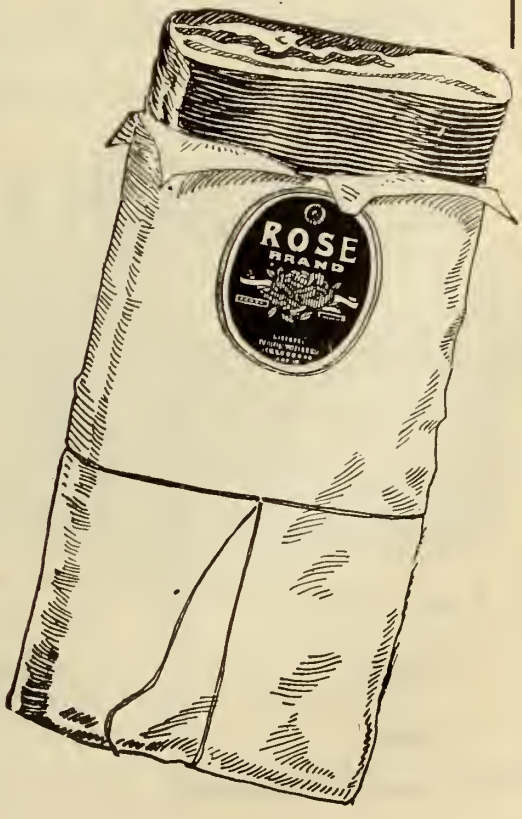


Choice Products of a Great Institution

ROSE BRAND

When Stores had No Street Numbers

Before street-numbers came into being, a merchant was known by the sign under which he traded. And even to-day, though there is a number over your door, people are apt to identify your store by a sign—because signs are so easily remembered. Wherever meats and farm produce are sold, the sign of the Rose is recognized as the means of distinguishing a high-quality product. Surely it is to your advantage to identify your store with a name so high in repute as Rose Brand—the name that has stood for many years as an assurance of the very highest quality and value.



CANADIAN PACKING CO., LIMITED

Toronto - Ontario

Packing Houses	Branches
Brantford	Fort William
Toronto	Sudbury
Peterboro	Sydney, N.S.
Montreal	Charlottetown, P.E.I.
Hull	Winnipeg, Man.

Schneider's Meat Products are Different . . . . . .

Crisp, chilly mornings mean ready sausage sales —you can greatly increase that demand with

SCHNEIDER'S COUNTRY PORK SAUSAGES

Made from Pure Pork Meat only

Sixteen Tasty Varieties— Each One a Real Treat !

Schneider's Country Pork Sausages possess an unusally fine flavor that is really different from the ordinary kind. They're made from pure pork meat only, and delicately seasoned in the incomparable "Schneider" way that has made each of the sixteen tempting varieties a real achievement in the art of sausage making.

At this season of the year, when the wind is chilly and the frost is in the air, you will find a good sale for ordinary sausages---but if you want to increase this demand and swell your profits you will find Schneider's "sausages extra-ordinary," will do it for you in a marked manner.

----that's why they're such popular sellers

Schneider Fall and Winter Favorites that make and hold customers

All Schneider lines are real trade winners—the kind that you can offer your most exacting customers with pride. If you have never before experienced the satisfaction and big extra profits in selling these different meats it will pay you to send in for a trial order.

Below we give you a list of a few of the fast selling Schneider Fall and Winter lines.

Schneider's Guaranteed Bacon and Hams—deliciously flavored, cured to perfection and **really smoked.**

Schneider's Square Pressed and Round Boiled Hams, Schneider's Cottage Rolls, Jellied Corn Beef, Baked Meat Loaf, etc., etc.

Write for our complete list with price list—it will certainly please you.

Special attention to mail orders

J. M. SCHNEIDER & SONS Limited

KITCHENER, ONTARIO

Headquarters for GELATINE

THIN LEAF
IN
POUND PACKAGES

SHEET IN BULK

GROUND
ALL GRADES FOR
ALL PURPOSES

ALSO
THAT POPULAR
RETAIL PACKAGE

WHICH MAKES

TWO QUARTS
OF PURE
SPARKLING JELLY

CANNON CANADIAN CO., LTD.

361 Sorauren Ave.
Toronto, Ont.

81 Grey Nun
Montreal, Que.

Don't be a Janitor of an Institution for Helpless Merchandise

We've all made mistakes. To avoid repeating them is the policy of the successful man.

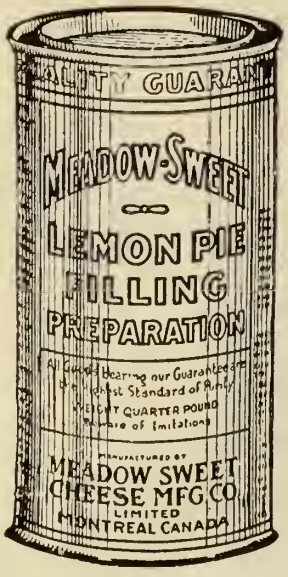
The successful grocer knows that the difference between advertised and unadvertised goods is the difference between the athlete and the cripple.

The uninterrupted and year 'round advertising campaigns, selling the consumer Postum, Grape-Nuts and Post Toasties, is the reason why these three products are the leaders in their line.

Absolute turnover, no loitering on your shelves, and a good, clean profit on every sale eliminates all the risk that usually goes with "helpless merchandise."

The wholesome quality of Postum, Grape-Nuts and Post Toasties, as well as the sale of the goods, is guaranteed by the

Canadian Postum Cereal Co., Limited
Windsor, Ont.



"Meadow-Sweet" Products are Canadian Made

—and Guaranteed Absolutely Pure

Good Profits for You in Handling These Lines:

"Meadow-Sweet" Cream Cheese
Meadow-Sweet Pie Fillers
Meadow-Sweet Peanut Butter
Meadow-Sweet Cream Sugar
Meadow-Sweet Chocolate Butter
Meadow-Sweet Cocoanut Butter
and Fruit Butter

Representatives Wanted For Ontario

Maritime Agent
Angevine-McLaughlin

"Meadow-Sweet" Cheese Mfg. Co., Ltd.

302 Notre Dame St. West - MONTREAL

If You Can Add

just one single quality line to your stock this month it will increase your prestige will it not?

If you can give that pernickity customer macaroni that she will really enjoy it will help your standing with her. Now won't it?

The Columbia Macaroni Co., Limited

Lethbridge, Alberta

SIFTO
SALT IT FLOWS
BEST FOR TABLE USE
Two Salt brands that speed up your Salt Sales. They're well advertised and hundreds more housewives every month are coming to learn that SIFTO is "the Salt that flows," a delight to the table. And that Century Salt—pure and dazzling and economical —is the best all round household salt. Stock them both.
CENTURY TABLE SALT
THE DOMINION SALT CO. LIMITED SARNIA, ONTARIO
CENTURY SALT BEST FOR GENERAL USE

If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be sent you. DOMINION SALT CO., LIMITED, SARNIA, Canada. Manufacturers and shippers.

PURITY WINDOW DISPLAYS

WILL HELP TO BUILD BIGGER BUSINESS

"MORE BREAD AND BETTER BREAD"

"THE EMPIRE'S BREAKFAST"

THE ABOVE DISPLAYS ARE YOURS FOR THE ASKING

WESTERN CANADA FLOUR MILLS CO., Limited

TORONTO WINNIPEG

Have No Hesitation

in choosing

"Bluenose" Butter

It always opens up in excellent shape. and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS

SMITH & PROCTOR, HALIFAX, N. S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, N. S.

Send for Your Copy Today!

You should be in a position to know what are sound stocks and bonds and what are purely speculative—perhaps you can't afford to speculate—If not, you must be assured that you are really investing.

THE FINANCIAL POST specializes in an Inquiry Service noted for its accurate and sound replies regarding investment. This service is free at all times to subscribers.

The careful opinions backed solidly by facts, the accurate news and the weekly market reports that appear in THE FINANCIAL POST are your sure guides to the knowledge that means safety.

Send for a sample copy today. The subscription price—$5.00 a year of fifty-two issues—is really insurance on your invested money.

THE FINANCIAL POST 143-153 University Ave. TORONTO, CANADA

Did You Ever Tell Customers
THAT
Old Tyme Maple Butter
Makes Delicious Icing for Cakes?

Try it and your sales will increase.—
Housekeepers welcome new ideas.

Old Tyme Maple Butter is also delicious in pudding sauce or sandwiches, and as a spread for toast or tea biscuits.

Unexcelled for Quality and Flavor

Write for Prices.

All orders filled through jobbers

Canadian Maple Products Limited
250 Van Horne Street, Toronto

REPRESENTATIVES
Manitoba, Saskatchewan & Alberta—W. H. Escott Co., Ltd., Winnipeg, Man.
Quebec—A. Dumoulin & Co., 157 Commissioner's St. E., Montreal Quebec.
British Columbia—Johnston-Lieber, Mercantile Co., Vancouver, B. C.
Maritime Provinces—Supplies Limited, Kentville, N. S.

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

KEATING'S POWDER

Necessary in Every Season

To keep houses, offices, factories and other buildings clean and sanitary, an all-the-year warfare must be waged. If it isn't one insect pest it's another. Keating's "gets" them all—

Flies	**Ants**	**Bugs**
Fleas	**Wasps**	**Cockroaches**
Mosquitoes	**Beetles**	**Moths**

Recommend it to your customers, display it in your windows and on your counters. It will pay you handsomely.

Made by THOMAS KEATING, London, England
Established 1788

SOLE AGENTS FOR CANADA
HAROLD F. RITCHIE & CO., LIMITED
10 McCaul Street, TORONTO

Talk Thanksgiving To Your Customers

Make it an opportunity for bigger sales in

B. C. APPLES

You'll have to work hard to prove to them that they must buy now or take what they can get later on. B.C. Apples are good, sound keepers and when your folks buy them, they'll be satisfied—don't take a chance on unknown apples.

Concentrate this month on "WAGENERS," a moderately priced apple and splendid for the table or cooking.

MAKE 'EM BUY BY THE BOX

BABY'S OWN SOAP

50% PROFIT

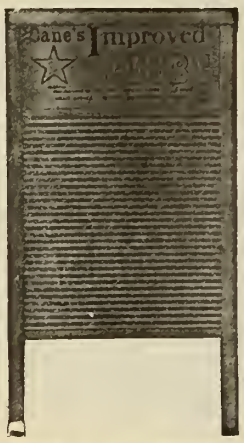
Buy Direct From the Factory. Freight Prepaid. Minimum Quantity 2 Gross.

$38.40 less 20% and 5% - $29.18
Sell at 15c per cake - - $43.20

In Sask., Alta. and B.C. add 60c per gross and retail at 50c per box of 3 cakes.

ASK FOR PRICE LIST OF OTHER LINES

ALBERT SOAPS, Limited, 168 McCord St., MONTREAL, Que.



Made in Canada

It's easy to sell old favorites like

CANE'S

"ALL CANADIAN"

WASH BOARDS

Cane's Washboards are well known to Canadian housewives. Their high standard quality has won and long held their confidence. That's why selling them is so easy and profitable.

Cane's Washboards are made from the finest materials by Canadian workmen in a Canadian factory. There are many different kinds—each one a real seller. Write for illustrated price list.

Wm. Cane & Sons Co., Limited
NEWMARKET, ONTARIO

Every General Merchant Should Sell

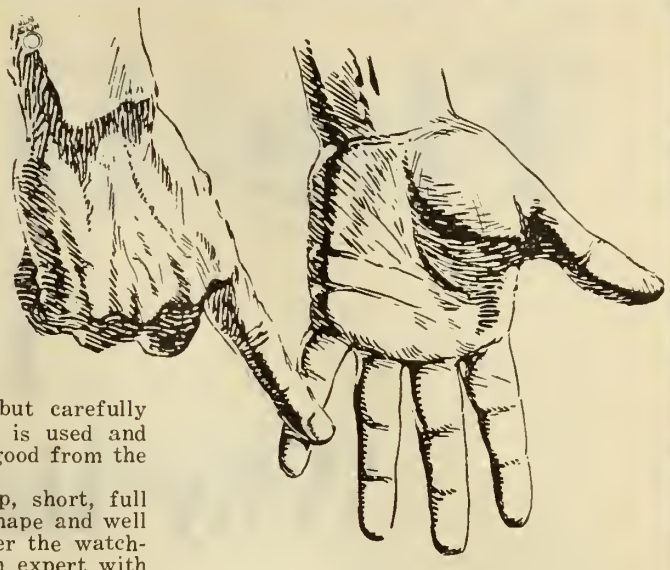
Viko Aluminum Cooking Utensils

There is always a demand for good aluminum utensils and VIKO lines are unsurpassed in finish, quality and durability.
They're stamped from hard, thick sheets of 90% pure aluminum and they're guaranteed to satisfy or money refunded. Write for catalogue and price list. The profit margin is excellent.

Aluminum Specialty Company of Canada
60 JOHN STREET, TORONTO, CANADA
Quebec Agents: Bissonette & Bissonette, 54 Notre Dame, Montreal

Five good reasons why it is more profitable to sell our

HIGH GRADE BROOMS



FIRST—Because nothing but carefully selected clean broom corn is used and every broom is uniformly good from the heart out.

SECOND—They are plump, short, full topped, well pressed into shape and well sewed brooms. Made under the watchful supervision of a broom expert with forty years' experience making high grade brooms and whisks.

THIRD—They wear longer and retain their shape to the last—never running over under the most strenuous use like ordinary brooms.

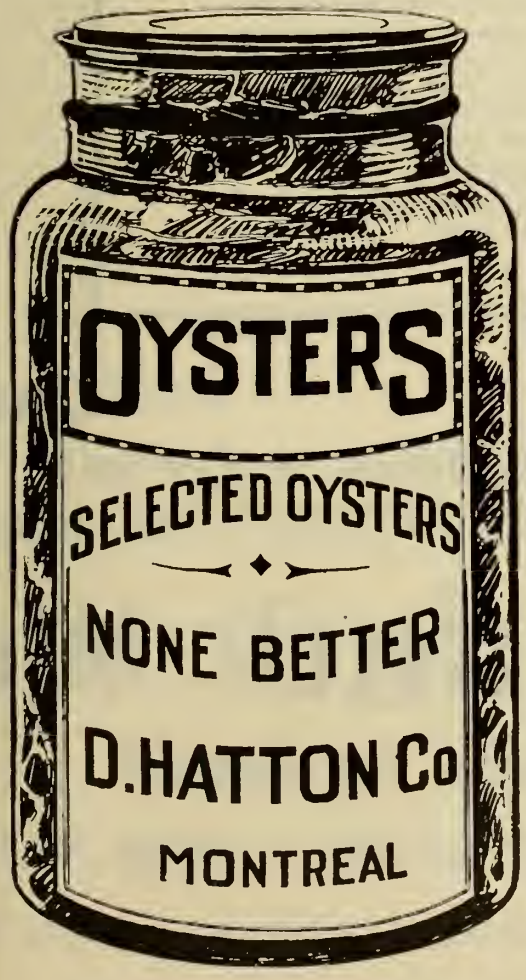
FOURTH—Peddlers never did and never will sell them because we absolutely refuse to deal with them.

FIFTH—We protect our patrons against a decline or an advance in the price of brooms.

Write for quotations on our high grade lines of brooms and whisks. Special attention to mail orders.

Waterloo Broom & Brush Company, Ltd.

Phone 826, Waterloo, Ont.



Oyster Season Now On.

We have in stock best grades of Malpeque and Ductouche Shell Oysters at $12.00 to $15.00 a barrel, according to the pack. Also best selected bulk oysters Standard and Selects in 1-, 3-, 5-gallon wine measure.

HAVE YOU TRIED OUR OYSTERS IN GLASS JARS AT $5.50 PER DOZ.

D. HATTON COMPANY,

BONSECOURS ST., MONTREAL.

The Day of th
is with u

Why should our merch

Do business with the home folks and hel
things are equal or better as they gen

The House of Marland Woolnough Company, is a twentieth century house. Its service is designed to give the trade of the territory it covers, the finest, speediest and most dependable service possible. The five motor trucks have eliminated the many tedious, annoying and unprofitable railway freight delays, cutting the distance between our customers and ourselves in two. These trucks mean absolutely free delivery—any point from Hamilton to Dunnville inclusive. They eliminate the worry in shipping back empties. Just send them back by our trucks—a credit note is issued same day they come in.

These features insure you pleasant relations, and more profitable business. Just send us an order and try out this service.

Our

Canned Vegetables in Car Lots.
California Dried Fruits, in big blocks

Our Representatives:
Bruce MacPherson
George O'Brien
Frank Young
Sam Miller

Marland Wo

Wholesale Grocers

A. MARLAND WOOLNOUGH, *President* JOHN W. CH

e Local House
s to stay
ants wade far a-field?

o make your home district (where all erally are) bigger and better commercially

We are headquarters in the Niagara Peninsula for ALL KINDS OF CHISTMAS GOODS. Our warehouse opens out to you an assortment of dainties and delicacies from the ends of the earth,—Malaga raisins, Sultanas, Smyrna figs, dates from Arabia, currants from Patras, all kinds of nuts, spices from Singapore, Canadian canned fruits, jams, jellies, biscuits, wines and everything that's good.

Our salesmen are at your service, prepared to assist you in every way to a bigger, better and more profitable Christmas trade. Drop us a cad if you are not yet on our lengthy list of satisfied customers.

Leaders

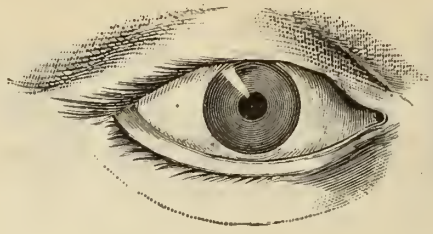
Confectionery, Stationery and Soda Fountain Supplies

5 Huge Motor Trucks Await your command

olnough Co.

Niagara Falls, Ontario

ARLES, *General Manager* J. A. HEY, *Credit Manager*



Keep Your Eye on....

FLOWERDALE TEA

Letter from Ontario Grocer

Gentlemen:—
Will you please ship me at the earliest possible date fifty pounds **"Flowerdale"** tea and a small amount of a real good green tea of a quality on a par with **"Flowerdale,"** as I find a few people want their tea mixed and I do not want to spoil the exquisite flavor of **"Flowerdale"** by mixing an inferior grade of green. I have gotten **"Flowerdale"** started with very little trouble and I know from the way everybody speaks of it, that the trade will grow.

My greatest triumph was when I sold a lady who used "———" tea for thirty years, in fact all her married life. She had been recommended by a friend who enjoyed **"Flowerdale."**

Yours faithfully,
(Name on application.)

If you're looking for a bulk tea that will bring you new customers and keep them coming it will pay you to try **FLOWERDALE TEA. Flowerdale** is the result of 25 years' tea blending experience and it possesses an unusually fine flavor.

Periodic, exacting tea-cup tests maintain this flavor and high standard quality year in and year out.

Flowerdale is our big leader but we have other notable blends that will please both you and your customers. Write for samples and quotations.

R. B. HAYHOE & CO.
Importers
7 Front St. E., Toronto, Canada

POPULARITY

Settle Your Customers' Tea and Coffee Problem by Recommending

CHASE & SANBORN'S BRANDS

and you will find yourself popular.—A popularity you can reckon in dollars and cents

CHASE & SANBORN :: :: MONTREAL

"We Are Fishing For Your Business"

Smoked Fish Daily, Direct From Our Smoke Houses

Fresh Fish Every Day in the Year
Prepared and Salted Fish
Frozen Fish in Season
Fresh Bulk and Shell Oysters

Smoked Haddies, Fillets, Kippers,
Bloaters, Fresh, Frozen, Dried and Pickled Fish

Order from your dealer or direct from

LEONARD FISHERIES, LIMITED

Branches:
Canso, N. S.
Halifax, N. S.
St. John, N. B.
Port Hawkesbury, N. S.

PRODUCERS, PACKERS, CURERS AND DISTRIBUTORS
4 Long Distance Telephones
Head Office - - Youville Square, MONTREAL

Branches:
Montreal, P. Q.
Ingonish, N. S.
Grand River, P. Q.
North Sydney, N. S.

THIS

SILENT SALESMAN

Works for a Trifling Salary and SELLS GOODS

"Oh, Boy!"
it's a Humdinger

Never says a word, but works like sixty

NO ONE REFUSES TO LOOK AT HIS SAMPLES

Set a dozen of these Salesmen on your Counter right under the eyes of your Customers

AND WATCH RESULTS

Just what you need to display your stock of Fancy Groceries, Candies, Nuts, etc., for the Xmas trade. Order now, before you forget. Priced very low, they will earn their cost in one week.

2 Gal. Size, per doz., $18.00. One Gal. size, per doz., $14.00 F.O.B. Montreal.

The CRAWFORD CO., 331 St. Antoine St., Montreal

LIBERTY

BREW

A Combination of

Malt Extract and Hops

Including Patent Corks for Making Delicious Beverages at Home

ASK YOUR WHOLESALER

Liberty Packing Co., Reg'd.

140 Clarke St., MONTREAL, Canada

For Prices and Further Information write

E. B. Nettelfield & Co. General Sales Agents: 35 Colborne St., Toronto, Ont.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is a part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

SILKO COMPANY.

Please advise address in Hamilton of Silko Company.

Chief Purchasing Agent,
Dept. of Soldiers Civil Re-Establishment,
Ottawa, Ont.

Answer: We would refer you to Hamilton Advertising Agency, Main Street, Hamilton, Ontario.

CONDENSED AND POWDERED MILK.

Please supply us with a list of the Condensing Companies in Canada that manufacture milk.

Vigneault & MacGillivroy,
7 Bonsecours St.,
Montreal, Que.

Answer: Condensed and evaporated—The Borden Co., 180 St. Paul St. W., Montreal, Que.; Malcolm Condensing Co., St. George, Ontario; Carnation Milk Co., Aylmer, Ont.; Pacific Milk Co., Vancouver, B. C. Powdered Milk—City Dairy, Toronto, Ontario; Canadian Milk Products Co., Toronto, Ont.

BEANS

Could you tell me where I could get sale for some beans as I have been on the lookout for a market for some time.

LEVI ANNING,
Kincardine, Ontario.

Answer: A list of buyers was sent direct.

EARLY CLOSING.

Where an early closing by-law is in effect has that by-law to be passed each year or does it stand until cancelled by council?

M. C. CORNEIL,
Beeton, Ontario.

Answer: The early closing by-law does not have to be passed each year but stands until repealed by council at the dictation of three-fifths of the merchants.

MEAT SKEWERS.

Kindly advise us from whom we may purchase meat skewers.

MESSRS. WOOD & McCONNELL, LTD.
Wholesale Grocers,
Sydney, N.S.

Answer: William Cane & Sons, Newmarket, Ont.; John Harrison & Son, Ltd., Owen Sound, Ont.

TUBE SYSTEMS.

We are endeavoring to secure the address of firms who install inside installation tube systems.

W. T. DUNCAN,
National Grocers Limited,
Sudbury, Ontario.

Answer: Gipe Hazard Company, 113 Sumach Street, Toronto; also the Lamson Company, 136 Simcoe Street, Toronto, head office 100 Boylston Street, Boston, Mass.

APPLE FIRMS.

I shall appreciate it as a favor if you would send me names of large Ontario firms holding apples on a large basis. We have Hugh Walker & Sons and Lemon Bros.

E. NORMOND,
362 St. Joseph Street,
Quebec, P. Q

Answer: W. J. McCart, Toronto; Dawson Bros., West Market Street, Toronto; Mr. Hanbridge, Aylmer, Ontario.

COLORED SIGNS.

Kindly give me names of firms in Canada who make colored signs.

J. A. STEWART,
Grand Anse, C. B.

Answer: Rolph, Clarke & Stone, Limited, Toronto; Bonallack Lithographing and Printing Company, Limited, Montreal; McAlpine Publishing Company, Limited, Halifax, N.S.

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

VANCOUVER, B.C. — FOR SALE, STORAGE Warehouse in centre of City, with Trackage, also well established Truck and Dray business. Can be sold as a going concern or each separate. Apply Box 120, Canadian Grocer, 153 University Ave., Toronto., Ont.

GENERAL STORE FOR SALE IN SMALL village in country. No opposition, power line passes door. Situated on country highway. Methodist and English church in village. Turnover about $22,000; could be increased. Apply Box 118, Canadian Grocer, 153 University Ave., Toronto, Ont.

Good Sellers make business easy

BAKER'S
Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Made in Canada by
Walter Baker & Co. Limited
Dorchester, Mass. Montreal, Can.
Established 1780

FOR SALE

J. & J. Taylor's Safes

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor safe 18 inches deep, two feet 9 inches wide. four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer. 153 University Ave., Toronto

EVERY MERCHANT WHO SEEKS MAXimum efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue. J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

It Pays to Read the Advertisements

The main thing an advertiser wants to do is to tell you plainly just how and why his goods are worthy of your consideration. You can learn a great deal from that alone, because many things you see advertised are the things you buy and use in your regular daily life. By reading advertisements you can learn the names and read descriptions of the things that are best and most satisfactory.

MAKE BUSINESS BETTER

By Boosting Your Business

***Now* is the Time to Buy—don't wait**

Consult these Advertising Pages

Our Advertisers will *save* you Money—buy now

"Member Audit Bureau Circulations"
"Member Associated Business Papers"
"Member of Canadian National Newspapers and Periodicals Association"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXV TORONTO, NOV. 4, 1921 No. 44

EDITORIAL CONTENTS

Creating a Demand for Goods 91
500 Tins of Fruit Sold in Three Days 92
A Fresh, Clean Display Every Day 93
Conclusions of 26 Years' in Grocery Business 94
"No Longer Want Good Stuff—They Want the Best" 95
Changes to a Cash Basis and Expects as Large a Turnover 96
"There's Something in a Name After All"... 97
Service to the Hunter in the Fall Pays Good Returns 98
Finds It Profitable to Sell the New Lines ... 99
Adventure Fills Early Life of This Merchant 100
People Are Demanding Delivery 101
Credit Customer Gives All His Trade 102
A China Department Sells Groceries 103
An Unique Christmas Poultry Display 104
An Artistic Array of Festive Lines 105
A Christmas Window That Sold Goods 106
Excellent Variety Marks This Window..... 107
Make Advertisements Readable and Snappy 108-109
The Ice Cream Parlor Is a Tea Room in the Winter 110
A Refreshment Parlor Certainly Increases Grocery Sales 111
Always on the Lookout for New Lines 112
Sold 159 Gallons of Oysters in Winter 113
Making Hot Chocolate Just a Little Better Than the Home-made Kind 114
Turnover in Candy Last Year Exceeded 5,000 115
Location of Candy Counter Is Important 116
Making Smoke Requisites a Real Department 117
Grocer Now Gets Home 15 Minutes After Clerks 118
Sells 43 Dozen Christmas Stockings..... 119
"If I Drop Service of Delivery" 120
How the Piggly Wiggly Stores Operate 121
Making Cleanliness a Hobby 122
A Sample of Coffee Increased His Sales 123
"No Room for the Order Taker To-day" 124
To Face or Not to Face the Music 125
Editorial Page 126
Current News 127-128
Western News 129
Comparative Prices 130
General Markets 131-136
Markets by Wire 137
Produce Section—
Display Is an Important Factor 138-139
Reduces Cost of Refrigeration 140
Finding Selling Fish a Profitable Trade. 141
Selling Corn on the Cob at Christmas ... 142
Produce Market Reports 143-144-146

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* H. T. HUNTER, *Vice-President*
H. V. TYRRELL, *General Manager*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, Druggists' Weekly, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, The Canadian Motor, Tractor and Implement Trade Journal.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.
ESTABLISHED 1886.

CANADIAN GROCER

B. T. HUSTON, Manager.
J. L. WYCKOFF, Editor.
P. A. CRANE, News Editor.
H. A. WEBB, Associate Editor, Montreal.
H. V. STODDARD, Montreal Representative.
C. M. MUTCH, Toronto and Hamilton Representative.
J. C. BELL, Ontario Representative.
E. H. HAWKINS, Western Representative, Winnipeg.
R. A. HUNTER, Vancouver Representative.

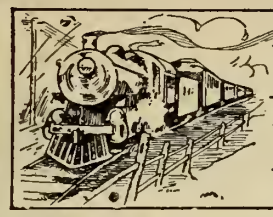
CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone 1004. Toronto, 143-153 University Avenue, Telephone Adelaide 5740. Winnipeg, Room 901, Confederation Life Bldg., Main Street, Telephone A. 3773. Vancouver, 314 Carter-Cotton Bldg., 198 Hastings St. W., Telephone Seymour 4337.

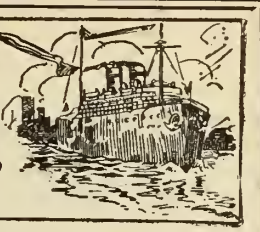
GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway, Telephone Watkins 5869; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, Room 1401, Lytton Bldg., 14 E. Jackson Street, Telephone Harrison 9133.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. a year; United States, $4.50 a year; other countries, $5 a year; single copies, 25 cents. Invariably in advance.



BUYERS' MARKET GUIDE
Latest Editorial Market News



TEA POTS,
MIXING BOWLS
And other lines of Rockingham and Cane Ware.
Special price on Crate lots.
The Toronto Pottery Co., Limited
Toronto - Canada

We are now located in our new and more spacious warehouse at
60-62 JARVIS STREET
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS, GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

GOOD CROP OF NAVEL ORANGES

California's shipments of Valencia oranges will soon close and the early navel varieties are expected to start rolling about the middle of November. From present indications in the various navel producing sections of California, it appears that the crop of 1922 will be a banner one.

DRIED PEACHES SHORT YIELD

The spot demand for dried peaches is inactive but the market is firm on account of the small holdings. The total yield this year is not expected to be over 20,000 tons and as there has been a very good export demand it is expected that there will be a shortage when the usual spring demand commences says a report from the California Peach Growers Association.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

ADVERTISING BALLOONS
An attractive inexpensive and efficient means of getting any kind of a message before the public.
Trade marks, special designs, and any wording can be imprinted.
Robertson & Murphy Limited
247 St. Paul St. West, Montreal

Opportunities are Offered Every Week On This Page.
Are you making use of them?

INDEX TO ADVERTISERS

A

Acadia Sugar Refining Co. 37
Alexander Molasses Co. 61
Albert Soaps 155
Aluminum Specialty Co. 158
Anchor Cap & Closure Corp. of Canada, Ltd. 7
Amoross Malaquodi Co., Ltd. 82
Ash, H. J. 38

B

Bain Co., Donald H. 55
Baker & Co., Ltd., Walter 165
Barr Registers, Ltd. 74
Beecham's Pills 82
Bickle & Greening, John W 30
Birdland Society 62
Blackburn, R. C. 62
Bodley Co., Ltd., C. J. 6
Borden Milk Co. 1
British Columbia Mfg. Co., Ltd. .. 84
Brodie & Harvie Co. 40
B. C. Credit & Traffic Co. 157

C

Canada Barrells & Kegs, Ltd. 79
Canada Scale & Slicer Corp. 12, 13
Canada Starch Co. 52, 53
Canadian Bank of Commerce 147
Canadian Malt Extract 74
Canadian Maple Products, Ltd. 156
Canadian Milk Products, Ltd. 30
Canadian Nashua Paper Co. 74
Canadian Packing Co., Ltd. 149
Canadian Postum Cereal Co. 153
Canadian Salt Co. 41
Cane & Son Co., Ltd., Wm. 80, 155
Canadian Wire Bound Boxes 79
Cannon Canadian Co. 152
Chase & Sandborn Co. 162
Church & Dwight, Ltd. 28
Clark Ltd., W. ..... Back cover
Coca-Cola Co. 51
Codville Co. 63
Clark & Sons, D. W. 62
City Dray Co., ... 63
Connecticut Oyster Co., Inside Bck Covr
Connors Bros., Ltd. 20, 21
Crawford & Co., ... 163
Colman-Keen Co. 147
Columbia Macaroni Co. 154

D

Davies Co., Ltd., Wm. 145
Dayton Scale Co., ... Front Cover
Dom. Machinery Corp. 79
Dominion Salt Co. 154
Donaldson-Phillips, Co. 61
Duncan & Son, C. 61

E

Eby-Bain Ltd. 76
E. B. Eddy Co., Ltd., ... 42-43
J. H. Edmunds, Ltd., ... 76
Jos. Emond Co. 38
Escott & Co., Ltd., W. H. 57
Estabrooks Co., Ltd., T. H. 89
Eureka Refrigerator Co., Ltd. 75

F

Farly-Myers Co. 61
Fearman & Co., F. W. 148
Freeman & Co., Ltd., W. A. 70, 71
Freeze & Co., S. G. 61
Frost, Moorman & Co. 62

G

Galt Chemical Co. 87
Gorman-Eckert & Co. 45
Grimsby Brokerage 16, 17
Guelph Soap Co. 5
Gunns, Ltd. 148

H

Hamblin, Brereton, Ltd., ... 62
Hansen's Lab., Chr. 45
Hanson Co., Ltd., J. H. 64
Harrison & Crossfield 65
Hatton & Co., D. 159
Hayhoe, R. B. 162
Hayne, John 167
H. J. Heinz Co. 148
Hobart Mfg. Co. 67
Hillock & Co., Ltd., John 74
Horton, Cato Mfg. Co. 18
Hungerford Smith Co., G. 88
Hull Oil Mfg. Co. 63

I

Imperial Extract Co. 26
International Varnish Co. 54
Interlake Tissue Mills 81
Isles B. H. 62

J

Jones, C. & J. 49

K

Keatings, Ltd. 156
Kenney Co., Ltd., T. 34

L

Lachaine, Geo. D. 58, 63
Lambe, W. G. A. 62
Langley Harris & Co. 62, 63, 64
Laporte Martin 10, 11
Leonard Fisheries 163
Liberty Packing Co. 164
Lemon Bros. 44
Loggie, Sons & Co. 62
Lloyd & Sons, James 39

M

Macdonald Regd., W. C. 27
Mackenzie & Co., Ltd., W. L. 61
Major L. H. & Soublino, J. Ltd. 46
Malcolm Condensing Co., Ltd. 28
Maple Tree Producers Ass'n., Ltd. .. 25
Marsh Grape Juice Co. 48
Marland-Woolnough Co. 160, 161
Mason & Hickey 56
Mathieu Co., J. L. 24
Meadow Sweet Cream Cheese Co. 154
McCormick Mfg. Co. 21
McLauchlin & Co., J. K. 58
Moore & Co., S. H. 84

N

National Cash Register Co. 68, 69
National Show Case Co. 79
Nonsuch Mfg. Co. 28
North American Dye Corp 81
New Brunswick Potato Exchange ... 167
North-West Biscuit Co. 47

O

Oakey & Sons, Limited, John 64
Oxo Limited. 26
Oceanic Oyster Co. 15
Ontario Wine Co 35
O'Donnell, John J. 62

P

Pastene & Co., Ltd., P. 90
Palmolive Soap Co. 8
Patrick & Co., W. G. 62, 19
Pennock & Co., Ltd., H. P. 59
Peterborough Cereal Co. 32
Picher Eugene 64
Procter & Gamble Distributing Co. . 29
Pugh Specialty Co., Ltd. 38

Q

Quaker Oats Co., Ltd. 86

R

Rattray, J 82
Red Rose Tea 89
Reliance Ink Co. 64
Robertson & Murphy Co. 50
Rock City Tobacco Co., Ltd. 66
Ross Can Co., Ltd. 167

S

Sainsbury Bros., Ltd. 36
Salada Tea Co. 83
St. Arnaud Fils Cie 63
St. Lawrence Strch Co. 31
Sapon Soaps, Ltd. 22
Schneider & Sons, Ltd., J. M. 150, 151
Saxonia Fruit Preserving Co. 44
Scott-Bathgate Co., Ltd. 60
Scott & Thomas 62
Smith & Proctor 155
Soclean Ltd. 167
Soper E. N. & W. E. 58, 62
Stevens-Hepner Co., Ltd. 32
Stickney & Poor Spice Co. 44
Stroyan-Dunwoody Co. 61
Stevenson & Russell 78
Sutcliffe & Bingham 4

T

Taylor Safe Works, J. J. 76
Tebutt & Co. 40
Tetley's Tea 23
Thompson, G. B. 61
Toronto Laundry Machine Co. 77
Tippett & Co. 63
Toronto Pottery Co. 167
Toronto Salt Works 167
Trent Mfg. Co., Ltd. 167

U

Upton, Co., Ltd., T. 85

W

Wayagama Kraft Paper Co. 14
Walker Bin & Store Fixture Co., Ltd. 73
Walker & Son, Hugh 49
Wallace Fisheries Co. 9
Waterloo Broom & Brush Co. 159
Watson & Truesdale 64
Western Canada Flour Mills 155
Western Salt Co., Ltd. 39
Western Sales Book Co. 78
White & Co., Ltd. 38
White, Cottell & Co. 167
Whyte & Co., S. H. 61
Wiley, Frank H 61
Williams Storage Co. 61
Wilson & Co., J. R. 62
Woods Walter, Limited 72
Wm. Wrigley Jr. Co., Ltd., Inside Front Cover

Y

Yorke, Geo. G. 62

QUALITY WINS

Do not underestimate the intelligence of your patrons. There are dealers who simply regard oysters as a product to buy and sell. The lower the price the better the proposition. This, however, is absolutely contrary to sound policy so far as the oyster business is concerned. Incidentally the difference in cost to the consumer of cheap oysters and quality oysters will not be more than 5c or 10c a pint.

"Sealshipt Oysters"
In Glass Jars

Oysters enjoy the favor of the consuming public, not on account of price, but through their appeal as a palatable food that has an appreciable food value. Oysters are eaten for the joy they give. Price alone never sold oysters and never will.

Oysters are a seasonable product and there has been a long period of non-supply which adds to their welcome at this time. If you are going to handle oysters, handle only the very best product obtainable. Otherwise, you are better out of it.

Obtain your oysters from people who will be in a position to supply you. Oysters are most in demand in severe weather when they are hardest to obtain. We devote our entire time and attention to the one thing we know best.

CONNECTICUT OYSTER CO. LIMITED

"Canada's Exclusive Oyster House"

50 JARVIS STREET, - TORONTO, ONT.

CLARK'S PREPARED FOODS

MADE IN CANADA————————BY CANADIANS

All Kinds of

Canned Meats and Soups
Pork and Beans -- Tomato Ketchup -- Table Syrup
Peanut Butter, Etc.

W. CLARK, Limited, Montreal

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV PUBLICATION OFFICE: TORONTO, ONT., NOVEMBER 11, 1921 No. 45

QUALITY WINS

"Sealshipt Oysters"
In Glass Jars

Do not underestimate the intelligence of your patrons. There are dealers who simply regard oysters as a product to buy and sell. The lower the price the better the proposition. This, however, is absolutely contrary to sound policy so far as the oyster business is concerned. Incidentally the difference in cost to the consumer of cheap oysters and quality oysters will not be more than 5c or 10c a pint.

Oysters enjoy the favor of the consuming public, not on account of price, but through their appeal as a palatable food that has an appreciable food value. Oysters are eaten for the joy they give. Price alone never sold oysters and never will.

Oysters are a seasonable product, and there has been a long period of non-supply which adds to their welcome at this time. If you are going to handle oysters, handle only the very best product obtainable. Otherwise, you are better out of it.

Obtain your oysters from people who will be in a position to supply you. Oysters are most in demand in severe weather when they are hardest to obtain. We devote our entire time and attention to the one thing we know best.

CONNECTICUT OYSTER CO., LIMITED

"Canada's Exclusive Oyster House"

50 JARVIS STREET, - TORONTO, ONT.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of Report will be sent on request to anyone interested.

NATURAL SIZE

Here's a real specialty for you

—the idea sound
—the product right
—the profit generous
—the advertising effective

The big thing about the **Red Cap** line is—**more sales!** It takes flavouring extracts in the old-style container out of the moth balls; it brings the idea of flavouring foods right before the consumer. It makes it a counter proposition—a flavour for every dish—fruit, spice, vegetable, drinks—33 different kinds—in pure tin collapsible tubes—in handsome counter display fully lithographed.

"RED CAP"

CONDENSED-SUPER-STRENGTH

Food Flavors

Just consider these unique sales points, and let your own selling instinct answer the question—**will it sell big?**

—the appearance, convenience, economy of **Red Cap** tubed flavours are obvious at sight.

—a flavour for every dish—33 different kinds! With tested exclusive recipes in each package.

—guaranteed double Government strength. Many more than double!

—**Red Cap** Fruit Flavours are combined with Certified Pure Food Color. They color exact shade required.

—**Red Cap** Soup Flavours—entirely original. **Red Cap** Soft Drink Flavours—instantaneous. **Red Cap** Worcestershire Sauce and Gravy Base—entirely new!

But we don't ask you to do all the selling. We have engaged the best advertising brains in Canada—in posters, street cars, newspapers, etc.

Order NOW from your wholesaler.

"RED CAP" Products, Limited
Manufacturing Chemists
MONTREAL

A Flavour for Every Dish

In pure tin collapsible tubes with the "Red Cap." Each tube in individual package. 1 dozen in Counter Display Carton.

Fruit Flavors:
Vanilla, Lemon, Orange, Almond, Raspberry, Strawberry, Banana, Pineapple, Peach, Cherry, Rose Maple, Peppermint.

Spice Flavors:
Allspice, Caraway, Cinnamon, Nutmeg, Mace, Cloves, Ginger.

Soup and Vegetable Flavors:
Celery, Parsley, Sage, Onion.

Condensed:
Gravy or Sauce Base.

Flavors for Soft Drinks:
Lemonade, Orangeade, Limeade, Fruit Cup, Root Beer, Ginger Beer.

SALES AGENTS:

Bryson Import Agency Co., Ltd., Montreal.
H. D. Marshall, Ottawa.
S. H. Moore & Co., Ltd., Toronto
Donald H. Bain & Co. Winnipeg.

--and the national advertising starts at once!

Samuel Budgett & Co. Ltd.

Established A.D. 1857.

Ocean House.

24 & 25 Great Tower Street.

London. E.C.3.

TELEGRAPHIC ADDRESS:
BUDGETT Co. BILGATE. LONDON.

TELEPHONE No
AVENUE 3907

To Tea and Coffee Buyers,

Canada.

Dear Sirs,

We offer you our services as buying agents in this market, or we can supply you with Tea and Coffee from our large and varied stock.

We are one of the oldest firms in London in this trade, and specialise in these products.

You can entrust us with your business with the utmost confidence, and can rely on our doing everything possible to further your interests.

Kindly let us know your requirements.

Yours faithfully,

SAMUEL BUDGETT & CO., LTD.

Internationalism---a Menace to Canadian Labor Unions

"If the Canadian worker wants to avoid a reversal to open shop conditions and wants to hold what he has already attained through his Union, he must break away from the United States organizations and stand on his own feet . . . . One of the greatest difficulties in the way of closer and more friendly relations between capital and labor in Canada is the fact that the great bulk of our organized labor has its membership in American unions. These unions are described as 'International' organizations, but the term is a misnomer. . . . It is right here that Canadian labor bodies must take a decisive initial step before there can be any real, honest-to-goodness co-operation with capital." Thus writes a keen-thinking member of the International Typographical Union on the subject of "Union Labor at the Crossroads" in MacLean's Magazine for November 1.

Union Labor at the Crossroads
IN
MACLEAN'S MAGAZINE
FOR
November 1st

Other Facts and Fiction Features

WILL CANADA GO YELLOW?—II.
By John Nelson.

The second and concluding installment of this remarkably informative article on Canada's vital Oriental problems.

HIS FEET ARE ON THE GROUND—
By Agnes C. Laut.

A brilliant sketch of the new Farmer-Premier of Alberta, discussing whether he is Federal timber.

HEMING, DRAMATIST OF THE FOREST
By Charles Christopher Jenkins.

A word picture of the author of Canada's latest and most authoritative work on our Northern wilds.

THE PEBBLE—
By M. L. C. Pickthall.

Two brothers with extraordinarily stubborn tempers quarrel over a maiden, and a rock-slide provides the solution.

MARCO—
By A. Montague Sanderson.

"Monkey" Marco and the Italian's blind daughter are the leading characters in a dramatically handled story, pregnant with H. I.

MOSTLY SALLY—
By Pelham Grenville Wodehouse.

The second installment of this rollicking whimsical gem of humor, a worthy successor to "The Little Warrior."

THE YELLOW STREAK—
By Valentine Williams.

A serial of an entirely different character, a dramatic, intriguing murder mystery, solved by real human beings.

FOOD VALUE IN DRIED FRUITS—
By William Fleming French.

Number 6 in what is probably the most up-to-date and informative food series ever published in Canada.

SEVEN CHILDREN OFF TO A GOOD START—By Ethel M. Chapman.

A refutation of the statement that a workingman cannot bring up a family efficiently these days on a workingman's salary.

And, of course, the "Review of Reviews" Section, which, for its pithy information, is alone worth the price of the magazine to every reader.

NOVEMBER 1st ISSUE ON SALE TODAY AT ALL NEWS STANDS **20c**

MACLEAN'S
"CANADA'S NATIONAL MAGAZINE"

Make Sure of Your Copy Now--Get it Today

Or Send $3.00 for a Year's Subscription to MACLEAN'S MAGAZINE, 143-153 University Avenue, Toronto.

For All Bulk Foods, Use the

BUTTER
LARD
DRIPPING
SAUSAGE
HAMBURG

"Riteshape"

FRUIT
VEGETABLES
PICKLES
FISH
MEATS

All sizes, from ½-lb. to 10-lb. All Riteshape containers warranted perfect. Each shipment carefully inspected, accurately counted, then assembled into sealed packages suitable for an average day's supply and your whole order packed in strong wooden crates. The Riteshape will save you time and money and make a splendid impression of quality on your customers.

Write for Sample and Prices

Victoria Paper & Twine Co.

430 Wellington Street West, Toronto

Sole Canadian Wholesale Distributors for the manufacturers—The Oval Wood Dish Company, New York.

The Perfect Wood Container

Odorless, non-absorbent, clean, handy, economical, neat and compact. No waste of the food product. Requires less paper and string to wrap. Makes unusually attractive display on counter or in window.

Money-Saving Information

"The most useful information contained in any paper I get"—so a Western banker writes in to-day's mail, renewing his subscription for FINANCIAL POST.

"Very often," his letter goes on to say, "I am called on to suggest investments for small amounts, sometimes as low as a few hundreds, and I find your Investors' Inquiry Service a reliable partner to consult. If every investor knew there was such a service at his call it would surely lessen the losses of many of these people."

The Investors' Inquiry Service fills just that need. Unless you are perfectly sure of your investments, write us before you buy.

It costs FINANCIAL POST subscribers nothing to be sure before placing hard-earned savings in stocks that may never have a chance of paying dividends.

Trained service men will give you the benefit of keen analysis based on the facts behind the securities you are considering. This is one of many features enjoyed by our readers.

143 University Avenue **THE FINANCIAL POST** TORONTO Canada

MACDONALD'S

The Tobacco with a heart

A Custom of Those Whose Custom You Seek

Over sixty years since Macdonald's Tobacco first became a custom in Canada—over sixty years in which the "tobacco with a heart" has constantly grown in popularity.

To-day the name Macdonald's stands for "good tobacco" in the minds of many whose trade would be exceedingly profitable to you. Macdonald customers are always profitable because their demand is steady — unchanging — and because the tobacco they buy pays you bigger returns than almost any other commodity on the market.

Clark's Prepared Foods

Need we remind you, Mr. Grocer, that now is the time to look over your stocks and make sure that you have sufficient.

Clark's Pork & Beans

—And other good things

to start off your winter trade. It will benefit you to study our list. If you have not received one send us a Postcard and we will gladly mail one to you.

All our goods are

MADE IN CANADA *BY CANADIANS*

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Now is the Time to Buy—don't wait.
Consult these Advertising Pages.
Our Advertisers will *save* you Money—buy now.

A Selling Organization that will "put your product across" in a big way

Six large warehouses situated in the largest distributing centres from Winnipeg to Vancouver, each with a staff of energetic, experienced salesmen calling on the trade, form the "make-up" of this large selling organization.

Whether your product is a new one or one that you believe is not at present being marketed successfully, we can get you the results that you are looking for and get them quickly.

Get in touch with us.

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Head Office: WINNIPEG, MAN.

Branches at
MONTREAL, QUE.
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B. C.

ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

FARLEY MYERS LIMITED
Manufacturers Agents
and
Commission Brokers
57 Victoria Street,
Winnipeg, - Manitoba.

S. G. FREEZE
Manufacturers' Agent & Merchandise Broker
Agencies solicited
Satisfactory representation guaranteed
806 Herald Bldg., Calgary, Alberta

Say you saw it in
CANADIAN GROCER
it will help to identify you

Now is the Time to Buy--don't wait

Consult these Advertising Pages

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Storage and Distribution

Winnipeg

Insurance 30c

We operate the largest fleet of motor trucks in

Western Canada

Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

The City Dray Company

LIMITED

Frost and Wood Building,
Cor. Pacific and Princess Streets.

Track P. 18 **Winnipeg**

THE BEST IN 1750 STILL LEADING

PURNELL'S

Pure Malt **VINEGAR**

IN CASK OR BOTTLE

Purnell & Panter, Ltd., Bristol, England

Goods well advertised and well displayed are easiest sold. Advertised to ½ million buyers weekly. Codville Co. Ltd.

6

Money-Saving Information

"The most useful information contained in any paper I get"—so a Western banker writes in to-day's mail, renewing his subscription for FINANCIAL POST.

"Very often," his letter goes on to say, "I am called on to suggest investments for small amounts, sometimes as low as a few hundreds, and I find your Investors' Inquiry Service a reliable partner to consult. If every investor knew there was such service at his call it would surely lessen the losses of many of these people."

The Investors' Inquiry Service fills just that need. Unless you are perfectly sure of your investments write us before you buy.

It costs FINANCIAL POST subscribers nothing to be sure before placing hard-earned savings in stocks that may never have a chance of paying dividends. Trained service men will give you the benefit of keen analysis based on the facts behind the securities you are considering. This is one of many features enjoyed by our readers.

THE FINANCIAL POST 143 University Avenue, TORONTO, CANADA

Send me for one year (52 issues) The Financial Post. I attached $5.00—commence at once.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

R. C. BLACKBURN
Manufacturers' Agent and Merchandise Broker
60 Front St. West
TORONTO

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

The Advertisers would like to know where you saw their advertisements—tell them.

WALTER WOODS
LIMITED
BROOMS, BRUSHES, BASKETS, WOODENWARE, WILLOW WARE, GROCER SPECIALTIES
HAMILTON - WINNIPEG

C. A. MANN COMPANY
Strictly New Laid Eggs
Choice Creamery Butter
Fancy Dressed Poultry
Special Attention to Grocers' Orders
Satisfaction Assured
LONDON, ONTARIO
PHONE 1577

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143

ST. ARNAUD FILS CIE.

GROCERY BROKERS

Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

GEO. D. LACHAINE

Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N. S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P. Q.
Over 30 years in Business. Best references and Connections.
13 Dalhousie Street, QUEBEC.

TIPPET & CO., LIMITED

Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

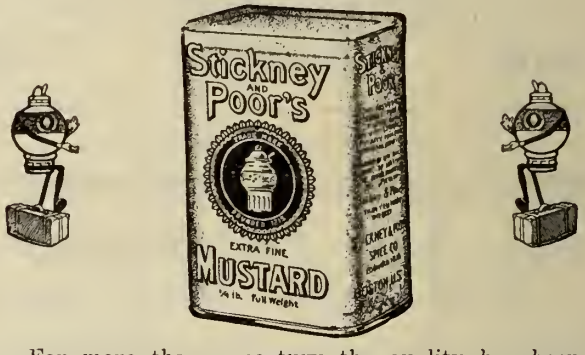
Be Sure you Ask Your Jobber for

Dominion Spring Clothes Pins

Manufactured by

The J. H. Hanson Co., Ltd.
MONTREAL

"Extra Fine"
That's just what you are getting when you order
Stickney & Poor's
"Extra Fine"
Mustard



For more than a century the quality has been maintained at the highest standard. You should stock and push Stickney & Poor's Mustard. Its reputation for satisfaction giving is one of the biggest assets to your store. Display it prominently. It will repay you for it.

Your Co-operating Servant,
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century honored 1921
HALIFAX
Mustard - Spices - Seasonings

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.
Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

When Writing to Advertisers Kindly Mention this Paper

Good Tea and Good Will

Good will is that intangible but highly precious asset that grows in value every time a satisfied customer walks out of your door—to come back again another time.

It is safe to say that Red Rose Tea—a steady seller to the same people week after week, a certain "repeater" every time a new customer tries it—is the greatest good will builder on your shelves. It helps your whole business.

Red Rose, consisting chiefly of Assam Teas, the richest and the strongest (less needed per cup) combines quality with economy—and nothing builds up good will faster than this happy combination.

T. H. Estabrooks Company, Limited

St. John Montreal Toronto Winnipeg Calgary Edmonton

"Kiwi"
KEE WEE

The Quality Boot Polish

Is made in 7 varieties of shade. Black, Tan and Pat- ent 'Leather Polish, to Light Tan, Brown, Dark Tan and Ox Blood Stain Polish.

ONE SIZE ONLY. Latest price list and advertising matter gladly sent to any Dealer upon request.

Are you sharing the increasing sales of this world famous Polish?

THERE are many good boot polishes on the market—but only one "KIWI." It's great and rapidly-growing reputation is based on that best of all testimony—the glowing praises of the user.

It never varies in the smallest degree and is specially manufactured to suit climatic conditions, hence it can be safely recommended.

With "KIWI" there is a constant and rapid turnover of capital—the only real source of worthwhile profit to a retailer.

Trade price list and terms will be gladly sent to any dealer upon request.

Agents:

Anglo-British Columbia Corporation, Ltd.,
Riggs-Selman Buildings,
Pender Street, Vancouver.

G. W. Price & Company,
Lombard Buildings, 70 Lombard St.
Toronto, Ontario.

Kiwi Polish Co., (Pty.) Ltd.
London, Eng.

The two best mustards you can offer your customers.....

COLMAN'S KEEN'S

For many long years **Colman's** and **Keen's** high grade mustards have held first place with Canadian quality seekers. This national reputation for quality is so firmly established that grocers who feature them are always assured of faster and more profitable sales.

COLMAN-KEEN (Canada Ltd.)

520 KING ST. W., TORONTO.

To All Prospective Users of **Eureka** Refrigerators

The Eureka Refrigerator Co. Ltd., wants to point out the fact that as we look forward to doing the largest business next year that we have ever handled, we want to give the timely warning of

Purchase Your **Eureka** Refrigerator Now

By purchasing now the Eureka Refrigerator or other Eureka Refrigeration Equipment that you will need next season, you will have it in your shop next Spring when you will need it—but by putting off the purchase of this equipment which is most essential to your business, you may not have it in time. And you will lose money by losing your perishable foodstuffs through the lack of economical, efficient and satisfactory refrigeration. Don't delay! Prices have been fixed for next season—and delay will make matters worse.

Write for our representative to call or for free, illustrated literature.

Eureka Refrigerator Co., Limited
Head Office and Factory - Owen Sound, Ontario

Do You Miss Important News?

WE read the newspapers of Canada and the United States as a business. We can supply you with valuable news on any subject, whether you are interested as a manufacturer, wholesaler, retailer, advertiser, editor, farmer, or politician. We send you these original clippings, which keep you posted on current events, changes in business, prices, construction news or any special information you wish us to gather. This service costs you little and is valuable to any business. Write for prices and name your subject. Canadian Press Clipping Service, 143-153 University Ave., Toronto.

CANADIAN GROCER

VOL. XXXV TORONTO, NOVEMBER 11, 1921 No. 45

New Company Claims it Will Sell Consumer at Wholesale Prices

New Organization Trading Under the Name of the Grocery Supply Service Limited, is Selling Shares at $5 each, and a Shareholder is Then Entitled to a Discount of 10 Per Cent. On All Purchases, Up to $50, but Afterwards Must Pay Regular Price

ONE OF the latest schemes that is "going to revolutionize the grocery business" is now being launched in Toronto by a company who style themselves the "Grocery Supply Service Limited." This company is incorporated under the Ontario Companies' Act with an authorized capital of $75,000, divided into shares of $5 each. The plan is to sell shares at $5 each. A holder of one share is entitled to a discount of ten per cent. on all purchases until such purchases amount to the sum of $50. After that, providing he has only one share, he is to receive the regular price as set forth in the price list. The company sends out solicitors for business and also takes orders over the 'phone to be delivered from the warehouse.

At Wholesale Prices

The company claim they can sell goods to the consumer at wholesale prices, deliver them to the house and give a discount of ten per cent. on the first purchases amounting to $50, providing a share is purchased in the company. How they can do this may be a mystery to retailers when it is remembered that this is an incorporated company working on stock capital, and that the original cost of the stock is returned to the shareholder when his purchases of goods amount to a certain sum, which amount can be eaten up by the average household in two months or less. If the capital is to be returned to the shareholders in about two months' time, one might ask where are the funds to come from to buy stock and carry on the business? And here looks like another mystery. A shareholder gets the cost of his share returned to him in the form of a discount on his purchases, every time a purchase is made, until the total amount of the share is returned. And he also buys his goods in the first place at wholesale prices.

Shareholders retain their interest in the company and at the end of the year another dividend is to come out of the profits. This would appear that the company would need to get the goods practically for nothing in order to give such premiums as they claim they can do.

A conversation along the following lines occurred between a representative of Canadian Grocer and one of the directors of the company in the company's office one day last week:

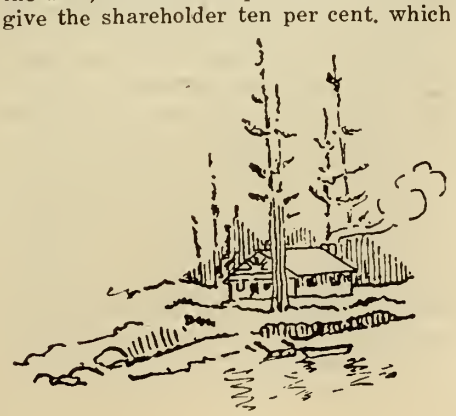
"Do I understand you are prepared to give discount of ten per cent. on everything you sell, such as sugar, butter and eggs?" asked the Canadian Grocer representative.

"That is just what we can do. And more than that we will sell them the goods in the first place cheaper than any other store in town," was the reply.

"How can you do that when the wholesaler's profit on sugar is only five per cent. Moreover nearly every store is selling sugar at cost or just a trifle over. The refiner's price to the wholesale trade is $8.34 less five per cent. How do you figure you can sell the consumer sugar at wholesale price, give a discount of ten per cent. and leave a margin of profit to cover overhead?" was the next question.

Can Buy Sugar at $7.25

"We can buy sugar to-day at $7.25, sell it at $8.25, make a cent a pound on the deal, which is 15 per cent. We then give the shareholder ten per cent. which leaves us five per cent. profit," was the substance of the reply.



"One cent a pound on a selling price of 8¼ cents is just a trifle over 12 per cent.," remarked Canadian Grocer. "You give away ten per cent which leaves you two per cent to cover warehouse charges, selling and delivery costs. Don't see how you can do it, when wholesalers who have a million dollar turnover claim that sugar does not pay at five per cent profit."

From the expression on the faces of the three other members of the company who were also present in the office, this conversation was apparently leading into deep waters. One of them remarked that if they lost money on sugar or any other article they could "easily make it up on something else."

The Profits on Tea

"Take tea for instance, how much profit is there made on tea?" asked this member. The interviewer replied, "About thirty per cent."

" One hundred per cent., you mean," retorted the member.

"The merchants who have their business at heart, who take pride in selling quality goods and giving customers value for their money, don't make any such profit as that," replied the Canadian Grocer representative.

At this time the air of the office was getting quite warm with each one arguing the price and profits made on this and that commodity, and how easy it was to make one article carry the profit that several others should share in. One was led to believe that goods were going to be sold at a price that would lead the consumer to believe she was getting the very best value on the market. At least that was the impression that the Canadian Grocer representative left the office with as there was nothing manifested during the course of the interview that would lead one to believe otherwise.

This new proposition has many of the ear-marks of the ordinary co-operative store, and its development will be watched with a good deal of interest.

New Sugar Crop Shows Decline

Estimate of The Production of The Sugar Crops of The World for the Season 1921-1922 Indicates a Decrease of 935,059 Tons as Compared With The Season Just Closing

A PRELIMINARY estimate of the production of the sugar crop of the world for the season 1921-22 indicates a decrease of 935,059 tons as compared with the season just closing. The total world production for the season 1920-21 amounted to 16,555,059 tons as against 15,620,000 tons as estimated for the season of 1921-22. The largest world production on record was the 1914-15 campaign, when 18,498,498 tons were produced.

As there still remains two or three months of growing weather before harvesting commences, and the fact that there are still unsettled conditions throughout the world, the above figures on this year's sugar crops can only be taken as an indication of the prospects and not as a close estimate. Nevertheless the figures are valuable as they show what supplies may be calculated on for the coming sugar year.

Uncertainty in Cuba

This uncertainty particularly applies to Cuba says a recent report from Willet & Gray. There is cane growing there sufficient to produce a very large crop. On the other hand, the difficulties in which Cuba has found herself, have prevented proper cultivation and cleaning of the fields and this will have some result in lowering the output of the crop. More important than this, however, is the financial stringency existing there which will prevent some mills from grinding and there may be a considerable area of cane which will never be harvested for grinding in the 1921-22 campaign. A great many planters are agitating for a decreased crop, either by voluntary curtailment or through Cuban Governmental action, but such curtailments are difficult to calculate as each factory hopes the others will curtail, while producing all the sugar possible itself. Therefore, for these reasons the Cuban crop at present is estimated at 3,000,000 tons, as against 3,900,000 tons in 1920-21 and 3,730,077 tons in the campaign of 1919-20.

The Louisiana Crop

The Louisiana crop this year looks much larger than has been the case for the past two season's. Hawaii's prospects are slightly less favorable than last year and the same applies to Porto Rico. All of the other West India islands indicate moderate reductions with the exception of San Domingo where the prospects are for the largest crop in its history. Asia in the total is running somewhat below the previous crop but in Australia a very large crop is looked for. A reduction is expected in Africa.

In Europe the prospects are not near so promising as they were during the planting season and early in the spring. This was caused principally by the dry weather throughout the summer which influenced most unfavorably the Czecho-Slovakian and French crops and also to some extent all other European beet crops.

The American beet sugar crops is estimated at a possible outturn of 900,000 tons as against 969,419 tons in the campaign of 1920-21. Owing to reduced plantings this year the Canadian beet sugar crop is estimated to be 23,000 tons as against 34,600 tons last year.

Sugar Crops of the World

	1921-22 Tons	1920-21 Tons	1919-20 Tons
Porto Rico	415,000	437,336	433,825
Cuba	3,000,000	3,900,000	3,730,077
San Domingo	250,000	185,546	175,736
Peru	325,000	350,000	330,000
Other America	1,544,500	1,668,500	1,592,729
Total in Asia	4,425,000	4,488,931	4,877,738
Total in Australia & Polynesia	320,000	235,000	222,136
Total in Africa	500,000	559516	536,135
Spain	5,000	6,886	6,048
Total in Europe	3,912,500	3,19,325	2,594,166
United States	900,000	969,419	652,957
Canada	23,000	34,600	16,500
Grand Total beet and cane sugar Crops	15,620,000	16,555,059	15,168,209
Estimated decrease in world's production	935,059 tons.		

Changes are Made In Directorship of Atlantic Refineries

Montreal—Several changes were made over the week-end in connection with Atlantic Sugar Refineries, by which D. Lorne McGibbon, who had been president since the formation of the company, retired in favor of W. A. Hobbins, who for sometime past has been vice-president. Mr. McGibbon will continue his connection with the Company as Chairman of the Finance Committee and give a good deal of his attention to developing the export business of the company. New members of the Board of Directors were elected in H. W. Beauclerk, who is a director of the Bank of Montreal, and W. D. Ross, of Toronto, who is a director of the Bank of Nova Scotia. Mr. Hobbins and Mr. McGibbon will leave shortly for Europe to strengthen the company's connection with England and France. Following the meeting of the directors, Mr. McGibbon stated that he felt that the corner in the sugar business had been turned and that things were on the mend. Mr. Hobbins and Mr. L. J. Seidensticker, who is vice-president of the company, have been closely connected with the operations of sugar refineries for many years.

Six Good Reasons Why Checks Can't be Cashed

A merchant in an Ontario city has attached half a dozen worthless checks received by him within the past year to a sheet of cardboard. Above each check is written the reason why it was refused by the bank. Four were returned because of insufficient funds, one because the signer had no account whatever in the bank, and the sixth turned out to be a forgery. At the top of the cardboard was printed the following "Here are Six Good Reasons Why We Cannot Cash Checks for People We Do Not Know." The sheet of cardboard was fastened on the outside of the cashier's cage, where it is easily seen by any person wishing to have a check cashed. It has served to eliminate almost entirely requests of that nature from people whom the merchant does not know personally.

This Display Doubles Apple Sales

THE ABOVE illustrates the manner in which Fenton and Smith, Pembroke, Ont., display apples. The back of the window was covered with white and purple crepe paper. Headless nails were driven into this background and were left projecting about three-quarters of an inch, forming a star design. On each nail was impaled an apple. In the centre of the window was a branch of an apple tree, extending to the top of the window, upon which apples were strung in a most realistic manner. Around the apple tree were placed full barrels of apples, while apparently thrown in a careless manner against the front of the window and on the floor, were more apples.

This window was a splendid trade producer and Fenton and Smith said their sales of apples were doubled during the time the display was in the window.

Toronto Has its Grocery on Wheels

Roly-Redy Stores, Limited, Commence Operations in The Ontario Capital—Plan to Operate Forty Cars—Will Call on the Householders at Their Doors

TORONTO, NOV. 8.—The first Roly-Redy store has made its appearance. This is the first of a battery of 40 cars which the Roly-Redy Stores, Limited, are planning to put in operation throughout the city. The idea is well known in the United States but is practically new for Canada although there are some individual cars in operation.

Call at the Door

These cars are fitted up as grocery stores and the system is to drive through the streets calling upon the householders for business. The driver or operator of each car works on a profit sharing plan. Against each car is charged the goods plus five per cent.—which is supposed to take care of warehouse charges —also $60. per month depreciation on the car, gasoline and oil. Operators are allowed $25 a week as a drawing account. At the end of each month after deducting the above expenses from the total sales, the balance which would be the net profit is equally divided between the Company and the operator of the car.

Roly-Redy Stores, Ltd., are capitalized at $210,000, divided into 10,000 shares class A, 1st preferred 8% cumulative, par value at $10.00 each, 10,000 shares class B, 2nd preferred, 6% participating, par value at $10.00 each and 10,000 shares common, par value at $1.00 each. The 8% class A preferred shares are preferred both as to assets and dividends and are redeemable at the option of the company after five years at $11.00 per share and all accrued divisions.

The officers and directors of the company are as follows: F. Minyard, Toronto, President and Treasurer, also President and General Manager of Commercial Service Corporation, Limited; Frank D. Law, Toronto, Vice President, also President and general manager of the Oak Tire & Rubber Co., Ltd.; Joseph M. Bullen, Toronto, Secretary, barrister with McMaster, Montgomery, Fluery, Bullen and Steel; Douglas S. Murray, Toronto, Vice President and general manager of the Murray Printing Co. Ltd., of Canada; and William N. Stock, wholesale Jeweler, Toronto are directors.

The trade will note that none of the promoters of the Roly-Redy Stores, Limited, are grocers and apparently have had no training whatever in the business.

Silverwood's Plan For Extension In Chatham

London, Ont.—Important plans for the extension, involving the expenditure of more than $100,000, are under consideration by Silverwoods Limited of London, Ont. President A. E. Silverwood stated to Canadian Grocer that plans will be prepared immediately for a branch plant at Chatham, Ont., where ice cream for the district will be manufactured. In addition it is proposed to install ice making equipment by which a supply of pure ice for domestic purposes can be made for citizens. Work on this plant Mr. Silverwood expects will commence in the spring. A number of Chatham business men have interested themselves in the proposition regarding it in the light of a new industry for the city and will subscribe about half of the money required.

In addition to the Chatham project, Mr. Silverwood stated that the location of a number of branches in the district will be considered. One reason for this he pointed out is the high freight rates. By manfacturing at several points this large expenditure will be saved and production and selling costs materially reduced.

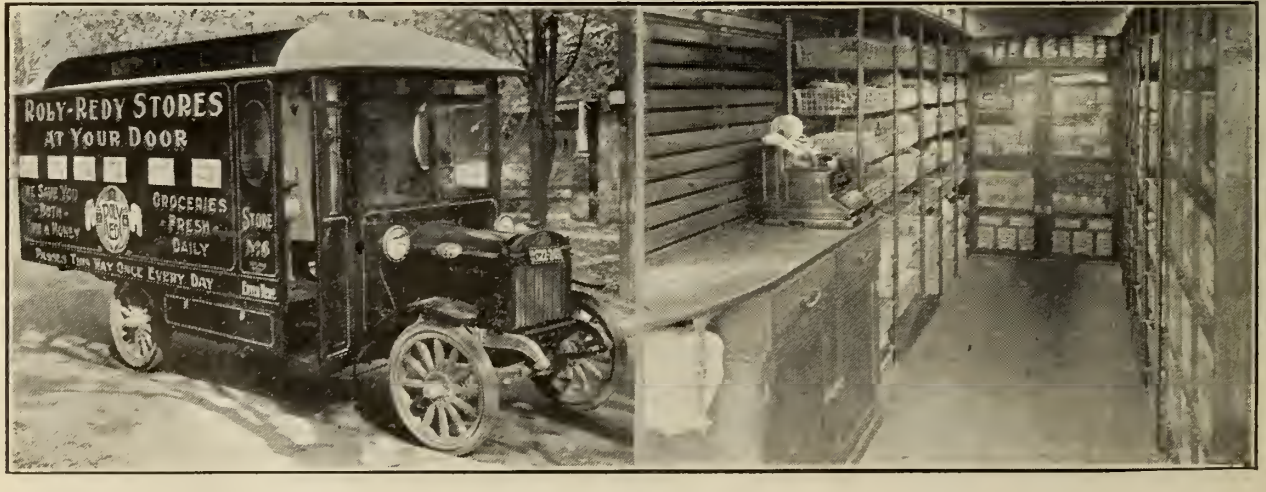
R.M.A. Is Active In Prosecution Of False Advertising

Brockville, Nov. 8—At a recent meeting of the Retail Merchants' Association held the other evening only a small representation was present on account of the Made-in-France train being in town.

George A. Wright, president of the asssociation, was chairman of the meeting which was addressed by Henry Watters, Ottawa, president of the eastern division of the Retail Merchants' Association; J. C. Campbell, secretary, and Norman Jones, Toronto, of the insurance department of the association.

In his address President Watters dealt at length with the Winnipeg convention of the Association, illustrating the numerous helpful matters brought before the members. Mr. Watters made a strong plea for the betterment of working conditions for the employees and spoke of the many ways closer co-operation between employers and employees can be brought about. He also spoke of the recent classification of merchants for taxation purposes.

J. C. Campbell dealt with the legislative questions that have arisen during the past few months in relation to the retail trade.



Roley-Redy Stores now operating in Toronto. It is the plan of the company to operate forty of these stores throughout the city. The photo on the left shows the exterior of the store on wheels and on the right, the interior.

Finds Candy a Good Selling Line

It is Necessary to Develop All Side Lines in the Face of Keen Competition These Days, According to H. Saward, of the Quality Grocery, Bloor Street W., Toronto

"COMPETITION is becoming very keen and I find it almost necessary to develop all side lines to the utmost in order to keep up turnover," remarked H. Soward of the Quality Grocery, Bloor St. West, Toronto, recently to a representative of Canadian Grocer. "Candy is a very profitable and a good selling line for any grocery store. It must be handled, however, in the right manner if good results are to be obtained. Attractive displays both in the store and in the window are the principal features, which of course go hand in hand with bright fresh stock in building up a candy trade."

The illustration of the window display of candy reproduced below is one of many submitted in the recent Canadian Grocer competition for the best display of candy either in the store or window during Candy Day, Oct. 8 last. It was dressed by Mr. Soward, Jr., of The Quality Grocery and in the opinion of the judges was the best display submitted both from a selling point and for its attractive arrangement.

How the Window Was Decorated

The floor of the window was covered with blue crepe paper with the background composed of blue and orange colored crepe paper. The round trays containing candy noticed near the front of the window, were also covered with crepe paper, while the back part was slightly raised to show more prominently the big special of the day. The blue and orange color combination was also carried out in the show cards and price tickets.

"Our usual Saturday candy sales run between $25 and $30 but the sales for Candy Day amounted to $45," remarked Mr. Soward in commenting on business for that day. "I consider this showing very good, considering the inclemency of the weather and the fact that the average price of candy sold that day was only 35c per lb. The important result of our display, however, was its value as a drawing card for extra business in grocery lines. It takes a crowd to draw a crowd and this was clearly demonstrated Saturday evening from the number of people always in the store attracted by the crowd looking in the window and standing around the candy cases."

"The total sales in all lines on Candy Day were well above a regular Saturday business," continued Mr. Soward. "This nice increase I attribute to the appetizing appeal of our candy window which brought the people to our store."

Illustrating a window display of candy put in by The Quality Grocery, Bloor Street West, Toronto, and winner of Canadian Grocer special prize of $10 for the best display of candy on Candy Day.

R.M.A. Officers Address Merchants In Brockville

The matter of fraudulent advertising is being prosecuted with increasing vigor by the Retail Merchants' Association of Canada. Legislation has recently been enacted and came into operation recently, whereby the prosecution of fraudulent advertisers now rests with the officers of the Crown. Formerly, this had to be undertaken by the Association and was a very expensive matter. As the law stands now, information may be laid by anyone against the writer of an advertisement that is believed to be fraudulent and it is incumbent upon the County Crown Attorney to go ahead with the prosecution

What the Provincial office asks, however, is that retail merchants throughout the province co-operate with their office to the fullest possible extent in this matter. They want, wherever possible, to take from the shoulders of the individual merchant the responsibility of laying this information. The Provincial office is ready and willing and eager to go ahead wth these prosecutions.

If merchants, therefore, will communicate with the provincial office as quickly as possible when they have reason to believe that fradulent advertising is being done, steps will be taken immediately to bring the case within the courts.

If, for instance, a merchant believes that there is fraudulent advertising in the statement printed in the daily press that a certain thing worth so much is being offered for so much, or that with a certain purchase a premium is being given away that is valued at so much, he is asked to either wire or telephone the provincial office, setting before them the facts in the case. A provincial officer will then take complete charge of the case and will take such steps as are necessary to prove that the advertising, in the first place, is fraudulent; and, in the second place, to get the case before the courts.

May Change Prosecuting Officer

There may be cases where the prosecuting officer or the magistrate might prefer not to act in the case; in such cases, provision is made for the selection of other officers. It is hoped, in this way, to overcome any local difficulty in the strict enforcement of the law.

Merchants of Prince George, B.C., Organize R.M.A. to Fight "Dead Beats" in the Town

Expect to Affiliate with the National Organization—One Result of the New Association is that Credit is Already Being Curtailed in the Town, To the Advantage of All the Merchants

PRINCE GEORGE, B. C.—"When the merchants get hysterical in their efforts to get business from competitors, the "dead-beat" must chuckle to himself," said C. C. Reid, grocer in Prince George, to a representative of Canadian Grocer recently. "When we were all fighting, during the last few years, for the decreasing volume of local business after construction, the temptation to give credit was too great for us, and consequently we gave more credit than we would have done had competition for the business not been quite so keen. Now we are curtailing the credit business as fast as we can, all realizing that the dead-beats were playing us one against the other, and we were all losing money. We have now organized a local Retail Merchants' Association, and will, I expect, soon affiliate ourselves with the large national organization. The credit rating bureau is the most valuable thing to us, and we should have had it a few years ago."

The credit business has many followers in the Northern Interior of British Columbia, but one would hardly call the followers "devotees."

"I carried a railroad man all during the summer of 1920," said Mr. Reid. He was out of work. Then in the fall, he got started at over $200 per month. Did he start at once to pay me? He did not. What he did do was to raise his standard of living to the limit, and when he quit me and started dealing elsewhere, his excuse was, "that he thought my prices were higher than they should be."

"What about the garnishee?" the writer asked.

What The Garnishee Does

"If a railroad man is garnisheed for a bill, the other railroad men institute an unofficial boycott of that store, and a merchant hesitates a long time before taking action," said Mr. Reid. "The merchant is in the same case in regard to his delinquent customers among those taking up land under the Soldier Settlement scheme. The hardware man, the implement dealer, the seed merchant, in fact every one is protected but the grocer. It is of course impossible to put a lien on groceries. When they are gone—so is the recollection of their purchase, in some cases. There is no use the trade papers or the financial papers telling the retailer to take his losses," said Mr. Reid with a smile. "His credit customers will see that he takes them all right."

How Fruit Men Can Help

Mr. Reid suggested to Canadian Grocer, that the wholesale fruit firm which could give the dealer advice in advance of just what shipment they are making him, what is short or what is added, and give him time to get his advertising out, would make a decided hit with the dealer. At present, the shipments may not be made as ordered and the dealer will, as frequently happened in Prince George, go to the expense of advertising his fruit, and have nothing to sell, to the disappointment and vexation of the customers.

Windows That Are Revenue Producers

London, Ont.—John Diprose has two unusually attractive windows this week that are proving business producers. One is a solid display of grape fruit, each fruit being carefully wrapped in white paper. Care has been taken to keep the lines straight by having the grapefruit all of uniform size and with price cards at prominent points the display is one that immediately attracts and holds attention.

In the opposite window seasonable fruits and vegetables are shown. Each is in its own basket and each has its own price card. Everything shown is carefully selected and spotlessly clean and by careful arrangement each basket stands out strikingly.

Special attention has been given to keeping the windows well lighted with the result that they have been producing business long after the store was closed.

Account Register Is Valuable Aid To Bookkeeping

In looking after his accounts, Archie Tait, grocer, Bowmanville, Ont., has for many years used an account register. He points out this is a valuable aid to bookkeeping. He has some 250 accounts on his books and states that when he closes at 6.30 each night he knows exactly what each family owes him. The totals are carried forward and included in each new bill that goes out. One of the big features he says, is that there is no overtime work in straightening out the books.

In order to make sure that the figures are all accurate, he has a young lady clerk go over each customer's counter check book every morning. She makes sure that the proper totals are carried forward from the previous order and that additions are made correctly. She puts her O. K. on each and if a customer has not purchased anything the previous day, she doesn't have to inspect the account. The "O. K." shows it has already been checked.

"This saves a great deal of dissatisfaction on the part of the customers," Mr. Tait told Canadian Grocer. "We occasionally find mistakes are made against the customer and I always take the first opportunity to either call her up or send her a new bill with the correct amount. Some people you know are suspicious and think you have made a mistake on purpose. This system shows that this does not apply to us so I do not think we have ever lost a customer by a mistake on the invoice. When the account is made out against us we point it out to the customer and it is invariably accepted without question."

Selling Sugar At Two Pounds For Fifteen Cents

Montreal. (Special.)—The F. W. Woolworth Company, who own the 5c, 10c and 15c stores throughout the country, are selling grocery lines. Throughout Montreal last week they were selling granulated sugar at two pounds for 15 cents. This price, as all grocers know, is below the price that the retail grocer has to pay for his sugar, and for that reason he is absolutely unable to compete with these chain stores that cover the eastern part of Canada. The question now is: Where are they buying the sugar? Montreal refiners deny all knowledge of the sales to this company. Grocers throughout the city are more or less stunned by the announcement of this price and some are quoting the price of 8 cents a pound to tbe public as an inducement to come to their store. Even at this price the grocer is losing money and it is almost foolhardy to try to compete with such a price.

Not only are they handling sugar, but they are carrying other lines such as cleaners, soap and biscuits, which are the legitimate grocery lines. This chain of 5c, 10c and 15c stores is becoming a serious competition to the grocery business in the larger cities and as it is evident that they have designs on grocery lines, the grocer should keep his eye on their encroachments and endeavor to compete with them, not in price, but in service and quality.

The will of the late Joseph Armstrong Tilton, St. John, N. B., well known to the grocery trade in the Maritime Provinces, who died suddenly in Toronto, while on a business trip, was admitted to probate recently. The estimate was probated at $159,000. John A. Tilton and the Eastern Trust Co., are executors.

Window displays are a regular feature in the store of T. F. Fortune and Son, in Sydney, N.S.—The above illustration shows how fruits and vegetables were displayed recently.

Windows are Worth $100 a Month

T. F. Fortune & Son, Sydney, N.S., Declare the Windows in Their Store are the Greatest Asset in Getting and Holding New Trade —Windows Are Changed Twice Each Week

By Special Correspondent Canadian Grocer

SYDNEY, N. S.—T. F. Fortune & Son, grocers, Sydney, N. S., have perhaps the only lady in the Maritime provinces supervising the dressing of their window displays but the lady in question is getting some splendid results from her work. It has always been Mr. Fortune's belief that the windows in his store are the best asset he has in getting and holding new trade, and at the present time this man claims that his windows are worth at least one hundred dollars per month in profit.

Refer To The Window

The lady doing this work for the Fortune store is Miss Gillis, a young lady clerk who has been with Mr. Fortune several years. When asked by a representative of Canadian Grocer if he thought that the customers of his store paid any particular attention to the window displays, Mr. Fortune, said he knew they did, for this is practically the only advertising he does and whenever the window display is changed, customers, who never come into the store for their goods but order everything by 'phone, ask for "such and such a thing, like you had in your window last night," to be sent in the regular order. The store is always kept lighted at night and it is not unusual for cars to stop at the curb and look at the display. The above display is not as good as the variety of fruit is limited compared to what it was a few weeks ago, but this by no means stops the efforts along these lines, as vegetables are now worked in and the results are good.

Price Cards Essential

Mr. Fortune is a great believer in putting cards and price tickets on the goods in the window display. This he claims shows the people that you are not afraid of your prices and that there is one price to all. The cards are changed with the window twice each week and to the passerby they always present a new appearance. The cards are written by Mr. Fortune and he makes it a policy to word the cards as attractively as possible. These cards he claims are also a good means of holding the attention. These windows are without doubt the best dressed windows of any grocery store in the city and many nice compliments have been passed by competitors.

The Effect on the Man on the Street

Mr. Fortune is of the belief that many merchants in dressing their windows don't stop to think what the effect of the display is to the man on the street but just look at it from the angle at which they are dressing it, never going outside to see if the display balances. When Miss Gillis starts in to dress the window she lays all the goods in the window roughly, then goes outside to see how the effect will look from the street. Before she has completed the work she has made a number of studies from the outside to see that she has got the best result.

Attractive Interior Too

In addition to window display Mr. Fortune believes that store equipment and an attractive interior plays a big part. The clean, white enamel finish of the store assures one that this idea is carried out. Several times a year the goods are all taken off the shelves and a general scouring indulged in. This is necessary if the store is to always present a nice fresh odor. The labor saving devices and modern equipment in this store are the most up-to-date, and they have fully warranted the cost of installing, in the opinion of Mr. Fortune. Saving time is the most important thing in the grocery business, and this is exactly what modern equipment does, in addition to keeping everything clean and fresh.

65 Per Cent. Credit

The credit acounts in the store exceed sixty-five per cent. of the turnover, yet there are practically no losses, one half per cent being sufficient to cover all. The poor class of customers has been gradually eliminated from this store and for a new resident to obtain credit here it is necessary for Mr. Fortune to find out all the particulars about them and if this cannot be obtained the credit is refused. Mr. Fortune believes that there is too much laxness in the selection of credit customers by the merchants in the lower provinces. He believes that there is no one to blame but themselves for the large losses that are sustained by some of them through this department. An account register is used in this store for the filing of all accounts, and when asked his opinion of this method, Mr Fortune said, "I would rather go out of business than go back to the old system. It is the greatest thing ever invented," he added.

Sell Vegetables By Weight

All vegetables are sold by weight and in the opinion of this man cannot be sold satisfactorily any other way. Some people try to sell cabbages by just guessing at them and they make a fair return on the cost, but the consumer

(Continued on page 34)

Grapes are Propagated by "Cuttings"

These Cuttings Taken From the Vines in the Summer Are Tied In Bundles and Buried in the Dirt With the Big Ends Up—This Prevents Them From Growing Until it is Time to Plant Them in the Spring.

(FIFTH LETTER OF SERIES)

Mr. Earnest Groceryman,
Back East.

Dear Earnest,—

IN the old days all of the irrigation in the California raisin fields was done by what we call gravity water. By this I mean that we diverted the water from the rivers, a little way up in the hills, into big canals. These canals distributed the water to different parts of the Valley and finally smaller ditches carried it to each man's ranch. That is the way I get my water. Lately—that is within the past few years—as I have suggested to you before, there have been several big projects completed up in the mountains to develop electricity by the use of water power. They distribute the "juice" to almost all parts of the valley now, so we have most all the comforts of home, even though Sue does insist on keeping things confounded clean with that vacuum cleaner. It gets to be the limit of laziness, though, when those boys of ours will use the darned thing to dust their clothes with instead of the old whisk broom which was made for that purpose. It gave me a shock the first time I saw Bill hook up the carpet sweeper and run it up and down Harry's back on Wednesday night when they were getting ready to go out calling.

Electric Power For Irrigation

Sue has about almost everything electrical that is to be had, but the really big thing electricity has done for this country is to furnish power for pumping irrigation water out of the ground. That is the big reason why there is so much planting going on in different parts of the country right now. We have found out that we do not have to depend entirely on gravity water for irrigation but can go out and drill a well, put a centrfugal or turbine pump on it, hitch the thing up to an electric motor and turn a switch, and we can just pull barrels of water right out of the ground.

This kind of irrigation is really handier than the old way when you were contnually scrapping with the fellow further up the ditch who might come out and start to irrigate when you had just nicely gotten started and swipe all of your water. Of course there are ditch regulations but these don't always work out just as they should. When they don't are the only times Sue threatens to get a divorce. She says life is too short to live with a grouch and I have to agree with her.

I supose you are wondering how we plant the seed to grow grape vines. If you are, the joke is on you. You would be like the guy who tried to draw a straight line straighter and make a circle a little rounder. You remember the old story we used to tell in school about a guinea pig's eyes dropping out if you should pick it up by its tail. The brutes haven't any tail. Here is a new one. If you plant the seeds of Thompsons, they will grow jelly beans. Thompsons have no seeds is the reason.

Illustrating the system of irrigation in a muscatel vineyard in California.

No Earnest, we don't plant grape seeds at all. We use what are known as "cuttings". We take a chunk of cane or runner that grows during the summer. You know these canes have joints that look something like the joints on a bamboo fishing pole, only the joints are not quite so far apart. Bill says the Professor up at the College calls these joints "nodes" and the space between "internode!" Well, to get this thing correct, we take a piece of cane about 16 inches long and on the big end we cut it close to the node and on the other end we make the cut about an inch or so above the node. These things are called "cuttings." It always happens that no matter what kind of a vine the cutting was taken from, when it grows it will produce the same kind of fruit that the parent vine did.

These cuttings are tied in bundles and burried in the dirt somewhere with the big ends up. This is to prevent them from growing until it is time to plant them in the spring. The moist dirt keeps them at an even temperature and prevents them from drying out. When the spring comes they are taken up again and planted in what is known as the nursery row.

Cuttings Planted in Nursery Row

Now, just because I am talking about a nursery is no reason for you to begin to grin. I can almost see the corners of your mouth starting out to see which can get back to your ears first. The nursery I am talking about is a place where small vines are grown. I am not talking about "kids" this time. These cuttings are put in rows about three feet apart, and they place a cutting

about every four inches in the row. After they are planted in the spring we give them a good soaking down with water and keep them cultivated, the same as they do corn back East, all summer long. The next winter they are called rooted vines.

The way these things grow is pretty interesting. It seems that the node which is above ground will start to grow leaves and the node which is under the ground will start to grow roots. That is, if you plant the cutting with the big end down. One old fellow some years ago planted a lot of his cuttings the wrong end up. I suppose he thought he could grow grapes like peanuts or sweet potatoes, but the darned things didn't grow at all. It seems like they have better than human intelligence.

How New Varieties Originate

Some places they do plant the seeds of the grapes which have seeds, but they are liable to have almost any kind of fruit on them when they start to bear. You simply can't depend on them coming true at all. This is the way lots of the new varieties originate, though.

This is about all of the information I have on this cutting business, and as this letter is getting a little long and Sue has made me promise to take her to the "movies" tonight, I guess I had better quit and mail this to you when I get in to the Post Office. If it doesn't reach you in good time you have my permission to "cuss" the new Post Master General. Good luck, Earnest.

Sincerely yours,

F. K. Howard.

Clerk Must Know Goods If He is to Successfully Sell Them

By Thos. K. Kelly

WHEN all is said and done, the gospel of life is the gospel of work. You have never found a lazy man a genius, because if he were an idler he would not be a genius. That is the reason why I work as hard to-day as I did when I worked in a general store from six a.m to nine p.m., six days a week and cleaned horses and washed wagons after church on Sundays, thirty-five years ago for $1.50 a week.

I realized and appreciated what my boss was doing for me—teaching me to work and think and that this would be the means in future years of keeping the "wolf from the door."

That was the definite reason why I put the best of me into it. I never assume that because I now happen to be the President of the T. K. Kelly Sales System that it will automatically prosper because of its big reputation. My whole attitude toward it is that it must "get over" and that only can be done through hard work and applying the "Golden Rule."

Careless After Success

I have known business men who became careless after a first success, because they felt that their reputation could carry the overhead burden of unsatisfactory service but that burden is always excessive, and in the end they go into discard unless they get back to the faith, enthusiasm and determination that marked their earlier efforts, before it is too late.

The moment a man slacks up in his sincerity, or thinks that he can afford to be slipshod, he sounds his own doom.

In years to come, we'll all feel grateful for the experience we have had the last year, regardless of how detrimental it has been, because conditions are such now that we must work and think and the man who does both is bound to prosper. But, if he works and doesn't think, he'll not reach the goal or, if he thinks and doesn't work he will not accomplish much.

Theory won't go today. The public wants facts quoted in reliable, easy to understand English. That is why advertisements should be written in modern language. That is why they should be written by a man who knows the goods and not by a mere academic word coiner.

Have Truthful Advertisements

A good plan to follow when buying merchandise is to make sure of having truthful advertisements and to advise your clerks to make a list of the chief points of quality and style at the time of purchase from the jobber or manufacturer. This list should be passed on to the advertisement writer. Then your advertisement writer can write intelligent and descriptive advertisements—as describing your merchandise correctly is very important.

Also—how can you expect your clerks to sell goods if they do not thoroughly understand their stock? It is your chief duty as owner of your store, to educate your clerks regarding the quality and style of nearly every article in your store.

In fact first sell yourself your merchandise. Then sell your clerks 100%.

The first thing I do each morning upon arising is to impress myself anew with a greater sincerity and faith in my business, as well as to determine daily for its greater and steadier improvement. Primed to the core with this realization that I have the biggest and best business in the world, I cannot help but pass my enthusiasm, my loyalty, my faith, yes in fact, my deep affection for my work on to my fellow co-workers, associates and employees.

The Meaning of "Selling Himself"

This, in terms of the vernacular, is what a salesman means by "selling himself" first, then his customer, and it is this, my dear merchants, that I bid you do—sell yourself and do it strong, as to the merits of your store and stock. Then you can and will surely in turn, sell your clerks, your customers and all with whom you come in contact.

I regard our early moring meetings as the barometers of the day's happenings, virtually the pendulum upon which swings the enthusiasm and loyalty and unbounded efforts of all my employees in starting their day's work right.

It is this custom I would like to pass on to you. Try it out at your store—not once a week or bi-monthly; but give it an honest-to-goodness fair trial daily for 30 consecutive working days.

Assemble your clerks promptly at 8 a.m. in your office or the rear part of your store; having previously prepared yourself thoroughly the night before on the points you wish to impress. Take for instance, a sample garment or yardage from three or four of your slowest selling lines in the store. Look at them carefully yourself from all angles; their beauty; their style; their durability; excellent wearing qualities; splendid value embodied therein, etc., and when you have thoroughly sold yourself, start right in with dynamic force to sell your clerks. In this way you can eliminate from your stock rooms and also from the vocabulary of your salespeople, the very term of slow movers as applied to anything specific in stock.

Pass On Information

Then for instance, take your new stock as it comes in from the jobbers. Has it been your custom in the past to delegate the task of unpacking, sorting, pricing and assembling this on your shelves without a word of detailed information to your salespeople as to the relative merits of same?

If so, I beg of you, stop this custom at once! When you are expecting consignments of new merchandise—be the articles great or small, assemble your sales force in advance of the goods' arrival, and elaborate at length and in detail to them upon the reliability of the makers of the goods, the class of stores handling the same brand; the great values therein, and advance style, the beauty of texture, or any one of the 100 per cent. good, impressive salesmanship points which they in turn can, should, and must pass on to their customers.

Because in 90 per cent. of the cases, customers in entering your stores have not in advance, centred their minds on specific goods; but particular brands of goods you carry that they want and need and must have.

Seventy-five per cent. of salesmanship is a thorough knowledge of the product you are trying to sell and the other 25 per cent. is not to follow the same plan in selling Mr. A. that you would in selling Mr. B., for they represent two opposite and diverse types of men.

In other words don't deal in generalities but study the personality of your customer, his likes; his whims; his soft-side; yes even in fact his grouches—for if you listen closely to his opening requests he'll usually give you a key-note to his preferences.

What is Your Cash Handling System?

Inquiry re Cash Handling and Accounting Leads to Interesting Discussion and Some Suggestions are Made to Merchants on This Subject of Cash Handling

By HENRY JOHNSON, Jr.

MANY must ask themselves the questions this man asks me. Perhaps the correspondence will be as instructive as any other discussion might prove to be. It begins:—

August 27.

Dear Sir:—I am a reader of Canadian Grocer. Have noticed several of your writings wherein you appear to understand the store business quite capable of giving good advice. I own and operate a general merchandise business in a town of 500 people having a good farm trade. There have been two other stores of same kind here. I have just bought out one of these and expect there will be only two stores in town hereafter. Last year's sales from my business and the one just bought will total $135,000. My store room is 45 x 65 with a good front. I am thinking of installing a cash carrying system and keep a girl to handle the cash and keep the books; but not know if this business is large enough to support anything of this nature. Think I can hold enough of the business taken over to total one hundred to one hundred fifteen thousand. Which would be the most modern, safest and most inexpensive in a business of that size: a cash register, or the system which I speak of? There will be six persons handling cash—maybe more. There will be practically no credit business, only about twenty railroad employees accounts which will be paid every fifteen days. How much does a system of this kind cost, and can a clerk handle customers faster by the use of a cash register than otherwise?

Yours very truly

My answer:

Of course your business is plenty large enough to employ a very good cashier and bookkeeper, regardless of the extent of your credit business. You need an efficient bookkeeping system. This does not mean that it must be elaborate for in a cash business it can be very simple; but with your kind of business it will be easy to have a system which will show you every day practically just where you stand.

Make the Arrangement Practicable

I suggest a cashier in an office right in the middle of your store, just where you otherwise would have placed your register. Get a good, up-to-date check-printing cash register with two drawers: one for the cashier and the other for whoever relieves her at lunch and in the evening. Let nobody operate or have access to the register except those two.

This will make the cashier as accessible as a multi-drawer register would be and it has many special advantages. First, only one person will handle the cash. Women cashiers generally are more satisfactory than men because naturally more conscientious and more honest—especially country girls.

Second, this gives you only one person to talk with about your cash—one who is responsible. Third, she can keep your books, check invoices, keep cost records, figure discounts, fill out checks for your signature, handle your mail. In fact, she will do all your detailed office work, leaving you free to be where you rightly belong—out on the floor, among your customers, meeting them daily.

A multi-drawer register would cost you much more and you would not have much after all. Any thief can beat a register. He may not get away with it for long, but while he does, he can use a lot of money. Then you are never sure what leaks you are sustaining. In event of little shortages or overages adjustment is difficult, yet it is said among experienced men that if a register comes out "right" every time, it is a sure sign that the operator is dishonest.

But the plan of having one central register, operated by a cashier, is used successfully by many progressive merchants. Many use the checks it prints not only for advertising but as a check on the help. One I know has a sign up which reads:

"We will pay $1.00 to anybody who can buy goods in this store and get out without a cash register check."

In case a customer buys as little as a penny stick of candy and the clerk thinks it too small to ring up, or otherwise disposes of the cent, the customer can go to the boss and get the dollar reward. The dollar is taken from the pay envelop of the man who failed to ring the register. The "mistake" does not occur again. Also, having all customers alert and watchful is in itself a great safeguard against thieves within your force.

Always Know What You Are Doing

In any event, do not run your business without knowing exactly where you are going. You may have got by so far, but with an expanding business you not only can afford the department I suggest but you cannot afford not to install it.

Next letter is dated September 20, as follows:

Dear Sir:—Wish to thank you for information. You suggest locating cashier in the center of the store, but do not say whether you favor a system of carrying the cash or whether each clerk approaches the cashier for change. Which is the more practical and modern? It appears that a cash carrying system would be a great saver of time as well as more convenient. In regard to bookkeeping: does every bookkeeper have the same system of bookkeeping for every kind of business, or are there systems that are simple and thorough that would cover a business of this nature in detail? If so, could you furnish us an outline or advise where we could obtain the same? I am enclosing a letter received this morning. I have no intention of investing in anything of this kind, but would like to have your opinion.

Yours very truly

The letter he sent was from a man who wanted to install a service at a cost of some $300 or $400 and his expenses to go and come; and I did not blame my friend for not falling. I wrote him:

Answering yours of September 20, I may say that almost every man who starts keeping any kind of books makes some changes in almost any system with which he may begin. I know that was my own case. After considerable time I developed a system which was exceedingly simple and yet was in every way efficient for a business up to quarter or half million a year.

Years ago I taught the principles of it to a young man who since then has elaborated it and I believe patented a system which embodies practically all the main points of my own. I know that my little ledger contained only 136 pages and in it were entered the controlling figures from August, 1897, to December 31, 1914, and then there was room for ten years more records. That may indicate how compact it was—yet it gave me all the details I needed to know where I was at.

Where to Get a Good System

If you write to Canadian Grocer the editor will put you in touch with somebody who can guide you in the installation of such as you may require; but let me give you this caution:

To the beginner, all systems seem too complicated and unnecessarily elaborate. He sees all the books, all the controlling accounts, all the indexes and paged guides; and immediately has a vision of standing over the desk late into the night working "to keep up a set of books." Right off he is apt to decide that "that's too complicated for me" and bounce the instructor.

But with very little practical experience, one learns that he does not handle all those accounts daily. In fact, the work is done with very few accounts, most of them being used only infre-

quently and not together. Bookkeeping is not only easy, but it is time-saving and it gets to be fascinating as the entries and figures take on life through becoming familiar with their daily messages—barometers of your business.

I did omit mention of the cash carrier system when I indicated the location for your cashier because I had in mind your expressed preference for a centrally located register. Such register must be in one place, probably with the minimum amount of travel. I therefore thought only of the cashier at her desk in the middle of the store.

But the installation of the carrier system would be fine anyway, and it does not alter any of the other plans. The cashier still will occupy her cage or desk and handle all the money. Many advantages will accrue from having a carrier system. One is the saving in time of everybody, for a clerk can turn and begin to wait on another customer while the change is coming back.

Another advantage is the greater distance between the clerks and cashier which will tend toward stricter discipline and better "tone" throughout the store. It will enable you to keep closer watch on what is going on in all parts of the store and to see how everybody keeps himself engaged.

Modern Conveniences Are Investments

All such contrivances, properly regarded, are not expenses but investments. Everything that enables the boss to shed detailed work, to be out on the floor to circulate personally among his customers, is worth all it costs and more. There can hardly be anybody whose presence behind his counter can be so valuable to the "old man" as himself. Usually he can wait on more trade than anybody, and certainly his customers like best to see him himself when they come in.

Old Country Visitor Former Canadian Boy

Reference was made in last week's issue to the visit to Canada now being made by Sir George Lawson Johnston, President of Bovril Limited. It is interesting to note further that Sir George spent ten years in Canada as a boy leaving in 1884 for London, England. He was an official under the Surveyor General of Supply in the war office London during the war. Last year he visited the continent of Europe and South America.

In an interview he said he had found considerable depression in every country visited and finds that each country thinks that they have all the trouble, and that the rest of the world is having more or less of a good time. His opinion is that Canada will get through its difficulties quicker than most of the other countries.

Sir George and Lady Johnson are returning to England next week. He is also director of Crosse & Blackwell, London, England, and called on their agents, Stewart Menzies & Co., as well as the Toronto Branch of Bovril Limited, when in Toronto.

FOOD BUILDING COMMENCED

Work has begun on the new Pure Food Building on the grounds of the Canadian National Exhibition, Toronto. If the contractors get some more good weather, they expect to have the roof on this fall. This will give an opportunity to plant the autumn bulbs that have decorated the fronts of the Exhibition buildings for so many years.

A Well arranged Window that won Much Favor in Addition to Possessing Selling Value

Window displays during the present season can always be made attractive with fruits and vegetables along with other lines.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

VOL. XXV. TORONTO, NOV. 11, 1921 NO. 45

The Sugar Situation

PRESENT estimates of the new European crop of sugar show a shortage of nearly one million tons in spite of the fact that the acreage planted this season was twenty per cent. greater than last year. Holland is said to be the only sugar producing country in Europe that will have a yield comparable with that of last year, and according to estimates, Holland, Belgium and Czecho-Slovakia are the only countries that will have any sugar for export, and their combined surplus will only be around 300,000 tons.

The expected gain in production from the increase in acreage was lost through the devastating effect of the drought and insect pest during the past summer. And even at the restricted rate of consumption which has been in effect during the present year, it is estimated that Europe will be required to import 2,000,000 tons between the present time and the beginning of the next harvest. In 1913 Europe's production of sugar was 8,000,000 tons. The coming crop is estimated at 3,912,500 tons or 4,087,500 tons below that of the pre-war period.

Cuba, which produces about one-fifth of the total world's supply of sugar will have a decrease this coming season of about 800,000 tons as compared with the last two campaigns. But the carry over from last season will no doubt be very heavy, probably 1,500,000 tons. What effect this will have upon prices is a matter of uncertainty as the financial difficulties in Cuba are such that it is doubtful whether the situation will warrant the carrying of this heavy tonnage into the next crop. The Cuban Finance Committee has been endeavoring to maintain a fairly high price which has attracted the competition of outside sugar, and at a price generally below the price of Cubans.

The bulk of these outside sugars are now practically cleaned up and sales of Cubans recently at the Committee's price have been heavier than for some time. But on the other hand, buyers of sugar are apparently loath to buy heavy futures, confining their purchases principally to current requirements. Even in view of the fact of the pending shortage in Europe, there is nothing at the moment that would indicate higher prices on sugar. But on the other hand, the world's purchasing power has considerably shrunk and there is reason to believe that sugar prices will be still lower.

Tact and Diplomacy

IN such a business as the grocery trade where the clerks are daily coming in contact with so many people of all classes and of all degrees of sensitiveness, it is essential as well as worth while for the salesman to study his customers and see to it that their feelings are in no way offended. Tact and diplomacy are at all times advisable. There is nothing so disastrous for a grocer as a clerk who is apt to offend a customer, or even one who is quick-tempered, since it must be admitted that patience is really a virtue in dealing with a certain class of customers.

The relation of an incident that occurred recently may serve to illustrate how careful a merchant must be.

A few days ago a Canadian Grocer representative was in a grocery store in which a special sale of canned goods was going on. The tins were offered at twenty cents each or two for thirty-five. A laborer, on his way home from the factory, dropped in to get a tin of the beans on sale. He seemed even apologetic for his appearance, when he approached the clerk and asked for a can of beans. The clerk quite properly tried to sell him two tins at the reduced price, but when the old man refused, the clerk remarked, "Oh, I guess pay day is too far away, eh?"

The old man made no reply but put the money for one tin on the counter and shoving his purchase into his overcoat pocket went out. The clerk had no intention of hurting a customer. In fact he really thought he was being funny. There were others in the store who noticed it and overheard the remark and it is safe to say that it did not help the clerk or the business any for it is doubtful if that man will ever patronize the store again.

The Latest Tax in B.C.

THE RETAIL merchants in British Columbia are putting up a most strenuous fight against the latest imposition threatening.

The proposal now is that the provincial government is about to impose a personal property tax for their revenue. The tax spoken of is one per cent.

If a merchant has a fifteen thousand dollar stock and twenty-five hundred dollars' worth of fixtures his little contribution to the municipal coffers will be a mere $175. This is not in lieu of any other tax but in addition thereto. The merchants maintain that this last imposition will be unbearable.

The government says the municipalities are clamouring for money and it has to be found somewhere. The retailers in British Columbia suggest a graduated income tax which will permit every citizen, no matter how low his salary, to pay something into the expense of government, and to collect all the taxes, federal, provincial and municipal, at the one time and with the one tax-collecting machinery.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Maritimes

The meat and grocery business formerly conducted by Nelson & Scott, Springfield, N. S., has lately been changed over to the management of Scott and Stonehouse.

R. Simonson, grocer in Picton, N. S., is giving up business.

E. M. MacDonald has recently entered the grocery field in Picton, N. S.

Rowley & Walker are new entrants in the grocer and meat business in Amherst, N. S.

The Groceteria, Amherst N. S., have recently moved to a more central location in the town. They find this type of store must be where there is the largest transient population.

The Amherst N.S. brand of M.W.U., Co-Operative Stores has recently changed management and is now under the direction of Mrs. Johah. Mrs. Johah is the first woman to have charge of any of the thirty-two stores operated by this organization.

Quebec

Bovril Ltd., have commenced operations in their new Canadian factory at Montreal.

Guy Grummett, 57 Drummond Street, Montreal, reports that his grocery store was broken into the other night, and a quantity of merchandise was stolen.

J. E. Sansregret, a Montreal grocer who was recently elected to the aldermanic seat for his ward has been made "Council Leader" for the city. In this position Mr. Sansregret will have charge of all reports of the civic committees and will lay them before the alderman, with the responsibility of recommending them or opposing them as he sees fit to wield his influence in such a capacity.

Armand Chaput, manager of the wholesale grocery firm of L. Chaput Fils & Cie Ltee., left Montreal last Wednesday for New York where he boarded the S.S. Paris for France. Mr. Chaput is combining his holiday with a business trip and will be away three months, travelling through France and England.

Ontario

Frank Sweeting is managing the new Dominion Stores at 190 Locke St., Hamilton, Ont.

James Foley, grocer in St. Catherines, Ont., passed away the other day after a brief illness. He was a grocer on King Street for many years. He is survived by his wife.

A. D. Pleet, Ottawa, has sold to W. P. Averll.

James Watt, eldest surviving son of the late George Watt, and president of the Wholesale grocery firm of George Watt & Sons, Brantford, Ont., passed away last week. He was 75 years of age. His death followed a paralytic stroke.

V. S. Mather has started the North End grocery in Tilbury, Ont.

J. Shakespear has commenced business at John St., Weston, Ont.

L. C. Meinzing has opened a new Cash and Carry Grocery at Long Branch, Ont.

H. H. Oldway is now in business in Walter St., Port Hope, Ont.

The Campbell Cash and Carry Store has commenced business with a stock at Lake Shore Rd., New Toronto.

The general store of Herold Bros., Shakespeare, Ont., was broken into the other night and a large quantity of merchandise taken. The robbers secured a large supply of nearly everything carried in a general store, from tobacco to automobile tires.

Galt, Ont., is holding an Industrial Fair and business show of "made-in-Galt" products during the week of November 12 to 19.

The store of Harry H. Fearman Co., Hamilton, Ont., was entered the other evening and $63 in money was stolen. The money was all in small change. Nothing else was taken.

R. Bentley, North Bay, has discontinued.

E. Passmore & Co., North Bay, have opened for business.

Cecil English, who recently retired from business at Mooretown, Ont., has moved to Sarnia to live.

Everett Betts, who recently sold out his business at Clinton, Ont., has returned to his home in Ridgetown.

C. N. Perkins of the grocery department of the T. S. Ford Co., at Mitchell, Ont., is leaving for Oshawa, where he is going into business for himself.

Harvey and Harvey of Exeter, Ont., who recently bought the grocery business of the late James Gould, have appointed Walter Harness as manager of the store.

A. E. Silverwood, president of Silverwoods Limited, was chosen as a director, at the annual election of the Chamber of Commerce at London, Ont.

Howson and Howson, of Wingham, Ont., have sold their flour and feed business to John E. Homuth.

A. Baechler, grocer and confectioner, Tavistock, Ont., is dividing his store into two sections and will discontinue handling several lines.

At the annual meeting of the Ontario Commercial Travellers Association held in London on Saturday, E. N. Hannah of London was re-elected president by acclamation. Among the nominees for the board of directors are J. W. Kingswood of the Edward Adams Co., H. V. Kennedy of the D. S. Perrin Co., J. H. Laughton of the Canadian Bag Co., and D. S. McGugan of the I. K. L. Spice Co.

B. Morningstar has purchased the meat market of Percy W. Gregory at Arkona, Ont. Mr. Gregory is going to Forest to reside and will take a position in Gregory's Meat shop.

Miss G. Williams has joined the sales staff of the Robert Innes store at Hartford, Ont.

Work is in progress on a fine new store at Arkona, Ont., for Verne Huntley. It will include up-to-date confectionery department and ice cream parlour.

J. A. Geddes has taken over the grocery at Kincardine, Ont., until recently conducted by Alex. Bissett.

Harry Chadburne of Kingarf, Ont., who lost his buildings by fire some weeks ago moved this week into a fine new cement block store.

Work is in progress on a fine new front and interior alterations in the store of H. Rosser, 729 Richmond St., London, Ont.

Harry Horne, president of the Harry Horne Co., Toronto, has returned from a business trip to Western Canada. Mr. Horne states that he found conditions particularly good in British Columbia on account of the splendid fruit crop.

ONE TURNIP WEIGHS MORE THAN HALF A BUS. ORDINARY ONES

A great deal of interest is being taken by citizens of Charlottetown, P. E. I., in the turnip which is displayed by P. J. MacDonald a grocer there. This turnip weighs 28½ pounds or three and a half pounds more than a half bushel of them should weigh. This is claimed by farmers to be one of the biggest and best ever seen in that section of the country.

Montreal Wholesale Grocer Celebrates His Eightieth Birthday

Charles Chaput, of L. Chaput Fils & Cie, Ltee, Has Record of 65 Unbroken Years in One Concern, Is Still Actively Engaged in Business

Montreal, (Special)—Monday, November 14, marks the eightieth birthday of Charles Chaput, the senior member of the wholesale grocery firm of L. Chaput & Cie., Ltee., and father of the two men who are actively connected with the management of the business at the present time, Armand Chaput and Emile Chaput. Charles Chaput continues as president of the firm in an active capacity and each day finds him in his office still shouldering the burdens that go with the maintenance of such a business.

A Long Term of Service

With his eightieth birthday Mr. Chaput celebrates sixty-five years of service in the grocery business, and in all that time he has been with the one firm, the business which his father, the late Leandre Chaput, founded in Montreal in 1842. It is doubtful if any other business man in Canada has been for so many years actively connected with the one firm, for Mr. Chaput's sixty-five years in the grocery business is one long unbroken term of active work.

Began Early in Life

Charles Chaput was born in Montreal on November 14th, 1841 and when he was only one year of age his father entered the wholesale grocery business. At the age of sixteen, Charles joined his father's firm as a junior clerk and climbed through the different positions that give a man the understanding necessary to handle such a varied business. In 1875, upon the retirement of his father he became the head of the business which later became L. Chaput Fils & Cie., Ltee.

Still Maintains Position

Mr. Chaput still maintains his position as head of the firm and is a familiar figure about the offices and warehouses of the company. The business has of course branched out and its management now is under a number of different heads all of which are under the direct management of the two grandsons of Leandre Chaput who founded the business.

Courtesy of International Press.

CHARLES CHAPUT

Co-Operating With the Retailer In the Matter of Advertising

Manufacturers and Wholesalers are Anxious to Co-operate with Retailers in Advertising and Stimulating Sales—Little Ideas that Pay

THE other day a Canadian Grocer representative heard a retail grocer telling his wholesaler of a proposition he had for advertising. It was something about a series of letters that he was going to give out to all who came even near his store. Judging by the way the wholesaler, a man of no mean business foresight, viewed the method it must have been good, for on the spot the wholesaler offered to pay for the whole thing and asked that any time the grocer wanted to launch such a campaign, he would lay it before him and ask for his co-operation. This appears to be a very generous offer but it is true that few retail grocers realize how involved the wholesaler is in the success of the retail business and therefore how willing these big organizations are to help in any plan that will build up sales, particularly of specialty lines.

Little Ideas that Pay

One wholesaler told Canadian Grocer he was willing to help a grocer in any advertising program that he might adopt provided that he felt such advertising would stimulate the sale of any particular line or increase business in general. This same wholesaler said, "Every week we give a number of cases of canned goods, package goods, etc., to grocers who will open a can of peas and put them in a glass dish on the counter for samples for their customers, or a can of fruit or any specialty which he wishes to push. To such progressive grocers we are willing to give our best co-operation and even help them in the expense of the advertising they do. This we have found a splendid policy, for from past experience we know that it increases sales and when the grocer increases his business, we benefit and so we are willing to do all we can to help him."

Somebody Gets It

From this it is evident that some grocers are getting this help and there is no reason why more should not get it if they undertake to do a little specialty work and solicit the aid of the wholesalers and the manufacturers in doing it.

It is no secret that wholesalers and manufacturers are daily helping grocers throughout the country in their little advertising expenses. More grocers can get this co-operation and it only means a little planning and the solicitation of such help.

One good idea that worked was a plan a Montreal grocer adopted of printing on a circular along with other advertising matter a receipt for some dainty dish which can be made up out of specialties. He planned to have a new one each week and told his customers of his plan. For instance he got a good recipe for a fruit cake and in publishing it advertised a new line of package cut peel which he highly recommended. He then went to his wholesaler and asked him to help pay for the advertising he was doing. The wholesaler liked it so well that he offered to get the whole thing printed for him each week and all he needed to do was make up the copy and submit it.

New Secretary is Appointed for Quebec R.M.A.

Quebec, Nov. 8—The executive of the Quebec Retail Merchants' Association held a meeting the other day. At a general meeting of the local organization here recently it was decided to affiliate with the Retail Merchants' Association of Canada and the present executive was empowered to remain in office to settle up the business of the old association and to start the organization for the new one, and this until the election of officers which will take place in a few weeks.

In the meantime the organization of the new association will be carried on rapidly. The executive appointed J. A. Landriau, to the position of Secretary. He will give all his time to the interests of the new association. Mr. Landriau is well recommended as a very active man with a perfect knowledge of business and well versed in all questions pertaining to the interests of the retail merchants and the merchants consider him a very good choice for the important position entrusted to him.

WESTERN CANADA NEWS

J. E. Blackwell has opened a grocery store on Victoria Ave, E., Brandon, Man.

Johnsons Grocery 10th Ave., Brandon, Man., is succeeded by Good's Grocery. A. Good is proprietor. G. C. Weir, formerly with Vivian & Windle, wholesale grocers, Brandon, is in charge of the buying.

John H. Richdale has resigned the management of the retail grocery department of the Hudson Bay Co., Vancouver, to associate himself with Harold V. Pratt in the Harold V. Pratt Company of Canada, Ltd. 325 Railway Street, Vancouver. The Pratt Company have been appointed exclusive sales agents of Mackintosh's Toffee for the Dominion.

H. Beach, manager of the King-Beach Manufacturing Company at Mission City, B.C., since its founding, has severed his connection with the company. He leaves for a visit to his home in England in November. He expects to be back to the coast, where he will again make his home, early in the year. His plans for the future are not quite completed. Mr. Beach is an expert on jam manufacture.

Executive of the Sask. R.M.A. Wait On Government

Regina. Oct.—The meeting of the executive council of the Saskatchewan Retial Merchants' Association, was held here the other day. The executive meeting was held in Regina and in addition a meeting was held with the members of the government.

At this meeting, which was a very lengthy one, many proposals affecting the retail trade were brought to the attention of the government including the matter of peddlers' licences, which retailers contended should go to the municipalities from which they orginated, for the upbuilding of roads.

The marketing of meat came in for consideration. While no objection was raised to the bona fide farmer selling his meat by the quarter, exception was taken to the sale of meat in smaller quantities and by country butchers who evade licenses, and whose methods it was contended were not always wholesome.

The egg market question was brought up and it was asked to make railways responsible for egg breakages in transit.

Manitoba R.M.A Makes Proposal On Taxation

Winnipeg, Nov. 1—Complying with the request of Premier Norris of Manitoba that the Manitoba Board of the Retail Merchants' Association of Canada, present recommendations on taxation, a general conference of retail merchants from all parts of the Province was held and the following recommendations were compiled.These recommendations have now been submitted for the Government's consideration with the view of having the same adopted.

They are as follows:

1. That the present unfair system of assessing business on the basis of personal property and annual rental values be discontinued.

2. That the basis of taxation be as follows:

(a) That real property continue to be used as a basis for taxation. Land at value and buildings at two-thirds value in villages, towns and cities; land at value in rural municipalities.

(b) That there be included as a further basis of taxation the income derived from persons, property and business, excepting the income derived from the operation of land in rural municipalities of personal residing.

(c) That licenses be used as a basis for revenue in all cases where such is necessary to reach business of a temporary character.

(d) That the forms or returns for the income tax be filed with the Manitoba tax commission for uniform examination and check on behalf of the municipalities from which said returns are filed. Upon completion of such examination, the tax commission to forward to each municipality a roll showing the names and amounts to be collected for income tax by such municipality.

(e) That the provincial government be given a percentage of the income tax as an allowance for the service rendered in checking and examining returns and preparing rolls of income tax for the municipalities.

(f) That all taxes on real property and income be collected by the municipalities.

(g) The moneys required by the Provincial Government from each municipality be secured by the Provincial Government imposing the levy based upon an equalized assessment of the land and buildings of the municipalities of Manitoba.

WINNERS IN WINDOW DISPLAY CONTEST

Vancouver, B. C.—The following are the winners in the order named of the prizes for the best window displays of Borden Products held here recently:

J. D. Fraser, 402 Joyce Road; Model Grocery, 1122 Davie St.; J. W. Payne, 24th & Knight Road; Allisen Grocery 2300 Columbia Ave.; Q. & S. Grocery 2606 Granville St., and A. Frederickson, 4217 Main St.

POTATOES ARE EXEMPT FROM THE SALES TAX

Editor Canadian Grocer.—The sales Tax collector here claims that potatoes in car lots are subject to the Sales Tax. Is this correct?

Burkes Falls, Ont. D.S.L.

Answer—Potatoes come under the clause "farm products in their natural state" and are therefore exempt from the Sales Tax. Likewise all other products of the farm in the natural state are also exempt from the Tax.

Merchants Oppose Unlawful Pact Before the Courts

Montreal, Nov. 8.—The last meeting of the present Board of Directors of the Merchants' Association of Montreal was held at Room 808, Bank of Toronto Building, recently, W. A. Doig presiding. Nine new members to the Board have been elected. After a sharp discussion an important matter of policy was unanimously decided upon in connection with the attitude of the association towards offers of compromise by business houses, who find themselves in financial difficulties. The full machinery of the association will now be available to oppose illegitimate compromises before the court, even when the majority of creditors had accepted such compromises. Until now the association has not officially taken sides with either the majority or minority in such cases.

The manager is now authorized to take all steps necessary to reveal to the court facts which are against the letter and spirit of the Bankruptcy Act. Before the motion was carried some present were of the opinion that when members of the association were included amongst the minority as well as the majority, it would be difficult to take sides, but it was decided that the association must always officiate on the side of procedure in accordance with recognized business standards as well as follow the spirit of the Bankruptcy Act.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

Markets at Glance

REFINED sugar is unchanged but according to Government reports both the stocks of refined and raws in Canada are lower than they have been for several years. The feature of the raw market in New York during the week under review has been the scarcity of raws to such an extent that some of the American refiners were forced to close. Owing to the lack of offerings of uncontrolled sugars the Finance Committee sold some 300,000 bags at their price basis of 2½c cost and freight New York, to American refiners and also there was heavy buying reported for the United Kingdom at the same basis. Sales of full duty sugars were made to Canadian refiners at 2.30c c.i.f., which figures on a parity of 4.30c duty paid, which is a slightly higher figure than Cubans.

Cereals continue in an easy position with price reductions on rolled oats. Flour is also easy under influence of the wheat market while millfeeds are showing a better demand at unchanged quotations.

Canned goods are firmly held at unchanged quotations and there appears to be an improved demand. Sockeye salmon is practically cleaned up while other grades are held at firm prices.

The tea market continues to gain in strength as the reports of the lessened production come to hand, which shows a bigger decrease than at first estimated.

The coffee market continues strong in primary markets, but there is little change in spot conditions. Rices and dried fruits hold firm at unchanged quotations.

QUEBEC MARKETS

MONTREAL, November 9.—In general there is a firmer tone to the markets, with better buying all round. Sugar remains at the $8.00 basis. Molasses is advanced in price. Rice stands in a strong position with all influences tending towards a higher price. Teas are advanced by wholesalers and the future is strong. There is no change in coffee, but it too is strong. Spices are steady. Package goods are unchanged with a good movement and cereals show a decline in bulk rolled oats. Canned goods are firm at the initial quotations and some Canadian sardines are reduced in price. Onions continue to advance, but the potato market has taken a slump with big offerings on the market. Oranges of the smaller sizes are lower in price, but the demand is light. Cranberries are high in price and lemons are unchanged. The raisin market is strong with reports of a small crop as a result of weather conditions. There is no change in nuts.

LOWER PRICE ON ROLLED OATS

Montreal.

CEREALS:—Rolled oats in bulk declined in price and wholesalers are now quoting $3.10 a bag, a drop of 30c. Some manufacturers claim this is simply a result of price cutting and indicates nothing of the cost of manufacture. The market therefore is strong with a good demand despite this drop in price. White beans are down half a cent a pound to 5½ cents.

Rolled Oats, 90 lbs.	3 10
Pearl Hominy	3 25
Cornmeal, Gold Dust Brand	2 60
Graham Flour, 98 lbs.	7.65
New Buckwheat Flour	6 75
Pot Barley	5 25
Pearl Barley	5 25
Beans, Ont.	3.50
Do., Can.	3 30
Lima Beans	0 10
White beans	0 05½
Green peas, dried	0 03 0 05¾
Split peas	0 07

CANNED GOODS:—The market holds steady at the initial quotations on the new pack. The demand has been good since supplies held by the retailers were low and the consumption shows improvement. Canadian sardines, Brunswick Brand, are lower in price and are quoted at $4.90 a case, a decline of 20 cents.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips		4 25
Asparagus, imported (2½s)		6 00
Beans, golden wax	2 00	2 05
Do., Refugee	2 10	2 15
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.		1 60
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 45
Do., 2½s.	1 80	1 85
Do., gallons		6 25
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.		5 00
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s		3 25
Do. Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS

Apricots, 2½-lb. tins		4 50
Apples, 2½s, doz.	1 65	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	5 40	5 65
Currants black, 2s, doz.	4 00	4 05
Do., gals. doz.		18 50
Cherries, red, pitted, heavy syrup, doz., 1-lb.		3 20
Do., 2½-lb.		5 00
Do., 2-lb.		4 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
California Peaches—		
1s		2 90
2s		3 40
2½s		4 60
Peaches, heavy syrup—		
2-lb.		3 90
1-lb.		2 97½
Pears, 1s, Keiffer		2 45
Do., 2-lb.		4 00
Greengage Plums, heavy syrup	2 65	2 75
Lombard plums, heavy syrup, 2-lb.		2 40
JAMS—		
Strawberry, 16-oz.		3 75
Raspberry, 16-oz.		3 75
Black currant, 16-oz.		3 80
Orange marmalade		4 65

SMALL CROP OF RAISINS

Montreal.

DRIED FRUIT:—The feature of the dried fruit market is raisins. Weather reports from the raisin growing country show that there has been uncontrollable influences bearing on the production this year. The report states that only 15 per cent. of the average crop will be marketed or, will be fit to be marketed, this year. Heavy rains during August followed by a thunderstorm and much change in the temperature have not only retarded the drying and curing process but have spoiled a large part of the raisins during the curing process. Cluster raisins in particular have suffered and this year it is evident that there will be a scarcity for the Christmas trade. While the raisin market experienced an advance in price on the new crop the indications for the future are for a further advance. Thompson raisins are strong in price and in fact all grades will be at least very firm at present quota-

tions. There is a good supply of figs on the market.

Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		
Peaches (fancy)		0 28
Do., choice		0 25
Pears, choice		0 22
Do. fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)—		
Valencias	0 20	0 21
Sultana, unbleached,		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown		0 21
Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 oz.		0 27½
California Seedless, in bulk	0 18½	0 19
Cluster, 20 1-lb. pack.		5 60
Currants, loose		0 13½
Dates, Excelsior (36 10s), pkg.		5 50
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼'s, lb., 7 crown		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, 5 crown, 10 pounds	0 24	0 26
Do., 12 ounce packages		0 25
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), 22-lb. boxes, each		0 11
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 25
30-40s		0 19
40-50s		0 17
50-60s		0 13½
60-70s		0 12
70-80s		0 10½
80-90s		0 02½
90-100s		0 09

STRONG RICE FUTURE

Montreal.

RICE:—No change is recorded in the rice market at present but further strong tendencies are evident in view of the situation in India, and in Oriental countries where a big supply is obtained. The Carolina market is also stronger and indications point towards a stronger market in view of the fact that those most actively connected are buying more heavily and the banks are advancing money on the present value of rice. With the stronger market, buying has increased and a bigger consumption should follow.

Carolina, extra fancy		0 09
Do., fancy)		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Do., B., per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)	0 07	0 08
Do., (pearl)	0 07	0 08
Do., (flake)	0 07	0 08
Honduras		0 07
Siam		0 14½

NOTE—The rice market is subject to frequent changes.

SPICES UNCHANGED

Montreal.

SPICES:—The spice market is steady at quotations listed below and as dealers have supplies on hand with which to carry them for sometime the future of the market seems to be for a level price. The primary maket in some lines shows a stonger tendency but this will not directly affect the wholesale market since buying has been already accomplished.

Allspice	0 18	0 20
Cassia, pure	0 27	0 30
Cocoanut, 20 lb. pails, per lb.		0 46
Do., sweetened, lb.		0 36
Chicory (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 35
Pure, ground		0 35
Cream of tartar (French pure)	0 65	0 70
Do. American high test	0 75	0 80
Whole cloves		0 45
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 30
Do., 80, lb.		0 28
Do., 100, lb.		0 25
Do., ground, 1-lb. tins		0 30
Pepper, black		0 25
Do., white		0 33
Do., Cayenne	0 32	0 34
Do., tins, 2's		0 36
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do. package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

MOLASSES ADVANCED

Montreal.

MOLASSES:—The molasses market has taken a jump this week to a price of 76 cents in puncheons and 79c in barrels. In view of the fact that dealers have avoided stocking molasses in the past on account of the unsettled market and when the strength did come it found them with very light supplies on hand, the result is that the advance in the market is felt directly. There is no change in corn syrup prices.

Barbadoes Molasses—	Island of	Montreal
Puncheons		0 76
Barrels		0 79
Half barrels		0 81
Puncheons, outside city		0 73
Fancy Molasses (in tins)—		
16-oz. tins, 2 doz. case, per doz.		2 40
Barrels, about 700 lbs.		0 05½
Half barrels, about 350 lbs.		0 05¾
Quarter barrels, about 175 lbs.		0 06¼
2 gals., 25-lb. pails, each		2 00
3 gals., 38½-lb. pails, each		2 85
5 gal. 5-lb. pails, each		4 50
5-lb. tins, per case		4 70
10-lb. tins, per case		4 40
5-lb. tins, 1 doz. in case, case		5 30
10-lb. tins, ½ doz. in case, case		5 00

WALNUT PRICES HIGH

Montreal

NUTS:—There is no change in the nut market. Prices are steady with a strong tone, except in peanuts which have declined recently. Walnuts are very strong with a shortage but a replenishment is expected toward the end of the month. Almonds are in a little better supply but no easier prices are in sight.

Chestnuts (Italian)		0 18
Do., shelled		0 54
Almonds, Tarragona, per lb.	0 22	0 24
Valencia shelled almonds	0 48	0 50
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily), per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 18
Do., shelled, No. 1 Spanish		0 11½
Do., salted red		0 18
Do., shelled, No. 1 Virginia		0 13½
Peanuts (salted)—		
Fancy wholes, per lb.		0 36
Fancy splits, per lb.		0 31
Pecans, shelled	1 00	1 50
Walnuts Grenoble, in shell		0 33
Walnuts, Marbot	0 26	0 28
Do. new Naples		0 26
Do., shelled, Manchurian	0 50	0 55
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux shelled		0 90

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

PACKAGE GOODS STEADY

Montreal.

PACKAGE GOODS:—There is no change in the quotations on package goods. The market is steady with a good demand, particularly for cereals.

Breakfast food, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case	3 40	3 55
Cornmeal, yellow, 24s		2 85
Rolled oats, 20's		5 00
Rolled oats, 18's		2 00
Aluminum package, 20's		6 10
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs), case		3 50
Pancake flour, case		2 90
Do., self-raising, doz.		1 60
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s, case		6 50
Self-rising flour (3-lb. pkg.) doz.		2 44
Do., (6-lb pkg.) doz.		4 70
Do., buckwheat flour, per doz.		1 60
Corn starch (prepared)		0 09½
Corn starch, 1 lb. pkge.		0 08
Potato flour		0 12½
Pancake Flour (puffed rice) 24s		2 90
Flour, tapioca	0 15	0 16
Shredded Krumbles, 36s		4 85
Shredded Wheat		4 95
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¾
Celluloid starch, 45 pkgs., case		4 00
Malt Breakfast Food (36 pkgs.)		9 50
Quaker Two-Minute Oat Food		1 80
Macaroni. Quaker		2 25
Spaghetti, Quaker		2 25

HIGHER PRICES ON TEAS

Montreal.

TEAS:—The Tea market maintains its strength and it is evident that some prices quoted on the market are not as high as is warranted by conditions of the primary market and that certain advances will come to bring these prices up to the levels justified by the strength of the market. All influences bear towards a strong future for tea. Some wholesalers have advanced all prices on black Indian and Ceylon teas two cents a pound.

Ceylon and Indians—		
Pekoes	0 38	0 44
Broken Pekoes	0 40	0 48
Broken orange pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60

Above retail prices range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

SUGAR MARKET UNCHANGED

Montreal

SUGAR:—The sugar market to all outward appearances is steady. The raw market is also steady and so far as can be seen at present no change in price is expected.

Granulated sugar, per cwt.	8 00
Do., barrels	8 05
Granulated, gunnies, 20-5	8 40
Do., cases, 20-5 lb. cartons	8 60
Do., gunnies, 10-10	8 50
Do., cases, 50 2-lb. cartons	8 75
Yellow, light, per cwt.	7 60

ORANGES LOWER IN PRICE

Montreal.

FRUIT:—California valencia oranges in the smaller sizes are arriving on this market with a small demand and as a result prices are going lower. These sizes are now offered at $6.50 per case. Porto Rico grapefruit is also a little

easier in price but have a better demand. Lemons are unchanged. Today grapes are slightly higher in price.

FRUIT—In the fruit market there is

APPLES—		
Wealthy, per barrel	4 00	6 00
Hampers, per bushel	1 50	2 00
Baldwins	6 50	7 50
Fameuse	7 00	10 00
Calverts	4 00	00
Boxes, 175s, 216s	3 25	3 50
Bananas (as to grade) bunch	7 00	7 50
Cantaloupes, 36-54s		7 00
Lemons, 300-360s		4 50
Grape fruit, Porto Rico	4 50	5 00
Cal. Valencias	6 50	7 00
Do., Blood Oranges, half boxes		3 75
Tangerines		4 25
Malaga grapes, per crate		4 00
Tokay grapes, per crate		4 50
Blue and green grapes, per bas.	0 40	0 50
Keiffer Pears, bush. hampers		2 75

ONIONS STILL ADVANCE

Montreal.

VEGETABLES:—Onions continue to advance in price and it seems that with the shortage comes a keen demand. People seem to want them more when they are higher in price. Potatoes are still tumbling in value and they are being sold at around $1.10. Large offerings are on the market from both local and outside producers and a bountiful crop and a sluggish demand seem to be the reason. In all lines vegetables are in good supply but it may indicate that higher prices are ahead since many are disposing of what they have in their cellars so as not to have to carry them into the winter months.

New cabbage, local, doz.	0 60	0 75
Carrots, new, per bunch		0 35
Celery, per doz. bunches		0 75
Montreal cucumbers, per doz.		0 50
Horseradish lb.		0 60
Leeks, doz.		4 00
Mint		0 60
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green ,doz.		0 50
New potatoes, Mont. (90-lb. bag)	1 15	1 30 1 40
Do., sweet hamper		3 00
Spanish onions, per case		5 50
Turnips, per bag	0 75	1 00
Red onions, per crate	5 50	6 00
Texas Onions, per crate		3 50
Yellow onions, per cwt.		2 50
Cranberries, barrel		23 00

IMPORTED SOAPS HIGHER

Montreal

SOAPS:—Imported castile soap is advanced to $7.75 a case. Some adjustments are also made in Reckitt's Blue which advances all sizes to 27c per lb.

ONTARIO MARKETS

TORONTO, Nov. 9.—The cereal market has weaker tendencies with lower prices on rolled oats and beans. Primary coffee markets continue to show strength but there is little change in the local situation. New crop currants have arrived and offered at low prices as compared with last year. California raisins hold steady while Spanish Valencias are stronger at higher prices in primary markets. New golden Hallowee dates have arrived. Shelled nuts show no improvement and the small stocks available are held at high prices. Sugar is unchanged. Spices are steady under a good demand. The tea markets continue to grow in strength with prices in primary markets advancing. The potato market is in an easy position under heavy shipments during the week.

BEANS EASIER IN PRICE

Toronto.

BEANS.—The market is easier with quotations on Ontario No. 1 reduced to $3.15 per bushel. There are very few real hand picks offered but generally the samples of No. 1's are exceptionally good.

BEANS—		
Ontario hand picked, per bushel		4 00
Do., No. 1 lb. pickers, per bushel		3 15
Cal. Limas, per lb.	0 09	0 09½

CANNED GOODS STEADY

Toronto

CANNED GOODS. — There are no changes to report in canned goods this week. The situation is generally steady with good movement.

CANNED GOODS		
Sockeye 1s, doz.	5 35	5 60
Do., ½s, doz.		3 00
Alaska red, 1s		4 25
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 90
Pinks, 1s doz.		1 45
Lobster, ½-lb., doz.	3 75	4 15
Do., ¼-lb. tins	2 40	2 75
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	
Canned Vegetables —		
Tomatoes, 2½s, doz.		1 75
Do., Gal. No. 10 tins, doz.		5 95
Peas, standard, doz.		1 75
Do., Early June	2 00	2 15
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 10
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.		6 60
Canadian corn	1 40	1 50
Pumpkins, 2½s, doz.	1 50	1 60
Do., Gal., No. 10 tins, doz.		5 15
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s, doz.	3 40	4 25
Do., shredded, 2s, doz.	4 75	5 25
Do., sliced 2½s, doz.		4 25
Apples, gal., doz.		5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.		3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Do. Green Gage	3 25	3 40
Cherries, pitted H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Strawberry, 4s, each	0 90	0 95
Do., 16-oz., per doz.	3 75	4 60
Raspberry, 4s, each	0 90	0 94
Do., 16-oz., doz.	3 75	4 60

ROLLED OATS REDUCED

Toronto.

CEREALS. — The market continues with an easy tone under the reductions of last week. Rolled oats took another drop making present quotations $2.95 per bag in single lots and five to ten cents per bag less in quantities of five and ten bag lots.

Barley, pearl, 98s		5 50
Buckwheat flour, 98s		4 75
Barley, pot, 98s		4 10
Barley Flour, 98s		6 25
Cornmeal, golden, 98s		2 75
Oatmeal, 98s		4 30
Corn flour, 98s		3 00
Rye flour		4 10
Rolled oats, 90s		2 95
Cracked wheat, bag		5 25
Breakfast food, 98s		4 75
Rice flour, 100 lbs.		10 00
Flaxseed, 98s		7 00
Peas, split, 98s		7 50
Marrowfat green peas, 98s		9 50
Graham flour, 98s		3 75
Whole wheat flour		3 85
Wheat kernels, 8s		5 00
Farina, 98s		5 35

STRONG COFFEE MARKET

Toronto.

COFFEE—Primary conditions continue strong with prices on many lines advanced which are now considerably higher than they were some few months ago. Locally the situation is unchanged with the demand showing a gradual improvement as the cooler weather advances. Spot quotations are also unchanged, but at the moment there is no immediate prospect for higher prices.

Java, Private Estate	0 51	0 53
Begotas, lb.		0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.		0 35
Mocha, lb.	0 52	0 55
Rio, lb.	0 22	0 24
Santos		0 35

HALLOWEE DATES ARRIVE

Toronto.

DRIED FRUITS. — New crop Hallowee golden dates are offered at 14½c per lb. Sunmaid recleaned sultana raisins in 25lb. boxes are quoted at 21c per lb. while seedless in bulk are quoted at 25c per lb. The new five cent package of prunes is meeting with much favor among the wholesale trade and a small shipment is expected to arrive within the next week. Valencia raisins are holding firm with primary markets higher since the opening prices were announced. This seasons crop of Spanish valencias totals 7,000 tons as against 11,000 tons last year.

Candied Peels—	
Citron caps, 12-lb. boxes, lb.	0 46
Lemon caps, 12 lb. boxes, lb.	0 29
Orange caps, 12 lb. boxes, lb.	0 31
Mixed containing 4½ lb. lemon, 4½ lb. orange, 3 lb. citron caps, per lb.	0 35
Drained Peel, mixed, cut ready for use, in No. 1's cartons, 3 3 dozen per case, per dozen.	4 50
Currants—	
Greek, Filliatras, cases	0 13
Do., Patras	0 15
Do., Vostizza	
Excelsior, pkgs, 3 doz. in case	5 50
Dromedary, 3 doz. to case	7 50
Fard, per box ap. 12 lbs.	3 25
Hallowee dates, per lb.	0 14½
Prunes—	
30-40s, 25s	0 19
40-50s, 25s	0 16½
50-60s, 25s	0 14
60-70s, 25s	0 13
70-80s, 25s	0 12
80-90s, 25s	0 10¾
Raisins—	
California, Sultanas, lb.	0 21
Seedless, 15-oz. packets	0 27 0 29
Seeded, 15-oz. packets	0 20½ 0 21
Crn., muscatels, No. 1, 25s	0 19½
Thompsons, seedless	0 25
Valencia	0 23½
Evaporated apples	0 16
Figs—	
Smyrna, bags, approx. 28 lbs.	0 14½
Layer, 4 crown	0 24
Layer, 6 crown	0 27½

LITTLE CHANGE IN FRUIT

Toronto

FRUIT.—There is little change in the fruit market as compared with a week ago. Fruit merchants are now back to their winter quarters around the vicinity of Front and Church Streets.

Oranges, Valencies, 100s		6 00
Do., 126s		6 50

Lemons, Messina		6 00
Do., 150 and smaller	5 00	7 00
Do., California	6 50	7 00
Pears, Cal., Bartlett, box		5 75
Bananas, per lb.		0 08½
APPLES—Barrel		
Spys No. 1		7 50
Spys, No. 2		7 00
Spys No. 3		5 50
Greenings No. 1		7 00
Greenings No. 2		6 50
Baldwins No. 1		7 00
Baldwins No. 2		6 50
Grapes, Emperor, lugs		4 00
Do., Do., kegs		8 50
Do., Rogers, bkt.		0 70
Aples, B. C. boxed	3 25	3 50
Cranberries, Cape Cod, ½ bbl. box		10 50
Grape fruit, Florida, 54s		5 75
Do., 64s, 70s, 80s	5 75	6 00
Do., 96's		6 00
Pomegranates, box		4 50

HONEY MARKET QUIET

Toronto.

HONEY.—The market is quiet under a fairly steady demand for current requirements.

5-pound tins, per lb.		0 16½
10-lb. tins, per lb.		0 15½
60-lb. tins, per lb.		0 15
Comb, per doz	5 75	4 50

NUTS HOLD STRONG POSITION

Toronto

NUTS.—New nuts in the shell will arrive about the first of December. Tarragona almonds are quoted at 23c and 24c per lb. and Sicily filberts at 16c and 17c per lb. which is about one cent per pound higher than last year. Wholesalers report an active movement in nuts in the shell during the past ten days in preparation for Thanksgiving trade. In the shelled varieties, the situation shows no improvement. Stocks are practically exhausted and the small supplies available are held at high prices.

Almonds, Tarragonas, lb.	0 23	0 24
Walnuts, Grenobles, lb.	0 29	0 30
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, lb.		0 30
Do., sweetened, lb	0 28	0 32
Do., shred		0 25
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 17	0 20
Mixed nuts, bags 50 lbs.	0 20	0 21
Shelled —		
Almonds, lb.	0 54	0 56
Filberts, lb.		0 35
Walnuts, Bordeaux, lb	0 90	0 95
Wo., Manchurian		0 75
Do., broken	0 63	0 65
Peanuts, Spanish, lb.		0 11
Pecans, lb.		1 40
Brazils		0 72

NO CHANGE IN PACKAGE CEREALS

Toronto.

PACKAGE GOODS. — There are no changes in quotations. The market on most lines of package cereals and starches rule fairly easy.

PACKAGE GOODS

Rolled Oats, 20ss, round, case		5 00
Do., 18s, case		2 00
Do., 20s, square case		5 00
Do., Aluminum Prem., 20s		6 10
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case.		6 00
Do., 20s, family, case		6 80
Cooker package peas, 36s, case.		2 85
Cornstarch, No. 1, lb. carton		0 09½
Do., No. 2, lb., cartons		0 08
Laundry starch		0 07½
Do., in 1-lb. cartons		0 8¼
Do., in 6-lb. wood boxes		0 11¼
Do., in 6-lb. tin canisters		0 12
Celluloid starch, case		4 00
Potato flour, 1-lb.		0 14½
Fine oatmeal, 20s		5 75
Cornmeal, 24s		2 30
Farina, 24s		3 25
Barley, 24s		2 75
Wheat flakes, 24s		4 80
Wheat kernels, 24s		3 70
Self-rising pancake flour 24s		2 70
Buckwheat flour, 24s		2 70
Self-rising pancake flour, 18s		3 85
Health bran, case		3 50
F. S. Hominy gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 85

RICE STEADY TO FIRM

Toronto.

RICE.—The primary markets continue to occupy a firm position. In the spot market prices are generally firmly maintained although in one quarter fancy Blue Rose rice is offered at a shade reduction at 7½ per lb. This last quotation, however, cannot be considered a true indication of the situation, the price being of a competitive nature.

Honduras, broken, per rlb.	0 07½	0 08
Blue Rose, fancy	0 08½	0 09
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White sago		0 08
Tapioca, per lb.		0 08
Do. (3 Goat brand)	0 09	0 11

SUGAR UNCHANGED

Toronto.

SUGAR—Refiners maintain their quotation of $3.34 per cwt., although wholesalers quotations are generally below the refiners price. The raw markets have a shade firmer tone, the estimates of the new crops which show a decrease as compared with the last two seasons, no doubt having a bullish effect upon the market.

St. Lawrence, extra gran., cwt.	8 34
Atlantic, extra gran.	8 34
Acadia Sugar Refinery, ex. gran.	8 34
Dom. Sugar Refinery, ex. gran.	8 34
Canada Refinery, gran.	8 34

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c gunnies, 10 10s, 50s; cartons, 20-5s, 60c.

SPICES IN DEMAND

Toronto.

SPICES.—There is an active demand for spices particularly of the baking varieties. Although the demand is generally for current requirements there is a good business passing and spice millers report a satisfactory turnover. The situation in the market is unchanged, remaining fairly steady.

Allspice	0 15	0 18
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 45
Mustard, pure	0 35	0 40
Pastry		0 28
Pickling spices		0 18
Mace		0 75
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	0 60	0 70
Do., 80s		0 35
Chillies, lb.		0 50
Nutmegs, selects, whole, 100s	0 22	0 26
Do., ground		0 28
Mustard seed, whole		0 20
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Turmeric		0 30
Curry powder		0 35
Cream of Tartar—		
French, pure		0 40
4-oz. packages, doz.		2 00
The above quotations are for the best quality.		
8-oz. packages, doz.		3 50

cheaper grades can be purchased for less.

GOOD MOVEMENT IN SYRUPS

Toronto.

SYRUPS.—There is a good demand for syrups, which however, is purely a consumptive one as the trade generally are confining their requirements to immediate needs. Quotations are unchanged.

Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 60
Cases, 5-lb. tins, white, 1 doz. in case	5 30
Cases, 10-lb. tins, white, ½ doz. In case	5 00
Cases, 2-lb. tins, yellow, 2 doz. in case	4 00
Cases, 5-lb. tins, yellow, 1 doz. in case	4 70
Cases, 10-lb. tins, yellow, ½ doz	4 00
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 20
No. 3 tins, 2-doz. case	5 50
No. 5 tins, 1-doz. case	4 60
No. 10 tins, ½-doz. case	4 25
Pails—No. 1	1 10
Pails No. 2	1 75
Pails No. 5	3 55
Molasses, table grade—	
No. 2 tins, 2-doz. case	7 75
No. 3 tins, 2-doz. case	10 75
No. 5 tins, 1-doz. case	8 95
No. 10 tins, 1-doz. case	8 60
Pails—No. 1	2 10
Pails No. 2	3 75
Pails No. 5	8 55

TEA PRICES ADVANCING

Toronto.

TEAS. — Steadily advancing prices continue to mark the primary markets. Reports are coming in from practically all growing countries of the shortage in the production which indicate that the crops are not likely to be more than one third of normal. Then, too, the carryover will be limited as most of the huge stocks of tea which featured the markets a year ago are now nearly cleaned up. Advices are also to the effect that the season in most countries, particularly India, are closing earlier than usual. The market for greens has considerably stiffened. In Formosa the season is practically closed with a great shortage, and it is estimated that the supply available for export will not exceed 250,000 half chests.

Pekoe Souchongs	0 30	0 35
Pekoes	0 32	0 58
Broken Pekoes	0 35	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans		0 58
Do., seconds		0 50
Hyson thirds	0 30	0 35
Do., pints	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade.

POTATO MARKET EASY

Toronto.

VEGETABLES.—Heavy shipments of potatoes was a feature of the vegetable market during the week. The weather was fine which no doubt caused shippers to rush in supplies. Prices were fairly steady around $1.25 on track in car lots with quotations to the retail trade delivered at $1.50 to $1.75 per bag. There are no indications at the moment that would warrant high prices this year particularly in view of the large crops in the West and if prices went much above present levels, shipments would commence from that quarter which no doubt would result in prices again falling.

Cabbage, per doz.	1 00	1 50
Potatoes, per bag	1 65	1 85

Beets, per bag	1 00	1 25
Carrots, per bag	1 00	1 25
Turnips, per bag	0 75	1 00
Parsnips, per bag	1 25	1 50
Onions, Spanish, crate	5 50	6 00
Do., sack, 100 lbs.	5 00	5 50
Celery, per doz.	0 75	1 00
Egg plant, 1-qt. bkt.		1 00
Cauliflowers, doz.	1 50	2 00
Tomatoes, hot house, lb.		0 20
Head lettuce, iceberg, case		5 00
Sweet potatoes, per hamper		2 75

FLOUR DROPS 20 CENTS

Toronto.

FLOUR.—Under influence of lower wheat prices, flour registered another drop during the week. The reduction amounts to 20c per barrel making first patents $7.60 and second patents $7.40 per barrel.

FLOUR—

First Patents, in cotton bags, bbl.	7 60
Second Patents, in jute bags, bbl.	7 40

NO CHANGE IN MILLFEEDS

Toronto.

MILLFEEDS.—The demand is fairly good with the market standing unchanged as compared with a week ago.

EPSOM SALTS REDUCED

Toronto.

MISCELLANEOUS. — Epsom Salts are reduced to 4¾c per lb. in keg lots and 6c per lb. in small lots. Hops are reduced to 38c per lb.

WINNIPEG MARKETS

WINNIPEG, November 9.—There are few changes in the grocery market. Buying is a little more active and the trade is showing more optimism with the approach of colder weather. Sugar has declined and is quoted at $8.50 and it is thought that lower prices may yet be expected. Dried fruits of all lines continue firm under a quiet demand with the exception of raisins. Spot stocks of walnuts are practically off the market and further relief is not expected until after the first of the year. Coffees, teas, spices and rices are firm in price under a good demand. The cereal market has shown an easier tone with price reductions on rolled oats and cornmeal.

Winnipeg.

COFFEE MARKET STRONG

COFFEE.—The primary coffee market continues firm and santos have advanced from 1-2 to 3-4c per lb. Rios are held firmly. The market for mild coffees is firm, influenced by the sharp advance in the option market and choice selections are very difficult to procure.

COFFEE—

Rio, lb.	0 19½	0 20½
Mexican, lb.	0 44	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.,	0 40	0 43
Mocha (types)	0 51	0 53
Santos, Bourbon, lb.	0 28½	0 31
Santos, lb.	0 27½	0 30

CEREAL PRICES LOWER

Winnipeg.

CEREALS.—Bulk rolled oats are reduced to $2.35 per bag of 80 pounds, Cornmeal 98 lb. sacks is now quoted at $2.50 with other sizes reduced accordingly. The Oriental bean market is reported to be advancing. Ontario beans are now on the market and are quoted at lower prices. Supplies are not heavy but the demand is good.

PACKAGE CEREALS.

Rolled oats, 90s	3 10
Do., 18s, case	2 10
Corn Flakes 36s, case	3 50 3 80
Cornmeal, 2 doz. case, case	3 40
Puffed Wheat, 3 doz. cs., case	4 45
Puffed Rice, 3 doz. cs., case	5 75
Grape Nuts 2 doz. cs. case	3 80
Package peas, 3 doz. cs., case	3 00
Cream of Wheat, 3 doz. cs., case	9 15

BULK CEREALS

Rolled oats, 80s, per bag	2 35
Do., 40s, per bag	1 26
Do., 20s, per bag	0 66
Do., 10-8s, per bale	3 25
Do., 15-8s, per bale	3 80
Oatmeal, 98s, gran. or stand., bag	3 70
Shrimps, 1s, 4 doz. case, doz.	2 70 2 75
Finnan Haddie, 1s, 4 doz. case	9 85 12 00
Do., ½s, 8 doz. case, case	10 50 13 00
Herring (Can.), 1s, 4 doz. case,	
Do., imp., ½s, 100 doz. case	30 00 32 50
Lobsters, ¼s, 8 doz. case, doz.	2 45
Do., ½s, 4 doz. case, doz.	4 20
Wheat granules, 98s, bag	6 10
Do., 16-6s, per bag	6 60
Peas, whole, green, 100-lb. bag, per bushel	3 95
Do., split, yellow, 98s, bag	7 50
Do., split, yellow, 49s, bag	3 85
Cornmeal, 98s, per sack	2 50
Do., 49s, per sack	1 30
Do., 24s, per bag	0 70
Do., 10s, per bale	3 00
Buckwheat grits, whole, 981lb. bags, per bag	9 35
Beans, 100-lb. bags, bushel	3 80 4 25
Lima beans, 100-lb. bags, lb.	0 09½
Barley, pot, 98s.	3 25
Do., 49s	1 68
Do., 24s	0 85
Barley, pearl, 98s, per bag	4.40
Do., pearl, 49s, per bag	2 26
Do., pearl, 24s	1 15

CANNED GOODS UNCHANGED

Winnipeg.

CANNED GOODS.—Canned salmon continues firm and good qualities are quoted higher for all varieties here. With the better demand than usual at this season supplies are light. Canned fruits are firm and the total pack is considered small. Canned vegetables show no change. There is a good demand for new goods as the market is well cleaned up on the old pack.

Shrimps, 1s. 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case	8 25	11 50
Do., ½s, 8 doz. case, case	7 25	13 00
Herring (Can.) 1s, 4 doz. case	6 50	8 00
Do., imp., ½s, 100 doz. case	21 50	32 50
Lobsters, ¼s, 8 doz. case, doz.		2 50
Do., ½s, 8 doz. case, doz.		2 50
Oysters, 1s, 4 doz. case, cs.		9 40
Pilchards, 1s, tall, 4 doz. case, cs.		7 10
Do., ½s, flat, 8 doz. cs, case		9 00
Salmon—		
Sockeye, 1s. tall case		20 00
Do., 1½s, flat, 8 doz., in case		21 25
R. Spring, 1s, tall, 4 doz. case		16 25
Do., 1½s, flat, 8 doz. case		17 00
Cohoe, 1s, tall, 4 doz. case	12 00	13 00
Do., ½s flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case		6.25
Do., ½s, flat, 8 doz. case		8 00

CANNED FRUIT (Canadian)

Apples, 6 tins in case, per case	3 30
Cherries, 1s, 4 doz. case	6 75 8 00
Peaches, 2s, 2 doz. case	6 60 7 10
Pears, 2s, 2 doz. case	7 75 8 00
Plums, Greengage, 2s, 2 doz. case	4 75 7 00
Do., heavy syrup, 2s, 2 doz. case	6 00 6 50
Do., Lombard, light syrup, 2s, 2 doz. case	5 75 5 25
Raspberries, 2s, 2 doz. case	8 00 8 60
Strawberries, 2s, 2 doz. case	8 00 8 60

CANNED FRUIT (American)

Apricots, 1s, 4 doz. case	11 00
Peaches, 2½s, 2 doz. case	9 15
Do., sliced, 1s, 4 doz. case	10 85
Do., halved, 1s, 4 doz. case	10 75
Do., 2s, 2 doz. case	6 90
Pears, 1s, 4 doz. case	13 40
Pineapples, sliced, 2s, 2doz. case	7 60

CANNED VEGETABLES

Asparagus Tips, 1s, tins, 2 doz. case, per doz.	4 40
Beans, Golden Wax, 1s, doz.	4 90 5 00
Beans, Refugee, 2s, 2 doz. case	4 90 5 00
Corn, 2s, 2 doz. case	2 80 3 50
Peas, 2s, 2 doz. case	3 90 4 25
Sweet Potatoes, 2½, 2 doz. case	7 00
Pumpkins, 2½s, 2 doz. case	3 90 3 75
Sauer Kraut, 2½s, 2 doz. case	4 10
Spaghetti, 2 doz. case	2 05
Tomatoes, 2½s, 2 doz. case	3 95 4 25
Spinach, 2½s, 2 doz. case	7 00

FRIED FRUITS FIRM

Toronto.

DRIED FRUITS.—The dried fruit market is firm and showing advancing tendencies in a number of lines. particularly apricots. Evaporated apples, figs, peaches and pears are all steady to firm while prunes are a trifle quiet. This is attributable of course to the tremendous quantity of old prunes that have but recently been moved. A steady business is doing in raisins with a tendency to further advance on the part of independent raisin operators. Seeded and Muscatel raisins have arrived on the market.

DRIED FRUITS

Evaporated apples, per lb.	0 18	
Currants, 90-lb., per lb.	0 18	0 19
Do., 8 oz. pkgs., 6 doz. case, lb.		0 15
Dates, Hallowee, bulk, lb.		0 12½
Do., pkgs., 3 doz. case, lb.		0 15¾
Figs, Spanish, per lb.		0 15
Do., Smyrna, per lb.		0 12½
Do., black, cartons, carton		0 60
Loganberries, 4 doz. case, pkt.		0 26
Peaches, standard, per lb.	0 17	0 21
Do., choice, per lb.	0 19	0 24
Do., fancy, per lb.	0 20	0 25
Do., Cal., in carton, per carton	1 00	1 20
Do., unpitted, per lb.		0 10
Pears, extra choice, per lb.		0 30
Do. ,Cal., cartons, per carton		1 30
Prunes—		
30-40s, 25s, per lb.		0 20
40-50s, 25s, lb.		0 17½
50-60s, 25s, lb.		0 14
60-70s, 25s, lb.		0 13
70-80s, 25s, lb.		0 10½
80-90s, 25s		0 09¾
90-100s, 25s, per lb.		0 08
In 5-lb. cartons, carton	0 65	0 75
RAISINS—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg.		$0 20
Do., pkg., 12 oz., fancy, per pkg.		0 16¾
Do.,, 16 oz., choice, per pkg.		0 19
Do., 12 oz, choice, per pkg.		0 16
Cal. 5-lb. cartons, per carton		1 20
Do., bulk, 25-lb. boxes, per lb.		0 19
RAISINS—Seedless—		
Cal., pkg., 11 oz., per lb.		0 19½
Do., bulk, 25-lb. boxes, per lb.		0 22
Do., bulk, 5-lb. cartons, per carton		1 30
Apricots, choice, 25 s, lb.		0 31
Do., 10s, lb.		0 33
Do., Standard, 10s, lb.		0 27
Do., Standard, 25s, lb.		0 29
Do., fancy, 25s, lb.		0 35
Do., fancy, 10s, lb.		0 36
Apricots, 5 lb. cartons, per carton		1 65

SPICE MARKET FIRM

Winnipeg.

SPICE—The general tone of the spice market is firm. Cloves show advancing tendencies while white and black peppers are on the upward trend.

Allspice, Jamaica, best qual., lb.	0 22
Cassia, Batavia, per lb.	0 35
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1, per lb.	0 53
Cinnamon, Ceylon, per lb.	0 50
Do., No. 0, carton, doz.	0 90
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 45
Ginger, washed, Jamaica, No. 1	0 65
Do., Jamaica, No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb.	0 65
lb., per lb.	0 70
per lb.	0 37
Do., medium, 110 to lb.	0 35
Do., carton of six, per doz.	0 80
Pepper, blk., Singapore, ex. lb.	0 22
Do., white, per lb.	0 35
Pickling, ¼-lb. pkg., per doz	0 90
Do., bulk, No. 1, per lb.	0 22
GROUND SPICE	
Allspice, bulk, per lb.	0 20
Do., No. 2, per lb.	0 25
Do, 2 oz. cartons	0 95
Do., 4 oz. cartons	1 20
Cassia, No. 1 bulk, per lb.	0 27
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	0 95
Do., No. 1, 4 oz., cartons	1 50
Cinnamon, bulk, per lb.	0 55
Do., 2 oz. cartons	0 95
Do., 4 oz. cartons	1 75
Cloves, bulk, per lb.	0 50
Do., 2 oz., cartons	0 95
Do., 4 oz. cartons	2 00

SUGAR PRICES DECLINE

Winnipeg.

SUGAR.—The sugar market has had numerous declines recently and sugar is now being quoted at $8.50 per cwt. There is nothing in sight to warrant a firmer market and further declines may be expected.

Extra gran. bags, 100 lbs.	8 50
Do., gunnies, 5-20 lbs.	8 90
Do., gunnies, 10-10 lbs.	9 00
Do., gunnies, 20-lb. lbs.	9 10
Do., cartons, 50-2 lbs.	9 25
Yellow, No. 1 lt., bags, 100 lbs	8 10
Do., golden, bags, 100 lbs.	8 00
Powdered sugar, bbls.	8 90
Do., boxes, 50 lbs.	9 10
Do., boxes, 25 lbs.	9 30
Icing, barrels	9 00
Do., boxes, 50 lbs.	9 20
Do., boxes, 25 lbs.	9 40
Soft lumps, boxes, 100 lbs.	9 30
Do., boxes, 50 lbs. 10 40	9 60
Do., cases, 20 cartons	10 35
Do., cases, 40 ½ lbs.	11 10
Small lump, boxes, 100 lbs.	9 20
Do., boxes, 50 lbs.	9 30
Do., boxes, 25 lbs.	9 50
Do., cartons, 50 2-lbs.	9 60
Hard lump, barrels	10 25
Do., boxes, 50 lbs.	9 70
boxes, 25 lbs.	9 75
Do., boxes, 25 lbs.	9 75

CORN SYRUPS UNCHANGED

Winnipeg.

SYRUPS.—There is no change in corn syrups. Prices are steady and buying is only for immediate requirements, as the future is still doubtful in regard to primary market conditions. The market is quiet with an easy undertone. There is no change in molasses as interest centres in the new crop.

SYRUPS—There is no change in

CANE SYRUP—	
No. 2s	5 95
No. 5s	6 75
No. 10s	6 30
No. 20s	6 10
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 65
Cases, 5-lb. tins, white, 1 doz. in case	5 75
Cases, 10-lb. tins, white, ½ doz. in case	5 50

Winnipeg.

Cases, 20-lb. tins, white, ¼ doz. in case	5 50
Cases, 2-lb. tins, yellow, 2 doz.	
Cases, 5-lb. tins yellow, 1 doz. in in case	3 40
case	4 55
Cases, 10-lb. tins, yellow, ½ doz. in case	4 80
Cases ,20-lb. tins, yellow, ¼ doz. in case	4 80
TABLE SYRUP—	
Pure, 2½s, tins, cs. of 2 doz.	24 85
Pure, 5s, per case of 1 doz.	22 65
Pure, 10s, per case of ½ doz.	21 05
MAPLE SYRUP—	
Maple flavor 2½s, tins, per case of 2 doz.	13 75
Do., 2s, tins, case of 1 doz.	12 00
Do., 1s, tins, case ½ doz.	11 60
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 80
3-lb. tins, 2 doz. case	11 60
5-lb. tins, 1 doz. case	9 50
10-lb. tins, 1 doz. case	9 20
Molasses quotations subject to 5 per cent. discount.	
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	5 25
2s, 4 doz. in case	5 00
2½s 4 doz. in case	4 80
5s, 4 doz. in case	4 50
10s, 4 doz. in case	4 20

NO CHANGE IN STARCH

Winnipeg.

STARCH.There is no change in starch quotations but the trade is expecting lower prices on this line.

Cornstarch, No. 1 quality, per lb.	0 10⅝
Cornstarch, 1-lb. pkgs., lb.	0 09⅛
Gloss, 1-lb. pkgs., pr lb	0 10⅞
Celluloid, 1-lb. pkg., per case	4 35

NUT MARKET UNCHANGED

Winnipeg.

NUTS.—There is no change in the nut situation. Spot stocks of almonds and walnuts are practically cleaned up with the exception of small odd lots. Any of the better grades available are offered at higher prices.

NUTS, SHELLED—	
Almonds, per lb.	0 49½
Spanish Peanuts, No. 1, lb.	0 12½
Pecans, per lb.	1 40
Walnuts, per lb.	0 80
Brazils, per lb.	0 70
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 23½
Walnuts, per lb.	0 23
Almonds, per lb.	0 23
Cocoanuts per sack	11 00
Cocoanuts, per doz.	1 50
Brazils, per lb.	0 20
Pecans, per lb.	0 30

LOWER PRICE ON FLOUR

Winnipeg

FLOUR. — Following the drop in wheat, flour has dropped another 30 cents per barrel and 15 cents per 98 pound sack. Best quality flour is now quoted at $3.75 for a sack of this weight.

FLOUR—	
98-lb. sacks	3 75
Two 49-lb. sacks	3 82½
Four 24-lb. sacks	3 92½

JAM MARKET STRONG

Winnipeg.

JAMS.—The jam market is ruling strong, as both Eastern and Western packers have advanced their prices on pure jams and report many lines are completely sold out. Jam at the present time is considered good buying.

JAMS	
Strawberry 4s per tin	0 91
Black Currants, 4s, per tin	0 91
Raspberry, 4s, per tin	0 91
Apricots, 4s, per tin	0 85
Cherry, 4s, per tin	0 85
Peach, 4s, per tin	0 85
Compound (all flavors), 4s, tin	0 55

RICE CONTINUES FIRM

Winnipeg.

RICE.—Both the American and Oriental rice markets continue firm and higher prices are quoted. Spot stocks of Oriental rice are reported small and it is expected that the old crop will be cleaned up before the new one arrives on the market.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08½
Do., 50-lb. sacks, lb.	0 09
Siam, 100-lb. bags	0 06¼
Do., 50-lb. bags	0 06½
Sago, in less quantities	0 09½
lbs., per lb.	0 09
Sago, in less quantities	0 09¼
Tapioca, Pearl, per lb.	0 08 0 08½
Herring (Can.), 1s, 4 doz. cs.	7 00 8 00
Do., in less quantities, lb.	0 09¼
Tapioca, pearl, per lb.	0 08 0 08½

TEA MARKET FIRM

Winnipeg.

TEA.—Latest reports from the primary markets state that tea is very high in Calcutta and Columbo and that only very moderate quantities are on the way here. And with old stocks about used up it might appear that the market for these teas will shortly take on a much stronger tone. Indications point to a great shortage of Japan teas. Practically all of the old stock has been used up and new shipments are said to be hardly more than one third of normal. This naturally has stiffened prices for green tea.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoe, first quality	0 40	0 42
Do., second quality	0 35	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe 1st qual.	0 50	0 60
Japan	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45
Broken orange Pekoe	0 38	0 48

MALAGA GRAPES ARRIVE

Winnipeg

FRUITS.—The first car of Malaga grapes have arrived on the market and quoted at $17.50 per keg. Oranges are slightly lower in price at $9.00. Grapefruit is also showing an easier tone and quoted at $7.50. Winter apples, Jonathans, Wagners and Ontario Domestic Spys are in good demand and selling freely.

FRUITS—		
Oranges, per case		9 00
Lemons, per case		9 00
Apples, per box	2 00	3 25
Bananas, per lb.		0 10
Grapefruit, per case		7 50

HOTHOUSE TOMATOES OFFERED

VEGETABLES.—The first shipment of Ashtabula hothouse tomatoes have arrived on the market and are quoted at $5.25 per 10 pound box. California head lettuce is quoted at $5.00 per case with Davis' hothouse cucumbers at $3.50 per doz. This week will practically finish Cauliflowers; they are selling readily at 90c to $1.00 per doz. Pototoes have taken the expected decline and are selling a little more readily at 50c to 60c per bushel.

VEGETABLES—		
Cabbage, per lb.		0 01
Head lettuce, per case		5 00
Leaf lettuce, per dozen		0 50
Green onions, per dozen		0 50
Cucumbers, per dozen		3 50
Tomatoes, per case		5 25
New carrots, beets, per lb.		0 02
Potatoes, per bushel		0 60
Do., 25 bushel lots, bushel		0 50
Celery, B.C., per lb.		0 06½
Cauliflower, per doz.	0 90	1 00
Onions, per sack		4 00

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Nov. 8.—B. C. Sugar declined 30c per cwt. now quoted $8.62. Flour dropped 30c per barrel while bran and shorts are down $2.00 per ton. Lemons are reduced $1.00 per case now quoted at $10.50. Cranberries are scarce at $12.50 per box. Beans are slightly higher: B. C. white quoted at $6.00 and Kotenashi $6.00 to $6.50 per cwt. North West soda biscuits are down 1½c per pound. Hawaiian sliced pineapple, 2s, quoted at $6.30 to $7.80 and 2½s. at $8.80 to $10.45 per case. There appears to be some price cutting going on among the wholesale trade on seedless raisins at which price they can be considered good buying as later on raisins are likely to steady at much higher prices. Canned tomatoes are firm and it is anticipated that higher prices will rule in the near future as the pack is considerably below normal.

Beans—Ashcroft, per cwt.		6 00
Do., Kotenashi, per cwt.	6 00	6 50
Rolled oats, 80s	3 15	3 30
Rice, Siam	5 50	6 00
Japan, No. 1	7 35	8 00
Tapioca	7 00	8 00
Sago	7 00	8 00
Flour, per bbl		7 35
Sugar, pure cane, grant., cwt.		8 62
Cheese, No. 1, Ont., large	0 22½	0 23
Alberta cheese, twins		0 22¾
Do., large		0 22¼
Butter, creamery, lb.	0 35	0 40
Do., dairy, lb.	0 20	0 28
Lard, pure 3s	12 30	12 60
Eggs, new laid, local, case	15 00	16 00
Do., No. 1 storage, case		13 00
Tomatoes, 2½s	4 15	4 35
Pumpkin, 2½s, case		4 40
Lemons, case		10 50
Corn, 2s, standard case	3 35	3 60
Peas, 2s, standard case	4 20	4 30
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye ½s, case	21 00	21 50
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	8 40	9 25
Gooseberries, 2s		11 30
Cherries, 2s, red, pitted	9 00	9 50
Peaches, 2s, halves		5 85
Do., 2s, sliced		6 25
Apples, evaporated, lb.		0 18
Do., 25s, lb.		0 18½
Pineapples, Hawaiian, sliced 2's	6 30	7 85
Do., 2½s, case	8 80	10 45
Peaches, evaporated, lb.	0 16	0 20
Do., canned, 2s	7 45	7 90
Do., 70-80s	0 11½	0 12½
Prunes, 90-100s	0 10	0 10
Potatoes, local, ton	20 00	30 00

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B. C., Nov. 8.—Best eggs are quoted at 73 c. per doz. The best grades of butter are quoted at 44c. while cheese is bringing 23c. for B. C. and 24c. per lb. for Ontario. Beef is quoted at 7c to 9½c. Lamb is selling at 21c.; mutton 17c.; veal 14c. and hogs at 19c. per lb. Pure lard is quoted at 16¼c per lb. Okanagan onions are $5.00 to $5.50 per sack while other vegetables show no change as compared with last week. There is little change in fruit but business in this line has been good.

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Nov. 8.—There are few price changes in general grocery markets. Potatoes are quoted at $2.50 per barrel. Creamery butter is selling at 45c. while eggs are firm at 50c. per doz. Cheese is fairly easy at 19c. to 21c. per lb. for large and 2c per lb higher for twins. Rolled oats in bags is quoted at $3.50 and barrels at $8.30.

Rolled oats, bag		3 50
Rice, Siam, per cwt.		7 00
Tapioca, per 100 lbs.		9 00
Molasses, gal.		0 68
Tomatoes, cans		2 00
Corned beef	3 00	4 00
Onions, bag		4 75
Raisins, Valencia layers	0 24	0 30
Currants, cleaned		0 19
Prunes, 90-100, 25-lb. boxes		0 10½
Lemon peel		0 34
Orange peel		0 34
Citron peel		0 46
Walnuts		0 27
Almonds		0 22
Brazils		0 20
Peanuts		0 17
Filberts		0 17
Cocoanuts, bag		6 00
Potatoes, per bbl.		2 50
Pork, clear, bbls., per lb.		0 30
Pigs feet, per 20-lb. pail		2 75
Hams, shoulder, per lb.		0 20
Bacon, roll, per lb.	0 28	0 32
Bacon, side, per lb.	0 32	0 36
Lard, pure in pails, lb.		0 19
Lard, pure in tubs, lb.		0 18½
Shortening in pails, lb.		0 14½
Shortening in tubs, lb.		0 14¼
Butter, creamery, prints		0 45
Butter, creamery, solids		0 42
Oleomargarine		0 25
Cheese, whole, lb.	0 19	0 21
Chese, twins, lb.	0 21	0 22
Eggs, doz.		0 50
Sugar, cut loaf, cwt.		9 80
Sugar., stan., gran., cwt.		8 20
Sugar, No. 1 yellow, cwt.		8 00
Oranges, California, case	6 00	9 00
Lemons, California, case		9 00
Grape Fruit, Florida, case		7 50
Bananas, lb.	0 09	0 10
Cornmeal, gran., bags		3 40

Wants Kingston To Have Member On Dom. Committee

Kingston, Nov. 8.—At a meeting of the Retail Merchants' Association here last week addresses on very important subjects were delivered by the district president, J. C. Waters, the dominion secretary, J. C. Campbell, and Mr. Jones, of the Retail Merchants' fire insurance department.

W. Y. Mills, president, occupied the chair. Mr. Campbell, after dealing with organization and membership, took up the report of the minutes of the recent dominion convention held at Winnipeg, covering a great many subjects that are of vital importance to the retail trade in Canada.

He asked the local branch to send a delegate to Ottawa to sit on the dominion committee that would study and prepare a course of action upon many important matters affecting the retail trade. Some of these matters are: parcel post and mail orders, income tax penalties; N. S. F. cheques; grading of potatoes and onions; buying and selling eggs by weight; prosecution for false advertising; means for the prevention of solicitation of money, prizes, etc., by churches, societies and organizations for sundry objects.

Other matters are: Manufacturers' sales in retail stores to the injury of others; discrimination in prices by manufacturers and wholesalers; manufacturers and wholesalers charging for containers: taxing of mail order houses doing business outside the province.

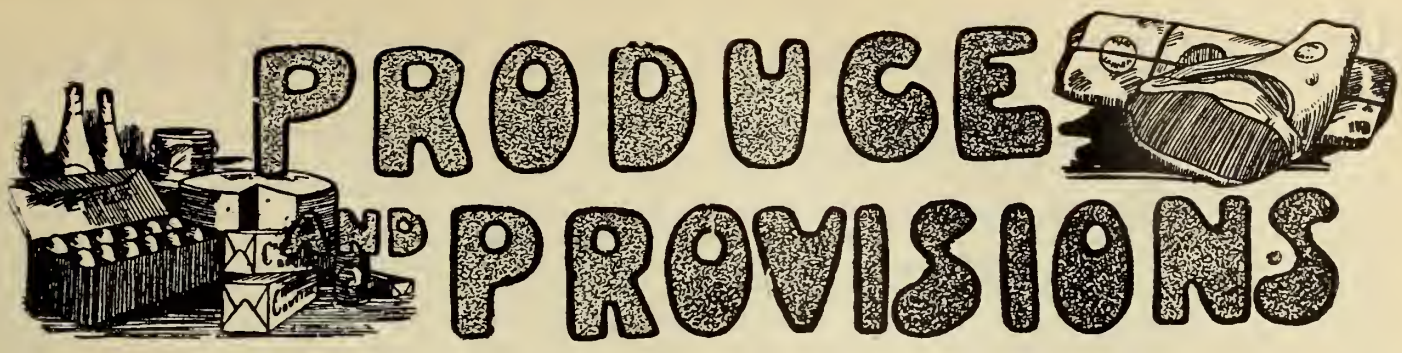
WINDOWS WORTH $100 A MONTH

(Continued from page 19)

doesn't get a square deal as some will pay too much, while others will not pay enough, because the cabbages vary in size. With one or two exceptions such as oranges and the like all fruits are also sold by weight.

During the spare moments of the day bulk lines that will not shrink are put up in packages in different quantities so that when there is a demand the customer will not have to wait but can be given the goods immediately. This is particularly helpful during the rush of putting up orders.

Turning over the stock as often as possible is something that Mr. Fortune believes is a necessary thing as the stock is then always fresh and clean. He makes a policy of turning over his stock every three weeks. This also necessitates tying up less capital.



Sells 75 Pounds Weekly of One Kind Of Fish During the Cold Weather

Simcoe Merchant Stocks a New Brand of Fish and After Introducing It Maintains a Weekly Turnover at High Average—Has No Waste in Selling Bacon

"OUR SALES of a special line of fish that we had not sold until last winter, averaged 75 pounds weekly for the greater part of last winter," A. L. Jeffries, grocer at Simcoe, Ont., told a representative of Canadian Grocer recently. The sale of fresh fish and smoked fish in the grocery, during the cold months was being discussed. Mr. Jeffries devotes a good deal of attention to the sale of fish in his store during the winter. The fish referred to in the opening sentence, was a certain kind of salmon that Mr. Jeffries had not previously stocked. He introduced it by displaying it in the window and by telling his customers about it on the telephone and as they came into the store. He was more than gratified with the way it took with his customers. His turnover each week was in the neighborhood of seventy-five pounds, and this fish brought constantly repeating business. People wanted it again after giving it a trial, and Mr. Jeffries found it one of the quickest moving lines he had in stock.

Sales of bacon are on a fairly large scale in Mr. Jeffries' store. He carries only one line, and he believes that in adhering to this policy he can maintain a better bacon trade. The quality of the bacon he stocks, he believes to be beyond question, and as his customers like it, they tell others about it, and he is of the opinion that in this way his reputation for carrying only the best bacon is maintained, and his turnover increased. He declares that he never has any waste in the sale of bacon. He has a meat slicer, making it possible for him to cut it as his trade desires, and he never has to sell the ends at a reduced figure for the reason that he always works in the ends with the better parts. Following this plan he eliminates waste and has no complaints from his customers.

"The Difference in Price is A Difference in Quality"

"But the 'Cut-rate' Stores Do Not Say So," Says Merchant in Small Town in British Columbia—The Case of Bacon for Instance

LUCERNE, B. C. — "You might think," said L. N. Gowdy of Lucerne, B. C., to Canadian Grocer, "that the cut-prices advertised by the large city stores in the metropolitan newspapers only cause a hardship to the small merchants serving the same field. I want to tell you that in the smallest hamlet in the furthest settlement, the city papers are received at least weekly, and the prices quoted are carefully noted. Even those who do not intend, nor would be bothered to send to Vancouver or Edmonton for the goods so quoted, come to the small town grocer with the city prices memorized, and are vexed at the difference in price, although their reason might tell them, if their experience had not shown, that freight alone is a big factor in the difference.

The Difference Is Quality

"Furthermore, the large city cut-rate stores are not strictly honest in their advertising. Though the cash customer is in a position to see for herself that the bacon she is buying for the low price, while packed by a packed by a packer of national repute, is only his fourth grade, is quite fat, etc., the more remote customer who only sees the well advertised name, and the sheap price imagines that "her" kind of bacon is being sold at that reasonable price, and that the local dealer is simply gouging her. I found that the best way to answer this charge, (for I have a good bacon business and want to keep it) was to get a bacon like the grade advertised, and show it to my customers with the statement that they could have it at the same price at which the city buyers were getting the same grade. It was, of course, all fat and not at all what my customers would accept.

PUT ONE OVER ON THE BUTCHER

(Ansonia Sentinel.)

A dignified-looking woman stepped up to a showcase in the meat market, and after she had bought several pieces of meat, she asked:

"Have you any shinbone that I could use for soup stock?"

"Just the thing," responded the obliging clerk as he took up a long shinbone and knuckle and balanced it on his left hand.

"What is it worth?" asked the woman.

"Just a half-dollar," said he.

"It is such a large piece, would you mind cutting it at the joint?"

After cutting off the large knuckle he again balanced the long slim shinbone on his hand and said:

"You may have this for 40 cents."

The woman looked at the piece for a moment, then at the knuckle and said:

"Is that piece you cut off worth only 10 cents?"

The clerk hesitatingly replied:

"Yes, madam."

"All right," said the woman, "I'll take that knuckle."

The clerk waited a moment, looked at the woman, then actually laughed aloud. But he was game and willingly wrapped up the 10-cent soup bone.

FALLING OFF IN EARNINGS OF WESTERN CAN. FLOUR CO.

In the Western Canada Milling Co. annual report, net profits for the fiscal year ended August 31, were $325,970, as compared with $414,723 in the previous year. This is equivalent to earnings of 11.3 per cent. on the company's capital, as against 16.6 per cent. in 1920, and 17.5 per cent. in 1919.

Total assets are $266,179 higher at $5,789,541. Real estate buildings, and equipment are rated at $2,274,714 compared with $2,465,701 a year ago. Investments are higher at $966,318 compared with $814,288. Current assets are up $25,136 to $2,448,507. Among the latter, accounts receivable have risen from $291,547 to $474,560, while cash on hand and in bank is $218,618, compared with $79,000 last year. The company's Victory bond investment remains unchanged at $469,650.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, November 9.—There is little change in the produce prices and a slightly stronger market is evident with smaller market. Pork is experiencing a reaction after the drop in offerings. The demand for fresh pork is improved, but there is no change in the weak condition of beef. Prices on poultry are weak at the lower level which after the decline of a week ago is just being felt in wholesale prices. Butter is much stronger with some advances and a better demand. The cheese market shows some improvement with a demand for export to the United States and some enquiry from England. Eggs are very strong in price and further advances would not be surprising. Bacon and smoked meats show some improvement in demand with a more steady market. Cod fish is slightly lower in price, and an effort is being made to increase the demand so as to help the Labrador fishermen.

MORE STRENGTH IN BUTTER

Montreal

BUTTER.—The butter market is holding a strong position with a good demand both locally and for export. No definite change in price has occurred but in some cases the price has advanced one cent a pound, in others it is just in a strong position with the liklihood of of an advance

BUTTER—		
Finest creamery prints	0 41	0 42
Creamery solids	0 40	0 41

IMPROVEMENT IN CHEESE

Montreal.

CHEESE.—The cheese market shows some improvement with a demand from the United States and some enquiry from England. It is reported that butter and cheese is being found in Europe to meet England's needs and this is seriously hurting the Canadian cheese market. The situation shows some improvement hawever but no change has occurred in local wholesale prices.

Large, per lb.	0 21
Twins, per lb.	0 20
Old white	0 30
Triplets, per lb.	0 22
Fancy old cheese, per lb.	0 30 0 33
Stilton, per lb.	0 35
Quebec	0 20 0 21

STRONG MARKET FOR EGGS

Montreal

EGG.—The egg market is in a very strong position with a big demand for all grades and with it such a tax on storage supplies that it seems apparent that higher prices will follow in the near future. New laid eggs are selling at from 60c to 65c, while extras are offered at from 75c to 80c with a good demand. Fresh eggs at 50c and No. 1's at 43c to 45c are moving freely.

New laid	0 60	0 65
Extras	0 75	0 80
Fresh selects	0 50	0 55
Do., No. 1	0 43	0 45

COD PRICES LOWER

Montreal.

FISH.—The critical situation facing the Labrador fisherman has resulted in a lower price on cod and an effort is being made to increase the consumption of cod and some others lines so as to help these fishermen who are faced with starvation since they are finding it difficult to find a market for their catch. This is about the only change in the fish market which is enjoying an improved demand.

FRESH

Market Cod, fresh	0 06
Steak Cod	0 09
Gaspe Salmon	0 22
Dressed B. C. Salmon	0 25
White fish	0 18
Haddock	0 07½
Halibut, fresh	0 26
Trout, lake	0 18
Chicken halibut	0 16
Sword fish	0 20
Flounders	0 10
Dressed Pike	0 12
Mackerel	0 18

FROZEN

Halibut	0 22
Chicken halibut	0 16
Market cod	0 05½
Steak cod	0 08
Doree	0 15
Qualla salmon	0 11
Dressed B. C. Salmon	0 23

OYSTERS

Shell oysters, bbl.	10 00	15 00
Standard—Per No. 1 can		2 60
Do., No. 3 can		7 60
Do., No. 5		12 25
Jars—1 doz.		5 00

SMOKED MEATS IMPROVED

Montreal.

SMOKED MEATS. — The domestic and country demand for smoked meats shows some improvement with good offerings on the market. The tone of the market is steady and no change has occurred in prices.

BACON—		
Breakfast, best	0 30	0 43
Smoked breakfast	0 35	0 42
Cottage rolls		0 32
Picnic hams		0 22
Wiltshire	0 32	0 35
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	0 30	0 34
Do., 14-20	0 28	0 32
Do., 20-25	0 26	0 28
Do., 25-35		0 26
Over 35 lbs.		0 24

BARRELED MEATS UNCHANGED

Montreal.

BARRELED MEATS.—There is no change in barre'ed meats. Prices are fairly steady under a limited demand.

Family back, bbl.	40 00
Clear fat pork	30 00
Heavy mess pork (bbl)	30 00
Plate beef	22 00

COOKED MEATS UNCHANGED

Montreal.

COOKED MEATS.—Prices on cooked meats remain unchanged. The demand at this season is small and as prices of hams have been coming down the market is in general, weak although no definite changes are in sight.

Jellied pork tongues		0 35
Jellied pressed beef, lb.		0 37
Hams, cooked	0 52	0 65
Pork pies (doz.)		
Sausage, pure pork		0 20
Ox tongue, tins		0 65
Mince meat, lb.		0 15½
Head cheese, 6-lb. tins, per lb.		0 10

HOG MARKET IMPROVED

Montreal.

FRESH MEATS.—The hog market shows some improvement following the weakness that occurred a week ago. This is a reaction that was expected since offerings were withheld at the low prices. The offerings are now light with selected live hogs quoted at $9.25 and $9.35 per cwt. The demand for dressed hogs shows improvement. There is little change in the beef market which remains weak with prices easy.

FRESH MEATS—		
Hogs, live (selected off cars)	9 50	10 00
Abattoir killed, 65-90 lbs.	0 17	0 18
Fresh Pork—		
Legs of pork (foot on)	0 24	0 26
Loins (trimmed)	0 28	0 31
Trimmed shoulders		0 19
Untrimmed		0 17
Pork sausage (pure)		0 20

Fresh Beef—	(Cows)		(Steers)	
Hind quarters	0 10	0 13	0 10	0 15
Front quarters	0 05	0 07	0 05	0 08
Loins	0 15	0 23	0 28	0 30
Chucks	0 07	0 08	0 08	0 09

LARD MARKET WEAK

Montreal.

LARD—The lard market shows no improvement and the demand is somewhat limited. The market is weak following the trend of the hog market and as supplies on hand are fairly heavy this is directly reflected on the market.

Tierces, 60 lbs.	0 16	0 17
Pails, 20 lbs.	0 17	0 18
Tubs, 20 lbs.	0 16½	0 17½
Bricks	0 18	0 20½

LETTERS TO THE EDITOR

Vancouver, B. C., Oct. 14—21

Editor Canadian Grocer,

We have just received your issue No. 40, featuring the opening of the fall fish season, and must congratulate you on the same.

We think there is room for every great development by the retailers in the sale of fish, and we are sure that any information that you can give them regarding the different qualities, and methods of selling, storing, etc., will be of great benefit to them.

Yours faithfully

Harry Hall & Co., Limited.

ONTARIO MARKETS

TORONTO, November 9.—The butter market remained with a firm tone while cheese continues with easy tendencies. Quotations on new laid eggs can be considered purely nominal as there are so few arriving that as far as dealers are concerned, they are off the markets. Storage eggs show a good movement with quotations unchanged as compared with last week. Lard prices are slightly lower but shortening is unchanged. Cooked hams are lower under a quiet demand. No changes are recorded in smoked, salt, and barrel meats but the market for these lines has easy tendencies. The hog market has been steadier during the week. Poultry and fish are unchanged.

BUTTER HOLDS FIRM

Toronto.

BUTTER.—The situation is practically unchanged as compared with a week ago. The market is firm with no change in quotations.

BUTTER—

Creamery prints	0 38	0 42

NO CHANGE IN CHEESE

Toronto.

CHEESE—The same easy tone which was reported last week continues in the cheese market but no new developments have materialized. Quotations are also unchanged.

CHEESE—

Large, new	0 19	0 21
Do., June	0 25	0 26
Stilton, new		0 25

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

FIRM EGG MARKET

Toronto.

EGGS.—The strength in the egg market continues and new laids as far as dealers are concerned are practically off the market. The price asked by producers for new laids is very high and dealers are showing little inclination to purchase. New laids on the local farmers' market are selling from 85c to 95c per doz. Storage supplies are firmly held at unchanged quotations.

EGGS—

Selects	0 51	0 55
No. 1	0 46	0 47

LARD DROPS HALF CENT

Toronto

LARD.—The market continues with an easy tone. Quotations are reduced one cent per pound making one pound prints 18c and on the tierce basis 16c per lb.

LARD—

Tubs are ½c higher than tierces and pails one cent higher than tierces.

1-lb. prints	0 18
Tierces, 400 lbs.	0 16

MARGARINE MORE ACTIVE

Toronto.

MARGARINE.—There appears to be a steadily improving demand for margarine. The spread in the price between butter and margarine is about 18c per pound. whereas the usual spread is around 8c to 10c. This difference in the spread, no doubt, can be attributed to a large extent to the increase in the demand which has developed in the past few weeks. The best grades of margarine are quoted at 23c to 24c per lb.

MARGARINE—

Margarine, No. 1	0 23	0 24
Do., No. 2		0 20

COOKED HAMS REDUCED

Toronto.

COOKED MEATS. — Another reduction of from one to two cents per pound is announced on cooked hams. Ordinary round trimmed are quoted at 43c to 44c and square pressed 46c per lb. Other cooked meats are unchanged under a quiet demand.

COOKED MEATS—

Boiled hams, lb.	0 43	0 44
Do., square pressed		0 46
Boiled shoulders, lb.		0 35
Head cheese, 6s, lb.		0 10
Choice jellied ox tongue, lb.		0 65
Jellied pork tongue		0 38
Bologna	0 14	0 18
Macaroni and cheese loaf, lb.		0 23

Above prices subject to daily fluctuations of the market.

NO CHANGE IN CURED MEATS

Toronto.

PROVISIONS. — The market for smoked, salt and barrel meats is unchanged as compared with a week ago. The situation is an easy one.

Hams—		
Small, 6 to 12 lbs.	0 28	0 30
Medium, 12 to 20 lbs.	0 28	0 30
Large, 20 to 35 lbs., ea. lb.	0 20	0 24
Heavy, 35 lbs. and upwards		0 18
Backs—		
Boneless, per lb.	0 44	0 45
Rolled, per lb.		0 49
Peameal	0 38	0 41
Bacon—		
Breakfast, ordinary, per lb.	0 25	0 32
Do., special trim		0 36
Cottage rolls		0 25½
Roll, per lb.		0 21
Wiltshire (smoked boneless) lb.		0 26½
Do., three-quarter cut		0 30½
Do., middle		0 32½
Dry Salt Meats—		
Long clear bacon, av. 50—70 lbs.		0 19½
Do., av. 80-90 lbs		0 16½
Clear bellies, 15-30 lbs.	0 18½	0 21½
Fat backs, 10-12 lbs.	0 13½	0 15½

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—		
Mess pork		31 00
Short cut backs, 200 lbs.		38 50
Picked rolls, bbl., 200 lbs.—		
Lightweight		39 00
Heavy		33 00

Above prices subject to daily fluctuations of the market.

SHORTENING UNCHANGED

Toronto

SHORTENING.—The market has easier tendencies but there are no changes in quotations to record.

SHORTENING—

1-lb. prints	0 16	0 16½
Tierces, 400 lbs.		0 15½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

HOG PRICES STEADY

Toronto

FRESH MEATS.—The market ruled steadier during the week on all lines. Hog prices were little changed, prices remaining on last week's basis of $9.00 fed and watered, although some went to outside buyers at 25c higher. In dressed meats there are no changes as compared with a week ago.

FRESH MEAT—

Dressed, light per cwt.	14 00	16 00
Do., heavy, per cwt.	10 00	12 00
Live, off cars, per cwt.		9 25
Live, fed and watered, cwt.		9 00
Live, f.o.b. per cwt.		8 50
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 20
Fresh hams, lb.		0 22
Tenderloins, lb.		0 48
Picnics, lb.		0 12½
Montreal shoulders, lb.		0 16
Boston butts, lb.		0 17
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 13	0 16
Front quarters, lb.	0 05	0 08
Ribs, lb.	0 14	0 20
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 20	0 23
Hips, lb.	0 10	0 12

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 14
Spring lamb, lb.	0 16	0 18
Yearling lamb, lb.	0 08	0 10
Sheep, whole, lb.	0 05	0 07

Above prices subject to daily fluctuations of the market.

FISH MARKET ACTIVE

Toronto.

FISH—There is a brisk demand for fish both in the city and from country points. Market conditions are steady with no change in quotations.

FRESH SEA AND LAKE FISH

Cod steak, lb.	0 10	0 11
Do., market, lb.		0 09
Halibut, chicken	0 16	0 17
Do., medium	0 21	0 22
Whitefish, Georgian Bay	0 17	0 18
Fresh Herring	0 08	0 09
Flounders, lb.	0 09	0 10
Fresh trout, lb.	0 10½	0 11½
Hadock	0 09	0 10
Spring Salmon	0 24	0 25
Fall salmon	0 12	0 13
Cohoe salmon	0 19	0 20
Mackerel	0 12	0 13
Yellow pickerel, lb.		0 17
Oysters, No. 1 tins		3 25
Do., No. 3 tins		9 25
Do., No. 5 tins		15 00
Do., glass jars, doz.		5 00
Do., shell, per bbl.		18 00

FROZEN FISH

Halibut, medium	0 21	0 22
Do., chicken	0 16	0 17
Do., Qualla	0 13	0 14
Flounders	0 09	0 10
Pike round	0 06	0 07
Do., headless and dressed		0 08
Salmon, Cohoe		
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11

SMOKED FISH

Haddies, lb	0 10	0 12
Fillets, lb.		0 17
Kippers, box	2 25	2 75
Bloaters		2 00
Ciscoes, lb.		0 18
Salmon snack, lb.		0 24
Digby chicks, 5 to bundle		1 00
Boneless Digbys, 10 lb. box		1 50
Shred cod, box 24 cart.		2 20
Cod, 1 lb. tablet, box 24s.		3 20
Quail on toast, lb.		0 14

POULTRY TENDS LOWER

Toronto.

POULTRY.—Receipts of poultry have been heavy with a tendency in all lines toward lower prices Turkeys were in liberal supply in anticipation for the Thanksgiving trade but the demand was not up to expectations. It is thought that the turkey supply throughout the country this year is a great deal larger than it has been for the past couple of years and many fine ones weighing from five to twelve pounds were offered during the week.

Prices paid by dealers—

	Live.	Dressed.
Turkeys	0 35	0 45
Chickens, spring	0 22	0 25
Roosters	0 12	0 15
Fowl over 5 lbs.	0 20	0 23
Fowl, 4 to 5 lbs.	0 15	0 20
Fowl, under 4 lbs.	0 10	0 16
Guinea hens, pair	1 25	1 50
Geese	....	0 23
Ducks, 4 lb. and over	0 20	0 28
Prices quoted to retail trade:	Dressed:	
Turkeys	0 45	0 55
Ducklings	0 25	0 35
Hens, heavy	....	0 30
Geese	....	0 32

WINNIPEG MARKETS

WINNIPEG, November 9.—The hog market maintains an easy trend although prices are unchanged. The butter market shows no change, but cheese is slightly easier. Eggs maintain a firm tone and storage stocks are getting low. There is a good demand for both ham and bacon. Poultry is easy under heavy receipts. Lard and shortening show no change. The demand for fish is fair.

BUTTER UNCHANGED

Winnipeg.

BUTTER.—There is no change in the local butter market. The demand is good for immediate requirements and quotations remain unchanged. Best grade creamery butter is quoted at 42 per lb.

BUTTER—

Creamery, best table grade		0 42
Creamery best table grade		0 40
Margarine	0 21	0 28

CHEESE MARKET LOWER

Winnipeg.

CHEESE.—The cheese market is lower with prices down one half cent on Ontario large. A short time ago the market showed a firmer tone but however it has reacted on account of heavy stocks being held in the East. Ontario large is quoted at 19 1-2 with twins at 20 1-4c and triplets at 20 1-2c per lb.

CHEESE—

Stilton cheese, large, lb.	0 23
Ont., large, lb.	0 19½
Ont., twins, lb.	0 20¼
Ont., triplets, lb.	0 20½

EGGS HOLD FIRM

Winnipeg

EGGS.—The egg situation continues firm with practically no new laids arriving, and stocks in storage are reported low. New laid in cartons are quoted to the trade at 53c with No. 1 candled at 43c per doz.

NO CHANGE IN COOKED MEATS

Winnipeg.

COOKED MEATS.—There is no change in the market for cooked meats. The demand is limited and prices show no change.

COOKED MEATS—

Best quality, skinned, 8-14 lbs.	0 46
Do., 13-16 lbs.	0 46
Roast ham, lb.	0 48
Roast shoulders, lb.	0 31
Pork tongues, lb.	0 33
Head cheese, 6-lb. tins, lb.	0 14
Jellied ox tongues, lb.	0 53
Luncheon cooked meats, lb.	0 16

SMOKED MEATS STEADY

Winnipeg.

PROVISIONS.—There is no change in quotations since the recent decline on ham and bacon. There is a fair demand for ham while bacon is finding a ready sale.

Hams—

8 to 16 lbs., per lb.	0 40
16 to 20 lbs., per lb.	0 40
16 to 20 lbs., per lb.	0 40
Boneless, 8-14 lbs., per lb.	0 30
Skinned, 14-18 lbs., per lb.	0 40
Skinned, 18 to 22 lbs., per lb.	0 40
Bacon, 6 to 10 lbs., lb.	0 47
Cottage rolls, boneless	0 24
Bellies, 6 to 10 lbs., per lb.	0 32

HOG MARKET UNCHANGED

Winnipeg.

FRESH MEATS.—There is no change in the hog market and live selected hogs are quoted at $10.50 per cwt. Butcher heifers are selling fairly well and best quality are quoted at $4.00. The calf market is showing strength and best quality is quoted from $4.00 to $4.50 with medium kinds ranging from $3.00 to $3.50. The sheep and lamb market is maintaining a firm tone and lambs from fair to good quality are quoted from $6.50 to $8.00 with mutton sheep quoted at $3.50 to $4.50.

Selected, live, cwt.		10 50
Heavier	5 50	8 50
Light	10 00	10 50
Sows	5 50	6 50
Fresh Pork—		
Legs of pork, up to 35 lbs., lb.	0 22	0 29
Spare ribs		0 16
Loins of pork, lb.	0 27	0 30
Fresh hams, lb.	0 24	0 30
Shoulders	0 16	0 18
Fresh beef—from steers and heifers—		
Hind quarters, lb.	0 09½	0 13
Front quarters, lb.	0 05½	0 07½
Whole carcass, good grade, lb.	0 07	0 10
Mutton—		
Choice, lb.		0 18
Choice long hinds (leg and loin)		0 24
Choice Stews		0 07½
Lambs—		
Choice, 30-45 lbs.		0 20
Veal		
Good veal, 40 to 80 lbs., hind quarters		0 21

POULTRY PRICES LOWER

Winnipeg.

POULTRY.—The market continues in an easy position. Storage operations to any great extent have not yet commenced and there is little competition. Heavy receipts are arriving with the result that the market is easier. Broilers are quoted from 36c to 38c with chickins at 32c. to 34c. and fowl at 24c to 26c. per lb. Young turkeys are arriving and are quoted at 48c per lb.

POULTRY—

Broilers, 1½ to 2 lbs., per lb.	0 36
Do., 2 to 2½ lbs., per lb.	0 38
Chickens, 2½ to 3½ lbs., per lb.	0 32
Do., 3½ lbs. and up, per lb.	0 34
Fowl, 3½ lbs. and under, per lb.	0 24
Do., 3½ lbs. and up, per lb.	0 26
Turkeys, young, per lb.	0 48

LARD MARKET STEADY

Winnipeg.

LARD.—There is no change in quotations on lard or shortening. Lard in tierces of 400 pounds is quoted at 15c with shortening on the same basis at 14c. per lb.

Pure lards, No. 1 quality, per lb. (in tierces, 400 lbs.)	0 15
Do., wooden pails, 20 lbs. pail	3 40
Shortening, tierces of 400 lbs.	0 14
per pail	3 20

FISH MARKET UNCHANGED

Winnipeg

FISH.— Lake Superior herring in 100 pound sacks is quoted at $3.00. Halibut is lower at 13 1-2c. Red Spring Salmon in ful boxes is in good demand and is quoted at 20c. Smoked fish has shown a slight decline on many lines.

Black cod, lb.	
Brills, lb.	0 09
Herrings, Lake Superior, 100 lbs., sacks, new stock	3 00
Halibut, chicken, cases 300 lbs	0 13½
Do., broken cases	0 14½
Salmon—	
Cohoe, full boxes, 300 lbs.	0 16
Do., in broken cases	0 17
Soles	0 09
Whitefish	0 12½
Do., broken cases	0 13
Do., Western, 20-lb. boxes, box	2 10
Bloaters, Eastern National, case	3 50
Haddies, 30-lb. cases, lb.	0 12
Do., in 15-lb. cases, lb.	0 12½
Kippers, East., Nat., 20 count, per count	3 00
Fillets, 15-lb. boxes, lb.	0 17

SALT FISH

Steak Cod, 2s, Seelys, lb.	
pails, per pail	1 00
Do., mixed, 9 lb. pails, per pail	0 95

What is Centrifugal Sugar?

Centrifugal sugar is also known as "raw" sugar and more locally "brown sugar." It gets the name "centrifugal" from the fact that the uncrystallizable syrup mixed with the crystals after the juice of the cane stalks or the beets have been condensed through purification, evaporation and filtration into syrup and later formed into crystals through the method of the vacuum pan, is separted by centrifugal machines. These machines revolve at high speed inside an iron casing and the action of this centrifugal mechanical force causes the syrup to be ejected into a casing, whence it drains into a receiver. What is left is called "centrifugal." The remaining syrup, of course, is what is commonly known as molasses.

Don't Overlook This Season's Special---

Headcheese!

QUALITY in Headcheese should be your first consideration now that the season is on when a good brand of Headcheese sells well. You can always be assured of a uniform grade in Davies' Headcheese with a standard of quality that is always kept up to the mark.

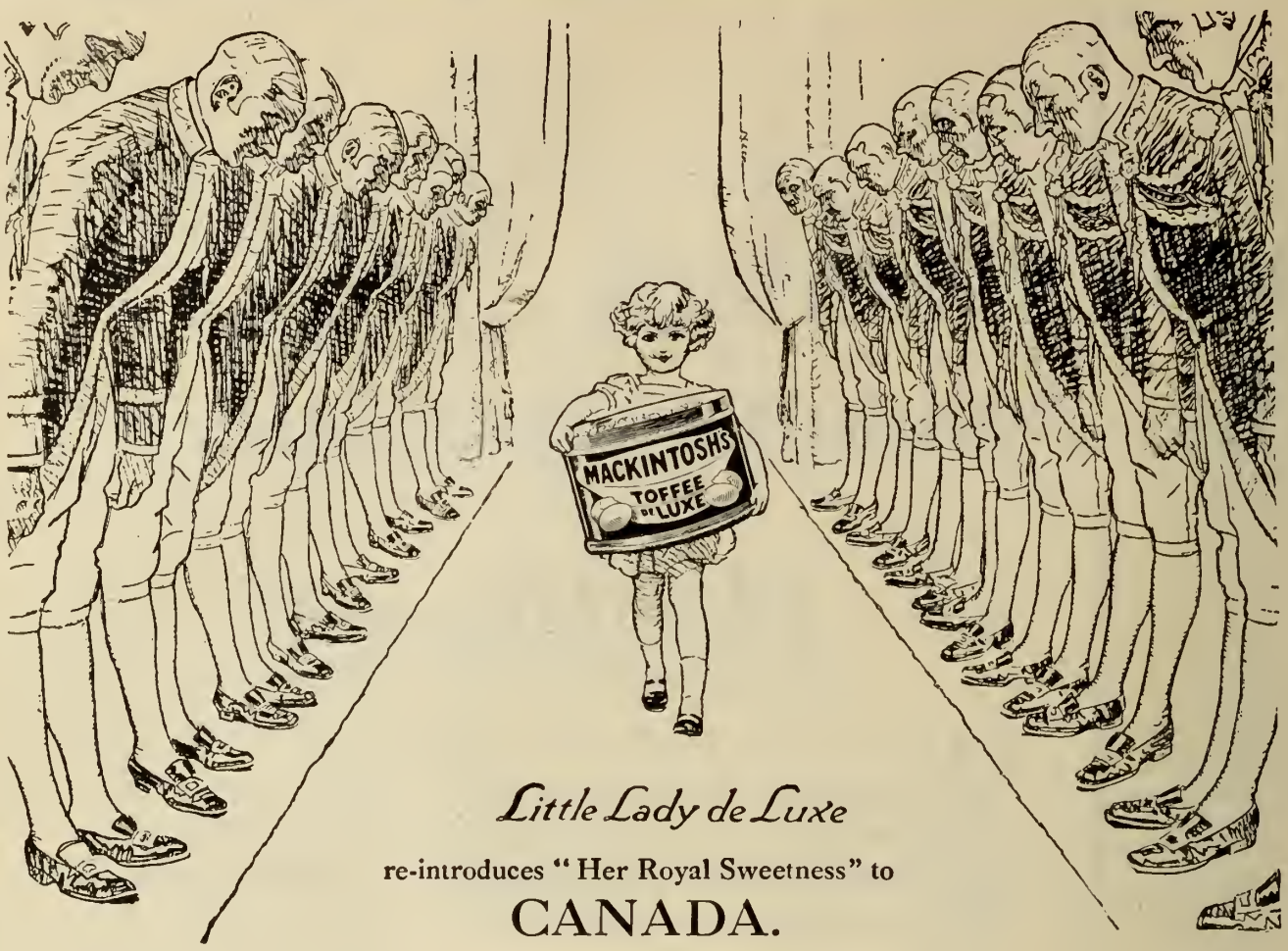
Quality in Headcheese is the one thing the housewife demands. She will go to the store that sells that "Quality" brand. Be sure of this trade by featuring prominently

Davies' Headcheese

Made under Government supervision in the white-tiled kitchens of the Wm. Davies Co., Limited, at Toronto and Montreal.

Write us for prices—or ask our salesman for particulars

In Convenient Packages
One-Pound Moulds
Six-Pound Tins
20-lb. Pails



Little Lady de Luxe

re-introduces "Her Royal Sweetness" to

CANADA.

THE FAME OF MACKINTOSH'S TOFFEE DE LUXE has spread over the Seven Seas, for the Briton in the far-flung Outposts shows his Nationality in his love for this pure Sweetmeat.

It is as much the National Toffee as the Union Jack is the National Flag—literally the "Sweet of Empire."

CANADIAN SHIPMENTS regularly made and STOCKS held by

H. V. PRATT, 325, Railway Street, VANCOUVER, B.C.

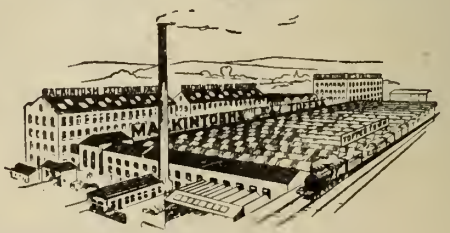
to whom all CANADIAN enquiries should be addressed.

Mackintosh's Toffee de Luxe

—the premier British Sweetmeat.

The Toffee with the largest sale in the World—and made in the largest Toffee Manufactories in the World,—by

JOHN MACKINTOSH & SONS, Ltd.,
Toffee Town, HALIFAX, England.



BRUNSWICK BRAND

(Ready-to-Serve)

CANNED SEA FOODS

SPEEDY SELLERS

Convenience, excellent flavor, and reasonable price—these are the three outstanding qualities of **Brunswick Brand Sea Food Delicacies,** that have made them such remarkably fast sellers. Since they are ready cooked their handiness appeals to every housewife and with campers and picnickers they are exceptionally popular. Keep Brunswick Brand Sea Foods well displayed during the late Summer days and get this profitable extra business.

¼ Oil Sardines
Finnan Haddies
Kippered Herring
Clams
¼ Mustard Sardines
(Oval and round tins)
Herring in Tomato Sauce

Connors Bros., Limited

BLACK'S HARBOR, N.B.

Winnipeg Representatives:
Chas. Duncan & Son, Winnipeg, Man.

Canadian Grocer is Worth Dollars To This Grocer

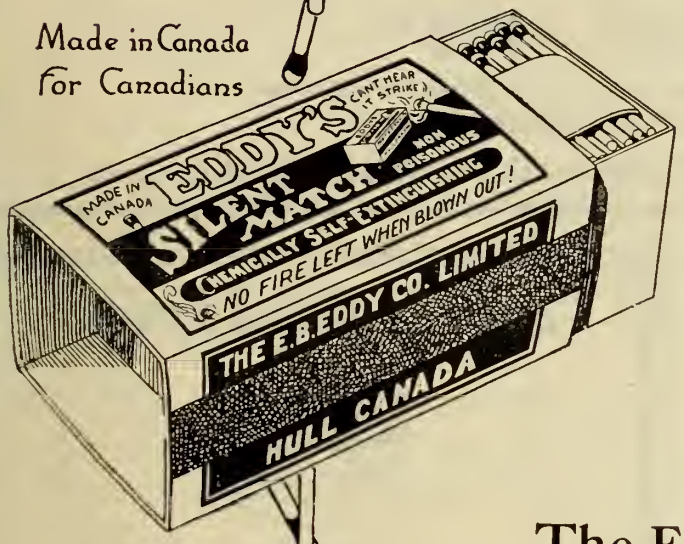
"I JUST want to tell you that the Canadian Grocer is worth dollars to me," remarked C. W. Caple, Walkerville, Ont., to a representative of Canadian Grocer the other day. "On several occasions I have followed the advice given in Grocer market reports, and it has meant money to me. For instance, a short time ago you advised the buying of California raisins at the price ruling at that time. I did so, and to-day the wholesale price is two cents higher than what I paid for them, buying as you advised. I also heeded your advice in regard to the buying of salmon, and now have a nice supply of sockeye that could not now be bought at what I paid for it. Your information on the sugar market has been my guide in purchasing sugar supplies, and I have bought only as my requirements demanded. Consequently I have not lost money. I read your paper the minute it comes to me and I would not be without it."

The big reason why subscribers continue to take the CANADIAN GROCER year after year is because it pays them to do so. Archie Tait, a Bowmanville, Ont. retailer, reminded us this week he had been a continuous subscriber for some twenty-five years.

The above also explains why the advertisements in CANADIAN GROCER are read.

Matches That Never Annoy

Made in Canada
for Canadians



People who buy matches buy them for just one purpose—to light when needed.

The necessity of hunting for a real match among headless sticks or broken pieces is a keen source of annoyance to every match user.

Eddy's Matches never annoy because every match in every Eddy box is a good match. Clean sticks and firm heads that light without fail and burn steadily without spit or sputter.

The "Silent Five" line pictured here is one of Eddy's best sellers. Safe, sure, silent striking, and non-poisonous, they are a worthy product of a house with some 70 years' match-making experience. No after glow when blown out.

An Eddy stock will enable you to meet every match buyer's requirements. More than 30 different varieties—a match for every purpose.

The E. B. Eddy Co., Limited
HULL, CANADA

The new macaroni
"Tasty Cuts"

Tasty cuts is delicious, superfine macaroni cut in convenient lengths.

It comes in attractive cartons wrapped in wax paper which keeps it fresh and crisp in any climate.

Made in our new modern plant and dried by electricity, it has a flavor all its own.

The contents of one package provide a delicious dish for a family of five.

10c. per package Retail
Get it from your jobber or write direct

Dominion Macaroni Company Limited
Sales Office: HAMILTON - ONTARIO

BABY'S OWN SOAP

50% PROFIT

Buy Direct From the Factory. Freight Prepaid. Minimum Quantity 2 Gross.

$38.40 less 20% and 5% - $29.18
Sell at 15c per cake - - $43.20

In Sask., Alta. and B.C. add 60c per gross and retail at 50c per box of 3 cakes.

ASK FOR PRICE LIST OF OTHER LINES

ALBERT SOAPS, Limited, 168 McCord St., MONTREAL, Que.

Y & S
STICK LICORICE

in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company

MONTREAL

Catalogue and Price List on Application.

"Saxonia Brand Fruits"

Packed in half and one-pound packages.

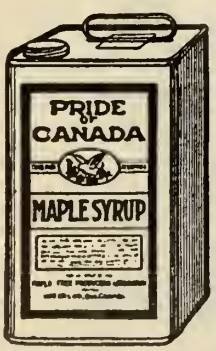
PRESERVERS OF

Candied, Glace, Crystallized and Drained, Citron, Lemon, and Orange Peels, Pineapple, Ginger, Assorted Fruits, Bigarreaux Cherries, Maraschino Cherries, etc.

Saxonia Fruit Preserving Co., Ltd.

Factory
First Avenue and Ernest St., Montreal, Que.

Sole Agents for Canada
The John T. McBride Co., Limited
189 St. James Street, Montreal, Canada



PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Fall Trade

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 95 King St., E., Toronto, Can. J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

How "Canadian Grocer" Is Read

A Confectionery Manufacturer reproduced —in his advertisement in this paper—a cut of a grocer's window display, containing his products, with special fixtures and display cards.

Many retailers wrote for the display cards and window fixtures to use themselves. A sugar refiner used a similar announcement with similar results.

CANADIAN GROCER is published weekly. It is national—covers the better trade in each province. Member of Associated Business Papers and of Canadian National Newspapers and Periodicals Association. Circulation is independently audited by Audit Bureau of Circulation.

Every issue is practical—that's why the advertisements as well as reading matter are closely read.

Be sure your announcement appears in the Annual Fall, Christmas and Winter issue.

Early forms now closing.

CANADIAN GROCER

Montreal Toronto Winnipeg Vancouver

Publication Office: **153 University Ave., Toronto**

This Stand and Display Balloon Free With First Order

A 25c Counter Proposition

SELLS ON SIGHT
MAKES BIG PROFITS

"Mohican" envelope packages in neat little counter display stands make more profit, for the space used (size 5 1-2" x 2 1-2"), than anything else you handle.

A Montreal store sold over 300 in the first four days—making over $30 profit.

"Mohican" picture balloons are a novelty—men, women and children will buy. In these stands they take practically no room—are easily handled—interfere with the sale of no other goods.

COST:
$24 per Gross
RETAIL for $36

To convince you of the money-making possibilities of this line we will send to well-rated merchants 6 dozen on approval at a special Introductory net price of $10.80. These will retail for $18 and will give you a very quick profit of $7.20.

"MOHICAN" BALLOONS IN CHRISTMAS PACKAGES. WHEN ORDERING ASK FOR ILLUSTRATED PRICE LIST.

ROBERTSON & MURPHY, LTD.
245 St. Paul St. W., Montreal

GRAPES

We are importing for present consumption cars of

California Emperor Grapes

in lugs, weighing about 24 lbs. net each, and selling to-day at $4.00.

Also

Emperor Grapes

in barrels—for later use.

And

Almeria Grapes

of first quality, in barrels, for winter trade.

Look to us for your supply of Grapes —Quality and Prices and Service are right.

WHITE & CO. LTD., TORONTO

Wholesale Importers

APPLES

Get our quotations before you purchase

GEORGIAN BAY FRUITS

Before you place your order for your apple requirements for winter use it will pay you to get our prices. You'll find them most reasonable and our service and delivery all you could desire.

Georgian Bay Fruits are well known for their fine quality and flavor. You can count on them to please your customers. Write us.

LEMON BROS.

Owen Sound, Ontario

Fruit, Produce & Commission Merchants

INDEX TO ADVERTISERS

A

Acadia Sugar Refining Co. .. Inside Back Cover
Albert Soaps, Ltd. 44

B

Bain & Co., Donald H. 6
Blackburn, R. C. 9
Bowser & Co., Ltd., S.F. —Inside Back Cover
Budgett, Samuel & Co., Limited 1

C

City Dray Co., The 8
Clark, Limited, W. 5
Colville Co. 8
Connors Bros., Ltd. 41
Connecticut Oyster Co. —Front Cover

D

Davies & Co., Wm. Ltd. 39
Dayton Scale Co. .... —Back Cover
Dominion Canners, Ltd., B.C. 43
Duncon, C. & Son 6

E

Eddy, E. B. Co., Ltd. .. 43
Estabrooks Co. Ltd. T.H. 11
Eureka Refrigerator Co. Limited 12

F

Farley-Myers, Ltd. 7
Frost Moorman & Co. .. 9
Freeze, S. G. 7

H

Hamblin-Brereton 9
Hanson Co., Ltd., J. H. 10

K

Keens Colman Ltd. 12
Kiwi Polish Co. 11

L

Lachaine, Geo. D. 10
Lambe, W. G. A. & Co. 9
Lemon Bros. 46
Langley, Harris & Co., Limited 9

M

McLaughlan, J. K. 9
Mackenzie & Co. Ltd. W. L. 6
Macdonald Reg., W. C. 4
MacKintosh Toffee Co. 40
Mann & Co., C. A. 9
Maple Tree Producers Association, Ltd. 44

N

National Licorice Co. .. 44
New Brunswick Potato Exchange Co. 47

O

Oakey & Sons Ltd. Jno. 10
O'Donnell & Co., John J. 9
Oval Wood Dish Co. .. 3

P

Purnell & Panter 8
Patrick & Co., W. G. .. 9
Pennock & Co. H. P.. 7

R

Red Rose Tea 11
Robertson Murphy Ltd. 45 and 47
Ross Can Co. 47

S

Saxonia Fruit Co. 44
So-Clean Ltd. 47
Soper, E.N. & W.E. 9
St. Arnaud Fils Cie .. 10
Stickney & Poor Spice Company 10

T

Tippet & Co. Ltd. 10
Toronto Pottery Co. Ltd. 47
Toronto Salt Works ... 47
Trent Mfg. Co. 47

V

Victoria Paper & Twine Company 40

W

Watson & Truesdale .. 7
White & Co. 46
White, Cottell's 47
Williams Storage Co. .. 7
Wiley, Frank H. 6
Walter Woods Ltd. .. . 9

BUYERS' MARKET GUIDE
Latest Editorial Market News

TEA POTS,
MIXING BOWLS
And other lines of Rockingham and Cane Ware.
Special price on Crate lots.
The Toronto Pottery Co., Limited
Toronto - Canada

We are now located in our new and more spacious warehouse at
60-62 JARVIS STREET
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS, GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

GOOD TOBACCO CROP IN ONTARIO

The tobacco crop of south-western Ontario for the present season is estimated, in round figures, at 6,000 acres, with a yield of 6,500,000 pounds.

Of this, 2,186,000 pounds are flue-cured and 4,000,000 pounds white burley, the rest being divided between snuff and cigar tobacco. The flue tobacco is one of the best ever produced and the white burley will have a much better body and probably a brighter color than last year.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

PRINTED BALLOONS
Most effective to announce special sales, anniversaries and other merchandising events. Novel—Inexpensive. Trade marks—Special designs—and any wording can be imprinted.
Robertson & Murphy Limited
247 St.Paul St. West, Montreal

Say You Saw It In Canadian Grocer, It Will Help To Identify You

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

It Pays to Read the Advertisements

The main thing an advertiser wants to do is to tell you plainly just how and why his goods are worthy of your consideration. You can learn a great deal from that alone, because many things you see advertised are the things you buy and use in your regular daily life. By reading advertisements you can learn the names and read descriptions of the things that are best and most satisfactory.

J. & J. Taylor's Safes

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor safe 18 inches deep, two feet 9 inches wide. four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer. 153 University Ave., Toronto

FOR SALE

VANCOUVER, B.C. — FOR SALE, STORAGE Warehouse in centre of City, with Trackage, also well established Truck and Dray business. Can be sold as a going concern or each separate. Apply Box 120, Canadian Grocer, 153 University Ave., Toronto., Ont.

WE HAVE FOR SALE FIFTY FEET OF OAK Shelving, modern construction, and three (3) Solid Oak Grocery Counters with Bins, all in first class, order, a bargain for any retail grocer desiring some up-to-date equipment. Apply by mail to Marland Woolnough Co., Niagara Falls.

FOR SALE—SPLENDID GENERAL STORE IN prosperous town of about 3,000 inhabitants. A good opportunity for man with moderate capital who knows his business. Would be willing to accept reasonable periodical payments after payment for stock at valuation. Principals only dealt with. Apply Box No. 124 Canadian Grocer, 143 University Ave., Toronto.

AGENTS WANTED

JOHNSTON BAIRD & CO., PICKLE AND Sauce Manufacturers, Glasgow, Scotland, experienced in export packing, desire up-to-date agents in the various provinces of Canada. State experience and references.

MAKE BUSINESS BETTER

By Boosting Your Business

Send for Your Copy Today!

You should be in a position to know what are sound stocks and bonds and what are purely speculative—perhaps you can't afford to speculate—If not, you must be assured that you are really investing.

THE FINANCIAL POST specializes in an Inquiry Service noted for its accurate and sound replies regarding investment. This service is free at all times to subscribers.

The careful opinions backed solidly by facts, the accurate news and the weekly market reports that appear in THE FINANCIAL POST are your sure guides to the knowledge that means safety.

Send for a sample copy today. The subscription price—$5.00 a year of fifty-two issues—is really insurance on your invested money.

THE FINANCIAL POST 143-153 University Ave. TORONTO, CANADA

Speed, Accuracy and Economy in Handling Gasoline

Write for Illustrated Booklet C-11

Bowser Piston-Type Measuring Pumps will serve both you and your customers well and profitably. Scientific design and evaporation-proof, all-metal construction eliminate evaporation and spilling. Positive mechanical stops guarantee accuracy.

Thousands of motorists have, for many years, preferred to be served from Bowser Pumps. This great public confidence increases the value of Bowser Equipment to you. Whatever your requirements in Gasoline and Oil Handling Equipment, Bowser can meet them.

Bowser Equipment is MADE IN CANADA by
S. F. BOWSER CO., Ltd., 66-68 Fraser Avenue, Toronto, Ont.

BOWSER
ESTABLISHED 1885
PISTON-TYPE MEASURING PUMPS

The Good Quality Never Varies

ROYAL ACADIA SUGAR

"Every Grain Pure Cane" is the real, concise description of Royal Acadia Sugar. Recommend it to all your customers—it will certainly give satisfaction.

Sold in 2 and 5-lb. cartons, 10, 20 and 100-lb. bags, half-barrels and barrels.

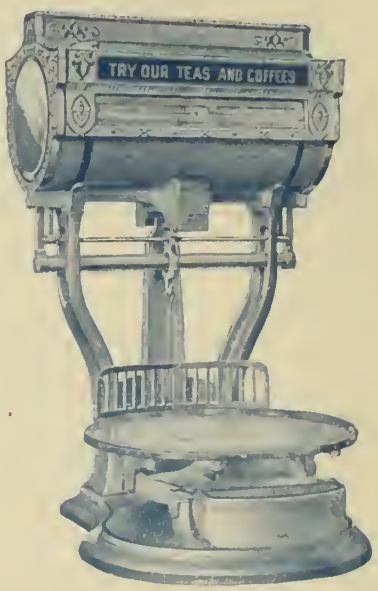
Acadia Sugar Refining Co., Limited
MONTREAL, QUE. HALIFAX, N. S.

MADE IN CANADA

The Finest of all Equipment for the Grocery Trade

DAYTON

The Scale that Saves Time and Money



USE THE BEST AND KEEP YOUR MONEY AT HOME

Why is the Dayton Grocery Scale the BEST? Because it is the product of the brains and hands of the world's most skilful and experienced scale-builders. It represents the fruits of thirty years of research and experiment on the part of the great pioneer scale-manufacturing house. If a better scale could be devised, Dayton workmen would be building it. The Dayton Grocery Scale brings to your Service AT NO EXTRA COST new and EXCLUSIVE advantages which rid you of drudgery, speed up your store service and assure you of absolute accuracy in weights and price computations.

A representative will be glad to call upon you and explain the features which made the Dayton pre-eminent. A card today will bring one of our demonstrators. You incur no obligation in sending it.

INTERNATIONAL BUSINESS MACHINES CO., LTD.

Frank E. Mutton—Vice-President and General Manager.

HEAD OFFICE and FACTORY—Royce and Campbell Avenues, Toronto.

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV PUBLICATION OFFICE: TORONTO, ONT., NOVEMBER 18, 1921 No. 46

BE CONSTRUCTIVE

IT is a fundamental truth that a reasonable variety of food is necessary to the health of a civilized people. Oysters are not one of the really cheap foods when measured by the cost of their useful constituents, but they are particularly valuable as an APPETIZING VARIANT OF THE DIET.

"Sealshipt Oysters"
In Glass Jars

Oysters are *without waste, easily digested, wholesome and palatable* as well as having substantial value in point of nutriment and it behooves the merchant to suggest foods that have such merit.

Too frequently the intelligence of the consuming public is underestimated with a consequent loss to the merchant not only in volume of business but prestige.

We have never posed as a cheap house and never will. The frequency of purchase by the consumer is determined by the satisfaction they experience when the oysters are served, not by price. We are purely a quality house and want to be regarded as such.

CONNECTICUT OYSTER CO., LIMITED

"Canada's Exclusive Oyster House"

50 JARVIS STREET, - TORONTO, ONT.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of Report will be sent on request to anyone interested.

Red Cherry Wine
Black Cherry Wine
Creme de Menthe
Ginger Wine
Port Wine
Sloe Gin

Grape Wine
Strawberry Wine
Blackberry Wine
Raspberry Wine
Tokay (White Grape) Wine

DO YOU WANT THESE BIG EXTRA CHRISTMAS and NEW YEAR'S PROFITS?

Last Christmas many aggressive Canadian grocers took advantage of the increasing demand for Unfermented Wines and Beverages by displaying our carefully selected and attractively labelled wines in their holiday windows. The results they obtained handsomely rewarded their good judgment, and in many cases was the means of building up a steady, profitable winter demand.

If you are wise you will take advantage of this ready-made business this Christmas, and order a good stock of our above listed wines and beverages. Many grocers found a hamper of ½ dozen selected bottles was a big favorite. Write, wire or phone your order at our expense. Price $4.50 per dozen—fast shipments guaranteed.

ONTARIO WINE COMPANY

New Toronto - - Ontario

Manufacturers of PURE NATIVE WINES. *Price Lists on Application.*

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK

SPECIAL NOTICE

The recent substantial reductions in selling prices for

Borden's Evaporated Milk
Borden's Condensed Milk
Borden's "Reindeer" Coffee

are the result of lower costs of production and our desire to give the trade and consumers early benefit of such conditions.

For an attractive counter or window display we suggest a pyramid of Borden's ST. CHARLES MILK, in four sizes, with the new label. The result will please you.

MONTREAL The Borden Co. Limited VANCOUVER

The Standard Of Biscuit Quality

The watchword of McCormick's from the first beginning has been cleanliness both of factory and methods. During the great expansion and growth new methods were adopted to retain that standard set in the first small factory.

Now our great, white, sunshine factory is regarded as the model bakery and our Jersey Cream sodas are rightly taken as the standard of perfections by which others are judged.

McCormick Mfg. Company, Limited, London, Canada

Branches at: Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port Arthur, St. John, N.B., Vancouver.

"ST. WILLIAMS"

NOW IN GLASS JARS

These delicious fruit preserves and the well known **Curling Brand Seville Marmalade** will now be put up in FOUR-POUND GLASS JARS as well as **Four-Pound Pails,** as previously.

The Quality of St. Williams Pure Jams is unusually high grade and we can offer prompt delivery and attractive prices. Selling agents for Canada

Langley, Harris and Company
LIMITED

WINNIPEG TORONTO MONTREAL

MACDONALD'S

The Best Known Tobacco in Canada To-day

There are eight kinds of tobacco pictured on this page. They are all Macdonald's . . . They are all made to meet somebody's idea of a perfect tobacco—and every smoker will find among them a tobacco to suit his taste.

These eight forms of Macdonald's are the best-known tobaccos in Canada. Their pictures are in the newspapers all over the country. The result —

More and more Macdonald's is being sold all the time. And the more Macdonald's sold, the faster the retailer's turnover; the faster the turnover, the greater his profit.

And, after all, none of us are in business for our health.

The Tobacco with a heart

Ask any wholesale grocer's salesman—

Sales records are proof—

—that PALMOLIVE SOAP is not only the biggest seller on the toilet soap market but the greatest builder of satisfaction.

The wholesale grocer's salesman knows because he is in contact with the trade every day. His sales records are proofs that can't be denied.

PALMOLIVE SOAP has been the leading toilet soap in the United States for years.

It is the leading toilet soap in Canada today.

The same intensive advertising campaigns that made it such a success in the United States are building up its success in Canada.

Big space in the Canadian newspapers which are scheduled for a sustained campaign. Big space in the magazines. Glorious color illustrations by the world's leading artists. Beautiful billboard posters. All that art and the science of selling can provide to make PALMOLIVE profitable to dealers, is being used to generate and maintain sales.

And don't forget that PALMOLIVE SOAP is a delightful accessory to the toilet. Containing pure olive and palm oils, it is a soothing, beneficent, refreshing soap for bath or toilet. Its healing oils enter the pores of the skin and cleanse them. Its abundant creamy lather is a tonic to tired skins.

The natural cleansing oils of the olive and palm are an heritage of an ancient civilization, used for beautifying the skin since time was young.

There is a constant and insistent demand for PALMOLIVE SOAP among your trade. Foster it and build it into profits.

Ask the wholesaler's salesman for our special price list and learn how to multiply profits.

THE PALMOLIVE COMPANY OF CANADA, Limited

Montreal, Que. Toronto, Ont. Winnipeg, Man.

Made in Canada

1415

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

FARLEY MYERS LIMITED
Manufacturers Agents
and
Commission Brokers
57 Victoria Street,
Winnipeg, - Manitoba.

S. G. FREEZE
Manufacturers' Agent & Merchandise Broker
Agencies solicited
Satisfactory representation guaranteed
806 Herald Bldg., Calgary, Alberta

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

A Selling Organization that will "put your product across" in a big way

Six large warehouses situated in the largest distributing centres from Winnipeg to Vancouver, each with a staff of energetic, experienced salesmen calling on the trade, form the "make-up" of this large selling organization.

Whether your product is a new one or one that you believe is not at present being marketed successfully, we can get you the results that you are looking for and get them quickly.

Get in touch with us.

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Head Office: WINNIPEG, MAN.

Branches at

MONTREAL, QUE.
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B. C.

ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

Now is the Time to Buy—don't wait.

Consult these Advertising Pages.

Our Advertisers will *save* you Money—buy now.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

Personal Marketing Service

The "House of Scott-Bathgate" offers manufacturers who are desirous of successfully placing their products in the rich Western field a personal selling organization with an 18-year-old reputation for producing big results.

We have successfully placed such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies and we can do the same for yours. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

Storage and Distribution

Winnipeg

Insurance 30c

We operate the largest fleet of motor trucks in

Western Canada

Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

The City Dray Company

LIMITED

Frost and Wood Building,
Cor. Pacific and Princess Streets.

Track P. 18 **Winnipeg**

Ship Your Goods to the Well Known Firm of H. L. Perry Co., Limited, Storage (Free and Bond.)
Distributing and Assembling
of Pool Cars Our Specialty

COMMISSION DEPARTMENT

Coupled with the above service, we have a Commission Department with a competent staff, operating throughout the entire West.

This department will execute any buying or selling commissions for you.

This Combination of Departments offers a service that is unique.

THE H. L. PERRY CO., LTD.

214 Princess St. - WINNIPEG

250 publications - dailies - weeklies and Farm Journals, advertise Gold Standard Tea. The Codville Co. Ltd.

7

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

Merchandise Brokers — Manufacturers' Agents
WE COVER CANADA
LOGGIE, SONS & CO.
32 Front TORONTO — St. West CANADA

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

D. W. Clark & Sons
248 Avenue Road
TORONTO
Grocery Brokers and Commission Agents
We invite correspondence from Domestic or Foreign manufacturers who desire to secure proper distribution.

R. C. BLACKBURN
Manufacturers' Agent and Merchandise Broker
60 Front St. West
TORONTO

George G. Yorke
40 Adelaide Street West, TORONTO
Agent for -
Joseph Travers & Sons Ltd.
London Eng.
The largest and oldest Wholesale Grocers in the Empire.

The Advertisers would like to know where you saw their advertisements—tell them.

Standard Goods Win Abiding Trade

Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143

ST. ARNAUD FILS CIE.

GROCERY BROKERS

Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING. MONTREAL

GEO. D. LACHAINE

Manufacturers' Agent and Commission Broker Representing:

The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N. S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P. Q.
Over 30 years in Business. Best references and Connections.
18 Dalhousie Street, QUEBEC.

TIPPET & CO., LIMITED

Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

ADSCO PRODUCTS CO.

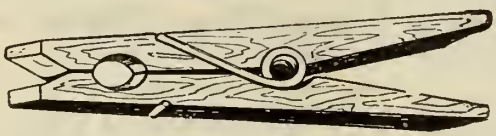
Covering Quebec Province, 15 travellers. Are in a position to market Food Products. If you are requiring distribution get in touch with us.

Adsco Products Co.
581 St. Paul St. West. MONTREAL

When Writing to Advertisers Kindly Mention this Paper . .

Be Sure you Ask Your Jobber for

Dominion Spring Clothes Pins



Manufactured by

The J. H. Hanson Co., Ltd.
MONTREAL

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., England

Canadian Agents: J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.
HUGH LAMBE & CO., TORONTO.

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East, Winnipeg

Sankey and Mason, 839 Beatty Street Vancouver

WALTER WOODS LIMITED

BROOMS, BRUSHES, BASKETS, WOODENWARE, WILLOW WARE, GROCER SPECIALTIES

HAMILTON - WINNIPEG

STANDARD GOODS MAKE STANDARD STORES
ORDER BY NAME, SAY
STICKNEY & POOR'S

STICKNEY & POOR'S
Pure Ground
NUTMEGS

Come in handy shaker-top cans that sell well to your customers.

Full strength. Uniform Quality. Price and Product are both RIGHT for building up a steady and profitable business.

Your co-operating servant,
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

Nobody has ever built a better Refrigerator than the EUREKA!

Eureka Refrigerators are the best all-round satisfactory Refrigerators on the market and give the greatest values in scientific refrigeration.

The Eureka Refrigerator cannot be Beat! We intend increasing our sales next year by a large percentage and it will be to your own interests to

Purchase Your Eureka Refrigerator

at the earliest moment and be assured of having your refrigerator ready to use on the first warm day of next season. If you delay, you may not have your refrigerator in time and you will incur an unnecessary loss. Don't Risk having unnecessary losses.

And Remember—You will not know the great feeling of satisfaction in having perfect Refrigeration Equipment until you have installed the Eureka.

Write for our free, illustrated literature.

EUREKA REFRIGERATOR CO., LTD.
Head Office and Factory
OWEN SOUND, ONTARIO

A CANADIAN *made* PRODUCT

Tid-Bits
THE ULTIMATE MACARONI PRODUCT

MADE IN CANADA BY
THE COLUMBIA MACARONI CO. LTD
LETHBRIDGE ALBERTA

Are You Getting Your Share Of Business And Large Profits Selling Cream Of Malt And Hops?

If so, that shows that you are a live dealer, if not, get in line and keep up with the times.

You don't have to push these goods, just put a can of CREAM OF MALT and HOPS where your customers can see it. You will be surprised to see how CREAM OF MALT and HOPS will sell.

Next time your wholesale grocer calls, ask him about CREAM OF MALT and HOPS, if he cannot supply you write us direct.

Canadian Malt Extract Co.
16 Pearl St., Toronto, Ont.

THE "QUALITY" THAT SELLS

CLARK'S Prepared Foods

Corned Beef
Roast Beef
English Brawn
Irish Stew
Ox Tongue
Lunch Tongue

Pork and Beans
Soups (13 kinds)
Potted Meats
Cambridge Sausage
Veal Loaf
Beef Loaf

Tongue, Ham and Veal,
Sliced Smoked Beef
Peanut Butter

Canadian Boiled Dinner
Tomato Ketchup
Table Syrup

Spaghetti with Tomato Sauce and Cheese
and other good things.

Made in Canada—By a strictly Canadian Company

Sell Clark's :: Make Satisfied Customers :: Increase Your Business

W. CLARK, LIMITED

MONTREAL

FOR XMAS SELLING

Bodley's attractive display cases will be furnished retailers at cost. Ask about them.

BODLEY'S RICH FRUIT CAKE

Be sure you have a good supply of Bodley's rich Fruit Cakes for Christmas selling.

The tempting appearance of these rich Fruit Cakes when displayed in an attractive Bodley display case, like the one above, will form an irresistible selling appeal to most of your customers.

And Bodley's cakes are of such remarkably fine flavor that once your customers try them you'll never have to waste selling talk in the future.

Try a sample order if you've never before sold these "different" fruit cakes—note their rich appearance and taste them yourself, then you'll understand why so many of Canada's leading grocers feature them.

C. J. Bodley, Limited

TORONTO

"Canada's Next Premier"

No matter which he is—all three possibilities are pen-pictured in

November 15 MacLean's

"Scrutator," a writer of rare analytical power, holds the mirror up to Meighen, King and Crerar. Each of the three is "called up" in printers' ink as true to life as if they stood there separate and distinct in flesh and blood. It is one of the most searching, masterly articles ever written with public men as subjects. It is fair to each—and nothing more; a cold-blooded analysis of the virtues and weaknesses of the candidates in turn. It will surprise you, startle you, tantalize you with its subtleness and depth.

"Funny Thing That Tariff"—by J. K. Munro. This number of MACLEAN'S has four timely articles dealing with Big Politics, the whimsical observations of J. K. Munro are, as usual, full of amusement as well as information. Munro just can't help seeing the funny side of politicians and politics. Of Ottawa and Parliament Hill he makes a sort of continuous vaudeville performance. He gets some big laughs out of election activities.

Lt. Colonel John Bayne MacLean

has been a watcher from the hilltops longer than most of the present-day school of Canadian writing men. As usual, in his article on the Dominion political situation in November 15th, issue of MACLEAN'S MAGAZINE, he strictly maintains the detached attitude of the true journalist. But in his survey of the field and the political gladiators there is a warmth and an intimacy with both the men and the situations that could be imparted only by one who has long been a close and observant student of governments both Dominion and Imperial. This article appears under the caption—

"All Three Are Good Men."

"Our Election Enigma—Women!"—by Agnes C. Laut. How are they going to vote? Are they going to vote at all? Are they going to realize citizenship? These are some of the potent questions asked and answered by one of Canada's leading women authors—Agnes C. Laut. What influence will woman with her vote bear on Canadian politics? Will the woman wage-earner join the ranks of labor when it comes to the battle of the ballots? There is a fund of information for both men and women readers in this right-on-the-minute summary of Miss Laut's.

Other Gripping Features in This Issue:

If you like red-blooded fiction with the tang of the race track in it, W. A. Fraser's short story, **"The Thumb Print,"** is sure to satisfy. It's a case of a pair of sleek double-crossers being neatly double-crossed by what they deemed a rich doubble-crosser.

"Whose Bride Was Mary," is a delightful, fast-reading short story of perplexing situations from the pen of Ethel Penman Hope.

The first of Rev. R. G. MacBeth's thrilling articles on old days with the Mounted Police, "Policing the Prairies," is given complete in this issue. Learn how the Mounties first invaded the prairies in the days of Indian scalp-takers and white "bad men," and in the face of tremendous difficulties.

Incidentally there are two generous instalments of the serials, "Mostly Sally," by Pelham Grenville Wodehouse, and "The Yellow Streak," by Valentine Williams.

What do you know about "Relativity" and the Einstein Theory?—An illuminating summary of Sir Oliver Lodge's explanation of it is one of the many interesting topics dealt with in MACLEAN'S "Review of Reviews."

"Food Facts You Should Know," by William Fleming French, and the regular departments devoted to Finance, Current Humor and Women and Their Work, complete a number bristling with good things.

NOVEMBER 15 ISSUE ON SALE TODAY AT ALL NEWS STANDS 20c

MACLEAN'S
"CANADA'S NATIONAL MAGAZINE"

Make Sure of Your Copy Now—Get it Today

Or Send $3.00 for a Year's Subscription to MACLEAN'S MAGAZINE, 143-153 University Avenue, Toronto

BUSINESS IS SPLENDID!

NEARLY TWO MILLION POUNDS INCREASE in sales to date this year. It is very refreshing to be able to make this announcement, as it implies increased business for many grocers. In the tea business those who realize that "Satisfaction is the silent Salesman" push—

"SALADA"

"THE TEA WITH THE GUARANTEED SALE"

Montreal Toronto Winnipeg

INTERLAKE TOILET PAPERS

Standard Quality Brands

Soft, Strong Tissue well Perforated

WHITE CROSS—8 oz.—Rolls of Pure White, Soft Genuine Crepe.
BLUE BIRD—6 oz.—Rolls of Soft, Manilla, Genuine Crepe.
OLD DUTCH—11 oz.—Rolls of Plain Manilla Duplex Tissue.
HURON—4 oz.—Rolls of Manilla Crepe.

Full roll samples and prices of above brands will be forwarded free on request.

Also manufacturers of napkins, paper towels and other paper specialties.

Interlake Tissue Mills Co.
MERRITTON Limited CANADA

Head Office: 54-56 University Ave.
TORONTO, CAN.
Sales Branch: Montreal, Que.

Somilco

Some Cocoa!

100% Soluble

Made Instantaneously

More Convenient to prepare and more economical to serve than any cocoa you have tried.

A tasty drink and a nutritious food

Every Grocer should have this excellent cocoa.
One of the best selling propositions on the market.

Sold in 5lb., 1lb. and ½lb. tins, also in Sanitary Envelopes containing enough for one cup.
Write for prices.

J. HUNGERFORD SMITH CO. *LIMITED*

19-23 Alice St., - Toronto

It Pays You In More Ways Than One

In recommending Red Rose Tea you lay the foundation for bigger business for every line in your store.

You can be confident that customers who use Red Rose Tea will like it, and will recommend your store to their friends.

So Red Rose Tea will be profitable to you, not only in itself, but as a valuable aid in establishing good will and a steady trade.

A case of Red Rose Tea to-day will pay you well.

T. H. ESTABROOKS CO., LIMITED

MONTREAL, P.Q. TORONTO, WINNIPEG, MAN.
ST. JOHN, N.B. ONT. CALGARY, ALTA.

Triangle Sanitary Waxed Paper

CANADIAN NASHUA PAPER CO. LTD — SERVICE APPROBATION — QUALITY — TRADE MARK — PETERBOROUGH ONT.

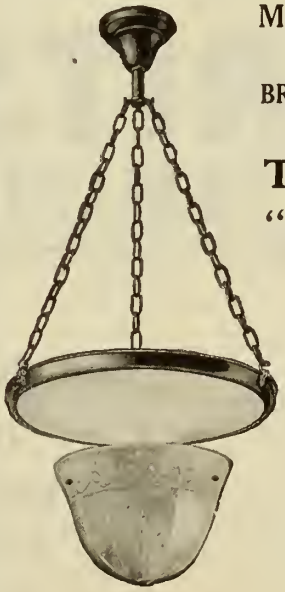
A Quality line, which Quality Wholesale Grocers will want to handle. Our Prices are competitive and Service unexcelled.
Enquiries Solicited

CANADIAN NASHUA PAPER CO.

LIMITED

Peterborough - Ont.

When Writing to Advertisers Kindly Mention This Paper



Most shoppers are attracted to the BRIGHT, WELL LIGHTED STORE

The Edmund's "BRITELITE"

Will make your store stand out from others through the bright perfect diffusion of light it provides. Look about you and you'll find that all things being equal, the bright attractive well-lighted store gets the most business.

Let us show you how this Britelite unit will increase your business and cut your lighting bills.

J. H. EDMUNDS COMPANY, LIMITED

Manufacturers of Electrical Fixtures

221-227 Richmond St. West, Toronto

Phones Adel. 6731-6732

Attractive Showcards gladly sent on request.

KEEN'S
OXFORD BLUE

MEANS SATISFIED CUSTOMERS BECAUSE

Its excellent quality brings the purchaser back to your store.

You can safely recommend it.

COLMAN, KEEN (CANADA) LTD.
520 King St. West, - Toronto

PURITY OATS
THE DEMAND IS INCREASING

You can honestly recommend to your customers

PURITY OATS - THE BLUE PACKAGE

Replenish Your Stock Now

Tie Up to Our Advertising

Write For Window Display Particulars

WESTERN CANADA FLOUR MILLS CO., LTD.
TORONTO WINNIPEG

CANADIAN GROCER

VOL. XXXV TORONTO, NOVEMBER 18, 1921 No. 46

Advertising is an Important Factor

C. W. Caple, Walkerville, Ont., is a Consistent Advertiser, and Believes that the Merchant Can Create a Demand for Goods, As Well as Inspire Confidence, by Making His Advertising Worth While—Increases His Weekly Turnover from $700 to $1,700

RESULTS from consistent, attractive advertising have been very gratifying, and in a large measure responsible for the development of the business of C. W. Caple, Walkerville, Ont. Recently in conversation with a representative of Canadian Grocer, Mr. Caple stated that he had taken over the business of Luxford Bros., in Walkerville, in March of this year. When Mr. Caple commenced operations returns for the first few weeks averaged only $700 per week, whereas now for some time past his sales run $1,500 and $1,700. "Advertising has restored the confidence of the people," he remarked, "and by showing the people that I am ready to live up to every word of my advertising, and to give them value as announced, I have been able to increase sales in a very satisfactory manner. I advertise five staple lines every week at attractive prices. My advertising account amounts to about twenty dollars every week, but I believe the returns I get from it are well worth the outlay. My advertisement has brought me increased business, and customers have become permanent after having once been attracted through the advertisement. The announcement appearing in the paper on Thursday makes good the offer for one week."

Both Cash and Credit

Mr. Caple conducts business both on the cash and credit plan, but in doing so, he has two prices. All merchandise is priced, and carries a price ticket, either in red or black. The lower one of course is the cash quotation, and the higher one the credit price. A great many credit customers at first did not like this distinction, but they are gradually being won to it, and many who did not take kindly to it at the start are now taking advantage of the cash prices, and save money

Discussing the point of offering certain staples at prices slightly under the regular quotations, and whether this could be profitable to one's business, Mr. Caple believes that it can. He stated that he sells nothing under ten per cent. on the selling price, and of course a great many other lines show a much better margin. "Through having so much cash coming in all the time," Mr. Caple added, "I take all the discounts in purchasing, and this too helps me to sell at attractive prices."

The Three Essentials

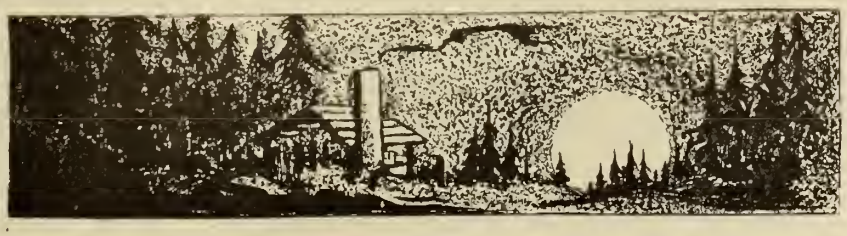
Price, quality and service are the three essentials in the conduct of a successful business, according to Mr. Caple. "Get the confidence of the people, and be sure that the quality of the goods is right," is his advice. Then, too, he has found that the people appreciate service, and attention to this feature is wise. Mr. Caple only came from England last January, and he believes that his success in the grocery field in this country, since his start, has been phenomenal. He is very enthusiastic over it, and in a period of alleged depression he is well pleased with the results. He has worked hard to establish his trade on a sure foundation, and believes that it is as necessary to be a careful buyer as to be a salesman.

In this connection he stated that he always followed the market information in his trade newspaper, and on more than one occasion, by so doing, he had been able to save himself money. He is planning changes in his store that will make for increased facilities for service, and better displays of goods.

Sales of fruits and vegetables run into big figures, Mr. Caple stated, in the course of his conversation with Canadian Grocer. Both the domestic and imported fruits are handled in large quantities. Sales of bananas for instance amount to from twenty to twenty-five bunches a week, and Mr. Caple sells on an average each week five cases of oranges. During the past summer all kinds of domestic fruits were sold. Care was always taken to insure stock only of the best quality, and establishing a good reputation for the best fruit certainly helps the store, and increases the turnover in other lines.

Potatoes Sales Help

This fall Mr. Caple has made a specialty of selling potatoes at the week end and recently he sold on a Saturday as many as thirty bags, disposing of them in one and two peck lots. Selling them in this way may strike the reader as requiring a great deal of time to put up. It does, but Mr. Caple employs the assistance of an elderly man who comes in on Friday, and parcels up these potatoes, having them all ready for Saturday. Mr. Caple declares selling potatoes in this way and in such a large volume is very profitable, and well worth the time it takes to look after them. On another occasion this fall he sold 200 bags of potatoes from Monday until Thursday. While the profit represented only a small amount of the selling price, Mr. Caple declared that the sale of these potatoes had done much to advertise his store. The announcement of the sale was made through the newspaper, and the number of people who called proved beyond a doubt that the advertisement had been read. "Where are you?" "Who are you?" were some of the queries that came over the telephone, and in a good many instances these



(Continued on next page)

Influence of Business Press Important Factor

Lieutenant-Governor of Ontario Says Business Press Can Help To Re-establish Business Conditions—Executives Need Service of Such Papers—Those Existent Are of High Character

ONTARIO'S Lieutenant-Governor, Col. Henry Cockshutt, himself an outstanding success as a business man, paid an understanding tribute to the business papers of Canada when speaking at a luncheon in connection with the annual meeting of the Canadian National Newspapers and Periodicals Association at the King Edward Hotel, Toronto, on Thursday, Nov. 10, he said:—

"I am especially glad to be with you to-day because I believe that the influence of the business press will be one of the most important factors in re-establishing business conditions in Canada on a safe and sane basis. I make a distinction between the business newspapers and the daily press because I believe that your papers—the business newspapers of Canada—exert a greater influence than the daily press because of the greater confidence your readers have in them. People read the daily newspapers to keep abreast of the general news of the day. They are interested in what is hapening around them and they read to satisfy their desire for excitement or interest or entertainment. What they read in the daily newspapers to-day is forgotten tomorrow.

"But this is not the case with the business newspaper. Business men need the ervice of these papers in the conduct of their everyday business life. I have noted that they usually have a business paper or two in their pocket when they go home Saturday night. I do not say that they read them on Sunday, that I do not know, but I do know that they study them carefully, and that a great number of your readers, will come to their business on Monday morning with some clipping from your paper in their pockets. They will say to their associates, 'This is the situation, I can show it to you in this clipping.' For that reason, gentlemen, I say that yours is the greater obligation, because you are leaders, because you are helping to build up the business fabric of the country.

"You should be very careful that everything that appears in your columns bears the imprint of the truth. You must be sure that the news you give is correct beyond question, because there are thousands of your readers ready to set their business course by the news and advice you give them. I am familiar with a good many of your publications and I can personally attest to their high character. It is of vital importance that this high character should be maintained, and that no effort should be spared to give in your columns the maximum of service.

"In these days when there is disorganization, dissension, disruption in all walks—business, politics and religion, there is a great place for the business paper to bring out more complete information, to assist in making us all realize we must work for a common cause, the upbuilding of our country. The business men of this country need your assistance. They are looking to you for information and advice, and are expecting it. On your shoulders therefore perhaps more than on the shoulders of any other single agency, rests the obligation to meet the needs of these trying days, with a sane and sound presentation of the case as it exists at the present time, a presentation free from private bias, or the desire to serve a popular demand.

"You can, and I believe will be one of the largest factors in helping to bring about a satisfactory readjustment of the business conditions of this country."

We publish Lieutenant-Governor Col. Henry Cockshutt's talk verbatim because it reflects what our journal stands for. We are always adding one more link to our chain of service, and the convention which has just closed was really a gathering of the forces to discuss ways and means of improving and adding to our present policy, so that our readers could be offered only authentic and valuable material.

Declares Board of Commerce is Ultra Vires

London, Nov. 15.—The privy council a few days ago delivered judgment holding the Board of Commerce and the Combines and Fair Prices Acts of the Dominion of Canada ultra vires.

The legality of the creation of the Canadian Board of Commerce was contested in the courts by Price Brothers and Company, of Quebec. The above judgment of the privy council seems to indicate that the case of Price Brothers has been sustained. In the meantime the Board of Commerce has ceased to function, but the effect of the privy council decision on the Board's rulings while it was in existence remains to be seen.

E. L. Newcomb, deputy minister of justice said that the appeal to the privy council was made following the even division of the Supreme Court of Canada on the question. The Board of Commerce in the first instance referred the question of its standing to the Supreme Court. The dominion government referred the case to the privy council.

Mr. Newcomb argued the case in London.

E. M. Trowern's Opinion

E. M. Trowern, General Secretary of the Retail Merchants' Association, stated that, as his association had raised a considerable sum of money wherewith to help meet the expenses of carrying the question of the legality of the Board to the privy council, there could be little doubt of the feeling with which merchants generally throughout the Dominion would welcome the judgment, which supports their view as to the right of the Dominion by legal enactment to enforce arbitrary selling prices for commodities.

ADVERTISING IMPORTANT FACT

(Continued from page 19)

questions were followed by a store visit and a purchase. Mr. Caple declared that this potato sale gained for him a large number of new and permanent customers.

This merchant never sells sugar in less than five and ten pound lots. He refuses to sell in smaller quantities. He adheres to this policy strictly and believes that it pays.

NEW INTERESTS WILL MANUFACTURE ST. WILLIAMS PRODUCTS

Local interests in Simcoe and St. Williams, Ont., have purchased the plants of St. Williams Fruit Preservers, Ltd., and are continuing the manufacture and sales of these products. F. W. Ross who organized this company is now in charge of the production in both plants. Langley Harris and Co., Ltd., will continue to act as selling agents for Canada.

Are Officers of Canadian Assoc. of Advertisers

Toronto, Nov. 14—Consideration of questions regarding relations with agencies and general advertising rates was the principal work at the session of the Association of Canadian Advertisers, at the Prince George Hotel last week. These subjects formed the basis of a number of resolutions which were taken up in the course of the day.

The officers elected for the ensuing year included L. R. Greene, Tucketts, Ltd., Hamilton; W. T. Yendall, Kellogg's Toasted Corn Flakes. London, Ont., all vice-presidents and H. E. Mihell, Imperial Oil and Varnish Co., Toronto, W. M. MacKay, Lever Bros., Toronto, Treasurer.

A Well Balanced Xmas Window

Each Article in This Display Has a Neat Price Card Attached Which Is a Good Selling Point

HERE is a good type of window display. It is well balanced and carries out the Christmas idea. It was arranged by Thos. M. Bone for the Hudson Bay Co., Vernon, B.C.

The display is built up entirely of the goods without the support of fixtures of any kind. Each article has a neat price card attached which is a good selling point as the passerby can see the price without the bother to ask.

In the display can be seen mince meat in jars, olives, ground almonds in tins, cluster raisins, canned fruits, dates, figs, plum puddings, nuts, crystallized pineapple and cherries, oranges and apples. The color scheme was red and green with imitation icicles hanging from the ceiling.

Turns Stock Only Seven Times a Year

But In This Man's Settlement Henry Johnson Jr. Considers Seven Turns Very Good—Average Margin Runs 14.5 Per Cent., Realizing About 7½ Per Cent. on Sales

By HENRY JOHNSON, Jr.

SOME weeks ago I published a letter which I had held for a long time pending receipt of fuller information. Shortly after that story appeared I got the sequel. Here are both letters:

I am working in a country store. We carry dry goods boots, shoes, hardware, groceries and flour. Lines are staple. Stock about $5.000. Business last year $42,739.86. This year will be much less. One other store in town. Farming district, Very mixed population—Norwegian, Galician, Polish, German, Yankee, Canadians and English. No delivery. Store well established. Capital very limited. Two clerks, one of whom buys. Please pass along advice and criticism. Nearest town 11 miles, two others 16 miles, two others 18 miles. Do not advertise. Have no local press. Have postoffice in same building.

Not knowing what was wanted or how to take hold, I asked for some real figures on expenses and earnings, how much paid for merchandise in 1920, whether the boss owned building and if so, what rent he paid himself, how much the post office paid. Long afterward comes this meagre information:

Below are figures as per your request:	
Goods purchased	$29 099,27
Total sales	42,739.86
Net profit, according to books	2,752.26
Gross profit, according to books	6,196.00

Owner's building. Pays himself no rent. Postoffice pays $460 per year but decreasing. Average expense per month $287.

Condition Apparently Very Good

From these figures I deduce that average margin runs 14.5%. Therefore, on stock of "about" $5,000, the turnover is over seven times. That, in the outer fringe of Canadian settlements, I should say is very good. The expense account he gives averages just over 8% and that checks with difference between gross and net earnings, and shows net profit of 6.44% on sales. If we add to this the $460 derived from the postoffice. we shall have total net earnings of $3,212, which figures more than 7½% on sales —so it is hard to see what more is wanted.

Of course, no rent is paid by the boss to himself. He maybe thinks he can fool his expense thereby—but cannot. Probably it will cost around $35 per month to keep up the needful buildings, so that is his rent, whether he figures it in or not. But even then he has some $2,800 left. What actual capital is used in the business I do not know; but I should assume that with a stock of $5,000, about $6,000 must be the minimum. So there is the interest charge of 7%, or $420—$35 per month—to come out of the earnings. The interest charge, naturally, is both expense and earnings. It lies against the earnings of the business because the business uses the capital, but after it is charged up, it goes to the boss as something extra—so its nature is two-fold. Just the same, it belongs there.

If we take out rent and interest charges we still have more than $2,300 net earnings for the year, and that is around 4½% on sales—which is splendid. But something is worrying this man or he would not have written. I did not ask how much he owed. If he is behind with his bills, due to any mismanagement in the past, his present record should enable him to get ample extensions from creditors to tide him over his trouble. I can hardly see how this could come about through mismanagement, because his present showing manifests his ability to run things about right. And if he is behind through misfortune, he should have plenty of help for the asking, because of his standing and record.

Is This a Case of the Willies?

If this is merely an instance of "seeing things," I counsel my friend to rub his eyes a bit. Things have slackened down. They were bound to do that. Careful attention to business, watchful buying, immediate response to market changes—these plus cheerfulness and willingness to see the thing through, will win out.

If there are no important facts about this business that are hidden from me, I can see nothing to worry about. The man has shown that he knows how to price his merchandise—he must know to be able to realize 14½% average in a country store. His burdens are not excessive. I think he is all right. But if I have missed anything, I should be glad to have him write further—only a bit more promptly, please.

What Salary Expense in Self-Serve Stores?

Dear Sir: What, in your opinion, is the proper percentage for salary in the ordinary cash-and-carry, wait-on-yourself stores? You may have given these figures in some of your articles in Canadian Grocer, but we do not have them at hand. Ours is a self-serve proposition with the exception of a few lines in our suburban stores. This year our volume of business will be around as follows:

Main store	$85,000
No. 2 store	28,000
No. 3 store	24,000
No. 4 store	26,000
Total	163,000

No, this question I do not remember having handled at all. I am not sure I know just how to approach it, except by a process of elimination.

For years, service stores ran along with salary expense of 6½% to 8%. Latterly, this has risen so that from 8½% to 10% on sales may be regarded as a conservative ratio for full service. As expenses reach full readjustment in line with declining values in merchandise, the ratio should naturally tend downward again toward the original basis.

Eliminating the greater proportion of the salary expense through making the customer wait on himself may cut that ratio down considerably, yet there comes the irreducible minimum. Even if each of the three subsidiary stores in this chain be conducted completely by one person, it can hardly be expected that a suitable manager can be obtained for much under $25 per week, if that may not indeed be regarded as the minimum. That would average just as close to 5% on sales as you could figure, and that is on the basis of a store run by one person which is necessarily closed at noon while the manager goes to his midday meal.

The same ratio applied to the Main store would yield salaries of $4,250 a year; and I think that figure will be necessary to cover that expense at least. This because the manager of the main store not only has heavier responsibility right in his own store, but he must necessarily be super-manager of all the others. He is not going to be hired for anything less than $2,400 a year if he is the right man. The owners would be lucky to get the man capable of holding such a job for such a price. And he cannot do all the work alone. I think it altogether reasonable to assume that the extra $1,850 will all be absorbed by the necessary help to do what the head manager cannot do himself.

How One Chain Manager Figures

A very successful chain manager whom I know rather well, always has figured that the charge for his services should never he less than $10 per week per store. Come to think of it, there certainly seems to be ample reason why the man who plans, devises schemes, thinks out and formulates policies, finances, buys and otherwise stands guard over the destinies of any store should be worth $500 a year minimum to that store.

Yet this man dropped his percentage as his chain grew. When he had twelve stores to manage, he drew only $5,000 salary; when he had sixty stores, he was drawing $8,000, or $133.33 per store. Yet his service to each store was actually more valuable when he had sixty than

(Continued on Page 34)

Will Operate Stores in Montreal

Grocery Service Co. Opens New Store in the Eastern Metropolis, To be Followed by Others—Will be Conducted on the Cash and Carry Plan—"Quality, Service, Cleanliness and Price" the Motto

(By staff correspondent Canadian Grocer)

MONTREAL,—On Wednesday, November 2nd, the Grocery Service Co., opened its new store at 1383 Papineau Ave., near Mount Royal Ave., Montreal. The store is under the management of E. E. Hopper who came from St. Thomas, where he operated his own store. This store is owned by a company of which Dr. John Shayne is president. His son, Alex. Shayne is actively connected with the management of the business and is one of the partners of the firm.

In opening this store, Mr. Shayne is entering upon an enterprise which he hopes to build up on a large scale. It is the intention to open several of these stores throughout the city, each to be operated upon the same ideas and to be all alike in design and appearance. The name adopted for the company conveys Mr. Shayne's idea of the success of the grocery business.

Service—The Ideal

In speaking to a Canadian Grocer representative, of this store and the plans that are back of it, Dr. Shayne, senior said, "I have realized that in times as depressed as we are now experiencing, a business that caters to the immediate needs of the people must succeed, if it is properly managed and is directed towards a better service to the public. Every man, woman and child is a good prospect for the grocer. His field is the largest, and one on which there are more calls every week, than in any other business. The grocer who gets the biggest share of the trade is the one who gives the best goods, in the most attractive way at the most reasonable price. In that we have found our motto, 'Quality, Service, Cleanliness and Price'."

The upper half shows the attractive front of the Grocery Service Co. store at Montreal, while the lower half illustrates the interior arrangement.

To Give A Fair Price

When asked how he proposed to give the public any better price on their groceries than they are now getting, Mr. Shayne said, "by watching closely the little extra expenses and cutting as low as possible the overhead, we are going to keep down the cost of doing business. The people are beginning to realize that it is an expensive luxury to have the goods delivered that they can carry home themselves and for that reason our stores are to be cash and carry. It costs money to deliver and if the public don't pay for the delivery system, who does? Further, the credit system is just about as expensive a system as a grocer can adopt. Who is going to pay for the bad debts, the uncollectable acounts, and the time it takes to make out all the bills and collect them? The grocer? If it is, then he is more of a philanthropist than a business man.

"If we can cut down these extra expenses, then we are going to give the public the benefit. All we ask is a legitimate profit, and as we succeed in cutting down expenses, so can we cut down the margin which we must have in order to carry on the business and make a profit. There is only one thing that the grocer need worry about, and that is the turnover. If he can get that, the profit part will take care of itself, and it is the turnover that we are going after."

Cheapest Advertising

When planning the opening, those most interested in the progress of the business wanted to have a big hand bill put out quoting all the prices on staple lines. This, they found, would cost $65 for three thousand and the idea was abandoned. The next plan was to have a circular mimiographed and put in an envelope to be distributed throughout the district. On the front of the envelope in red letters, printed in both French and English was "Five pounds of sugar for 25 cents to the first hundred customers buying sugar." In the letter it explained that the sugar offer was an introduction to the new store but as it gave no address or any particulars on the envelope the people had to read the circular letter to get the details. The result was the first day produced 158 customers.

An Attractive Store

The store presents a very attractive appearance from the street, particularly at night since it is well lighted with

(Continued on page 26)

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

Vol. XXV. TORONTO, NOV. 18, 1921 No. 46

Watching The Overhead

IT is well at all times for the retailer to watch his overhead, and careful vigilance is particularly necessary at the present time. The changes that have characterized trade in the past year render it essential to watch one's business closely, to see to it that there are no loose ends of expense that should not exist.

Sales are varied, and purchases are made with more care than in the days when people were given to buy more freely than is at present the case. In the matter of service, there must be a close scrutiny of what the sales help is producing. Are they putting real selling effort into their work, or are they merely giving the people what they ask for, in a matter of fact sort of way, without any attempt whatsoever of selling other than the requested lines?

The merchant in these times must watch the various lines he is carrying, and see to it that they are moving in satisfactory volume, doing something more than lying on the shelves. Every grocer of course should keep a stock sheet, and constant reference to this sheet, with a comparison of the stock in the store will be found worth while. In this way the merchant will know just how long he has had a certain article. If he has had it longer than he thinks he should have, he will endeavor to find out why it is not moving more rapidly, and will take measures to see that it does move. With this added effort put forth to increase sales, overhead is reduced. In discovering the weak spots of one's business and seeking at once to eliminate them, the cost of operation is lowered, and a larger return in the way of sales results.

25th Anniversary R.M.A.

THIS MONTH marks the twenty-fifth anniversary of the Retail Merchants' Association of Canada. Organized in the month of November, 1896, for the purpose of looking after the interests of retailing, this association now extending from one end of the Dominion to the other, is providing a service to retailers that has meant much to the success of the average merchant. At the time of its institution, it was apparent that the retail trade represented a phase of legitimate business that was altogether misrepresented by the public. It was deemed advisable to have an organization to inform the people of the importance of retailing, to enable the better class of retail merchants to raise the standard of retail merchandising and to safeguard the principles upon which the retail trade had been established for centuries.

The movement has spread to all parts of the Dominion. Today it has its executive officers in all the provinces with approximately 40,000 members. The head office in Ottawa keeps a close watch on all legislative matters of a Federal character.

A great deal of space, unfolding an almost endless amount of benefit to the retail merchant, would be necessary to recount all the good that this association has achieved in the past twenty-five years. The average merchant has come to realize the benefit to be derived from membership in such an organization, and in no other way can the battles of the retailer, or his best interests be served, than through the medium of the Retail Merchants' Association of Canada.

Importance Of Trade Newspapers

The value of the trade newspaper to its respective field was emphasized in an address by Ontario's Lieut.-Governor. Col. Henry Cockshutt, the other day, and his remarks on this occasion were given verbatim on another page of this issue. Being an outstanding success as a business man himself, Col. Cockshutt's remarks to the effect that business men need these trade newspapers in the conduct of their everyday business, are all the more interesting. The merchant will profit by a careful perusal of the pages of his business journal as it comes to him each issue.

Editorials in Brief

The poor we have always with us, particularly poor excuses.

The hog rose to the level of an aristocrat during the war, but now that it has descended to the $9 basis, he needs must be considered only an average individual again.

The more you find out about what other business men have done to increase sales in your line, the more you will know about what you can do.

Which sits in the driver's seat, you or your business? Is your business driving you? Is it too much for you and keeping you on the run all the while? Or are you the master of the situation, driving the business?

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Quebec

W. A. Kenney & Co., Ltd., of Kazubazua, Que., have purchased the stock of A. H. Brown of North Wakefield. The stock is being removed to Kazubazua. Que.

Joseph Laporte, vice-president of Laporte, Martin, Co., Montreal. returned on Tuesday of this week from a two weeks' shooting outing at Lake Chapleau north of St. Agathe. The party got their full quota of deer and partridge before returning to the city.

Three youthful bandits entered the butcher shop of W. Lebrun & Co., 1267 City Hall Avenue, Montreal, a few minutes before closing time one evening recently. Adelard Sanscartier 1497 St. Dominique Street, the manager, was shot but not seriously wounded. The bandits made away with $100 in cash.

Red Cap Products, Montreal, have appointed selling agents for their products as follows:

Bryson Import Agency Company, Ltd. Montreal, Que.; H. D. Marshall, Ottawa, Ont.; S. H. Moore & Company Limited, Toronto, Ont.; Donald H. Bain Company, Winnipeg, Man.

Ontario

The Dominion Stores are opening a new branch in Deseronto.

Irvine Kemp has opened a store with a good stock at Front Street, Trenton, Ont.

Miss J. L. Smith is now in business with a stock at Hart's Corners, Trenton, Ont.

Miss Doris Avenall of Preston, Ont., has taken a position in the Graeb Grocery.

The office staff of the William Paterson, Limited, Toronto, entertained a number of their friends to a masquerade dance the other evening.

C. H. Thompson for many years in business at Elora, Ont., has moved to Meaford where he will continue as a retailer.

The death occurred last week in Toronto of C. E. Davies, manager of the Ontario branches of Ganong Bros. for the past 27 years.

J. W. Edwards who recently disposed of his business at Glencoe, Ont., moved this week to Strathroy where he has purchased the grocery of J. Davis.

Aurelian Allen of Kingsville, Ont., has purchased the Quick general store at Arner, Ont., and will move his Kingsville stock to that point.

W. C. MILLER

Provincial Secretary for Ontario, of the Retail Merchants' Association of Canada. This month marks the 25th anniversary of the organization.

C. Hooker is managing the new Dominion Store in Trenton, Ont.

Thieves broke into the Hagersville Creamery Company's plant at Hamilton, the other night and stole 1,700 pounds of butter.

At the annual meeting of the Merchants' Association at Fergus, Ont., A. C. Steele was elected President and W. J. Foote, Vice-president. A motion to boycott any wholesalers who sell direct to consumers was carried.

John Henry Dracass, prominent mill owner in Streetsville, Ont. for many years, passed away the other day. At one time he operated flour mills in Brampton, Erindale and Streetsville, and was a member of the Toronto Board of Trade. He is survived by his wife and three daughters.

CATALOGUES AND BOOKLETS

W. Clark Limited, Montreal, have just issued for distribution a new booklet on their different products. The various lines made by this firm are shown in the actual colors of the labels, such as pork and beans, soups, peanut butter, ketchup. boiled dinner, etc. Descriptive articles appear in connection with the various products. some of them showing how the different lines are prepared for the table.

Hudon Hebert Co. Employees Enjoy Oyster Supper

Montreal, Nov. 14—On Saturday evening November 12th the wholesale grocery firm of Hudon Hebert Company, Ltd., gave their Annual Oyster Supper for the members of the staff and salesmen. Over a hundred and fifty men gathered around the tables on this occasion and after dining they had games and music. Members of the staff gifted with musical talent, helped with the programme, and adresses were given by the president of the Company, Zeph. Hebert and by other directors, Messrs. F. Basilieres, Jenest, and Fournier. On behalf of the staff, Messrs. Drouin, Boileau of Ottawa, Eiroux of Quebec and Bureau of Sherbrooke expressed the appreciation of the staff for the banquet and entertainment given by the firm.

The purpose of this Oyster Supper, which is given annually is to bring the members of the staff together with a view to developing a more congenial and family like feeling among those who who are employed by this wholesale grocery.

PARKDALE BUSINESS MEN FORM ORGANIZATION

Toronto.—The business men of Parkdale held an organization meeting the other evening. R. E. H. Stanfield, president of the Federation of Business Men's Associations of Toronto presided. The following officers and executive were appointed to carry on until the general meeting is held the first of the New Year; President, J. A. Austin; Vice-president, J. C. Budreo; Secretary and Treasurer, B. Stage; Publicity Secretarp, K. J. Harrison; Executive Committee. Dr. E. A. Peaker, Harry Horne, P. J. Hayes, R. C. Babbitt, R. J. Craig, F. A. Harris, W. G. Hay, W. M. Mountfield and H. G. Macdonald.

NEW SCOTCH PRODUCTS

D. F. Porter, of Creamola Food Products Company, Limited, of Glasgow, Scotland, has come to Canada to take charge of the company's business here. Mr. Porter, who is accompanied by Mrs. Porter, is locating in Toronto and will make his home in that city.

The Creamola Food Products Company's goods are not entirely unknown to Canada as some have been sold in this country before. They include Crea-

mola Custard Powder, Blanc Mange, Jelly Powder, Baking Powder and others.

Mr. Porter will take personal charge of the selling in the Central Ontario district with Toronto as headquarters. His intentions at present are to appoint representatives in other districts.

Purchase the Business of J. J. Duffy Company

Montreal—Arrangements have now been completed and the contract signed for the purchase of the J. J. Duffy Company, Montreal, by the wholesale grocery firm of Hudon Hebert Company, The manufacture and packing of spices, coffees and baking powders, will continue under the name of J. J. Duffy & Company and under the brand formerly used by that Company. The machinery for preparing and packing these lines is now being moved from the premises of the old company on St. Paul Street to the warehouse of the wholesale grocery firm. The management of this new acquisition will be under Mr. Duffy and will be run entirely separate from the wholesale grocery firm. The only new feature is that it is to be part of the business organization of Hudon Hebert & Company.

New Goods

Salada tea is now being put on the market in a container other than the various packages sold to the grocery trade. It is now being sold in individual bags. The bags have each a tag at-

tached and are packed in aluminum foil, in lots of one hundred as shown in the illustration. This form of packing is designed particularly for hotels and restaurants. It permits the withdrawing of the leaves when it is considered they have steeped a sufficient length of time. The same grade is put into these bags as is packed in the gold label package.

WILL OPERATE STORES IN MONTREAL

(Continued from page 23)

six inverted bowl shaped glazed shades. Everything in the store, except the refrigerator and the tops of the counters are pure white enamel. The shelves are all white and the arrangement of the goods on them is so systematic that every label on every can bottle and package faces the same way. This little detail adds greatly to the orderly appearance of the store.

A Useful Ornament

In the centre of the store is a stand about six feet high, which consists of a centre pillar with four circular shelves around it. The bottom shelf which is

E. E. HOPPER

Manager of the Grocery Service Company, Montreal.

about six inches from the floor is one foot in diameter. The second which is about three feet above it is two feet in diameter and the third, two feet above this is one foot in diameter and the top one which bears a big fern is six inches in diameter. The bottom shelf carries cereals, the second one. covered with black crepe paper with white doilies, displays teas, coffees, sardines and bottled fruits in open dishes for the customers to sample. The third shelf bears packages of teas, the special brand of the Grocery Service.

A Bilingual District

It was found that as the district is composed of both English and French people that is was important that one able to speak both languages should be in the store. J. E. Frigon, who has had many years experience in the grocery business in Chicoutimi and Abitibi has therefore taken a place on the staff and latter will be in full charge of the Papineau Avenue store. It is the intention of this company to open two more stores in Montreal before Christmas and all are to be on the same plan, both in design and in system as the first store opened last week.

The name of this proposed chain of grocery stores, "The Grocery Service," of which the first store is now operating, is to be registered. A Dominion wide charter is being applied for making it a limited company with a capitalization of $50,000.

Travellers' Assoc. Has Had A Most Prosperous Year

A general meeting of the Commercial Travellers' Association of Canada was held in the Foresters' Hall on Saturday last with President Walter Moore in the chair. The year closing it was pointed out, was one of the most prosperous in the history of the association, numerically and financially. The following are the nominations for the year 1922:

Toronto Board—Walter Moore, President; J. Harry Dodgson, First Vice-President; F. J. Zammers, Second Vice-President; E. Fielding, Treasurer, elected by acclamation.

Directors for Toronto Board—E. B. Armstrong, Alex. Cook, John Cormack, C. A. E. Colwell, F. W. S. Davis, John Everett, G. C. Goebel, R. F Gray, W H. Judge, Ben Miller, E. McTear, C. E. Prime, A. C. Rogers, T. J. Robson, J. Severs, J. Angus Taylor, Geo. L. Willmott, W. H. Williams W. E. Young. Nine to be elected.

Hamilton Board—Geo. A. Matheson, First Vice-President: R. T. Hunter, Second Vice-President. Elected by acclamation.

Directors for Hamilton Board—E. J. Fenwick, M. P. Malone, C. P. Rason, P. A. Sommerville. John Stoneman, H. G Wright, Percy Entwistle, Walter Madill. Six to be elected.

Ottawa Board—J. A. Laurie, elected by acclamation.

The following boards were all elected by acclamation: Kitchener Board. W. J. Moody and F. S. Urstadt. Kingston Board—W. H. Graham and J. E. Singleton. Guelph Board—Adam Taylor, Vice-President, and T. H. Gemmell, Director. Brantford Board—J. S. Hamilton and D. J. Waterous. Montreal Board—W. Williamson, Vice-President. Winnipeg Board—A. C. Merrett, Vice-President and A. E. Rowland, Director. Vancouver Board—Robert Stewart and F. W. Sterling. Brockville Board—F. L. DeWolfe. Peterborp' Board— W. J. Hopwood.

Scrutineers of the ballot—Robert Keyes, F. J. Laidlaw, J. Walter Gale.

DUTIES ON CHINESE TEA

The period of exemption of all kinds of Chinese tea from maritime customs export duties and from one-half of the inland duties is extended from October 10, 1921, for a period of one year. Further extension for a period of one year will be applied for in May or June, 1922.

WESTERN CANADA NEWS

Western

G. E. Bowers, Swift Current, Sask., has purchased the grocery stock and goodwill of Waugh's Quality Grocery.

Libby, McNeill & Libby of Canada, Limited, have moved from their former quarters on Bannatyne Ave., to 260 Princess Street, Winnipeg.

A. R. Payne of the Egg-O-Baking Powder Company of Hamilton, Ontario, is on a business trip and while in Winnipeg visited the company's representatives, the W. L. MacKenzie. Co.

George H. Colquhoun of the C. E. Disher & Company, Vancouver, B. C., was a visitor to Winnipeg last week and called on the company's Western representatives, the W. L. MacKenzie Company.

A. Badenoch who managed the Vancouver Branch of the Western Grocers' Ltd., since the business was purchased from Leeson, Dickie & Gross, resigned from command of that business a few weeks ago. A few days ago it was announced he had purchased an interest in, and will manage the business of Thompson, Elliott, Ltd., 116 Water Street, Vancouver.

Orientals Disregard Early Closing Law In Vancouver

Vancouver, Nov. 14.—Vancouver is probably no worse off than many other Canadian cities in regard to breaking the early closing law, but those merchants who "bootleg" groceries after the legal hours of selling have certainly roused the ire of the Vancouver organized retailers. The class that offends most consistently in this regard, is, of course, the Oriental.

The Chinese especially know no hours nor days. They will sell, if they can get away with it, any hour in the day and every day in the week. They are not "sold" on the idea of a closing hour at all, nor do they see the need of one day's rest in seven. The only way to cope with them is to pass the necessary by-laws and endeavor to have the laws rigidly enforced.

Police Make Raids

Constables Stewart and McBeath, in Vancouver, made a round of grocery stores the other night, and in the general office of police headquarters, there is a fair start for a grocery store, which testifies to the success the officers met with in their late search for comestibles. Ten yellow traders were served with "blue papers." This raid followed continued complaints from legitimate merchants. The Orientals have their own ideas about how to conduct a store, how many hours to work, and how many days a week to keep open. If they are allowed to set their own hours they will ultimately set the hours for the whites too. The white grocer cannot afford to let his yellow competitor have the evenings sales all to himself. "We must make a firm stand at once," said one merchant. "Otherwise we white merchants on the Coast will be beaten down to the Orientals' standards—and we cannot compete with them on their level."

Change in Customs' Rule Designed to Prevent Dumping

Notification has been received by the Canadian Manufacturers Association of an amended invoice form, to be used by exporters sending goods to Canada. The amendment is so devised as to take care that the anti-dumping clause of the Canadian tariff laws is carried out, and that no goods are unloaded on the Canadian market at less than their fair market value in the country of origin. This has necessitated an amended invoice form by those sending goods into Canada, and it is stated that the Department of Customs and Excise at Ottawa desires this form to be in use uniformly by Jan. 1 of next year.

The Change in Invoice

The change in the invoice form to be used by exporters in other countries is the inclusion of the following clause in the certificate which the exporter is required to place on invoices covering shipments to Canada:

"That such fair market value is not lower than the wholesale price of the said goods at the said time and place; and that in the case of new or unused goods, such fair market value is not less than the actual cost of production of similar goods at said time and place, plus a reasonable profit thereon."

The notices sent out by the Canadian Manufacturers Association set forth that: "It should be clearly understood that this is the only change in the invoice forms now in use. Exporters who have on hand a large supply of the present forms may continue to use same by typing the wording elsewhere on the invoice and making formal signature thereto as follows:

"The fair market value certified on this invoice is not lower than the wholesale price of the said goods at the said time and place; and in the case of new or unused goods such fair market value is not less than the actual cost of production of similar goods at said time and place, plus a reasonable profit on the same."

On invoices for entry of goods under treaty rates; for entry under the British Preferential Tariff, and for entry of goods shipped on consignment without sale by the exporter prior to shipment, the same additional clause is to be added to the certificate which the exporter signs.

It was also set forth in the notices sent out by the Canadian Manufacturers Association that the amended invoice form had been designed to secure more uniform and accurate assessment of customs import charges.

Officials of the Canadian Manufacturers Association stated that the new invoice forms had been adopted to prevent the dumping of goods into Canada under the anti-dumping customs regulations, and it was considered that they would prove effective in this regard.

One Dollar Will Be Deducted From Expenses

Ottawa, Nov. 15—A definite ruling upon the status of commercial tax law has just been issued by the department of finance, at Ottawa, as a result of complaints lodged by the various Commercial Travellers' Associations throughout the dominion as to the manner in which the taxation branch was treating their travelling expenses in dealing with the income tax returns.

The New Ruling

Under the new ruling commercial travellers must show all moneys received by them from their employers. There will be allowed a deduction from the moneys so received all expenses actually and necessarily incurred in the conduct of their business. From such expenses there will be deducted the sum of $1 for each day's travelling, this amount representing personal and living expenses which, although usually included in a traveller's expenses, are not directly attributable to his business.

Classified in Three Groups

In making their income tax returns commercial travellers should classify themselves in one of three groups, namely: Those who travel with grips only; those who travel with trunks containing samples up to 1,000 pounds; those who travel with trunks containing samples over 1,000 pounds in weight. Travellers should also show the number of weeks they were out on business during the year, and should state the number of weeks they were away from home seven days, also the number they were away five days.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

Markets At a Glance

REFINERS announce a reduction of one quarter cent per pound on refined sugar, while Canadian beet sugar is quoted at about thirty cents per hundred below the Eastern refiners. There has been practically no new development in the raw sugar market during the week under review. The Cuban Committee continuing to make sales on the basis of 2.50c. cost and freight New York, while some sales of moderate volume have been made to Canadian refiners of San Domingo sugars on the basis of 2.30c, c.i.f. New York.

According to a report by Willett & Gray, there has been a better movement in Cuba for export, which has considerably reduced the amount of sugar in shipping ports. The total exports from Cuba this season to the end of October amounted to 2,104,224 tons, which figures are 1,100,000 tons less than last year and 1,400,000 tons less than the corresponding period in 1919. The visible production of Cuba on October 31, is given as 3,361,446 tons, which, however, does not take into consideration the extraordinarily large stocks of sugars on the plantations at the present time, which is estimated to be in the neighborhood of 600,000 tons.

In general grocery commodities there are few changes to report. The markets for the most part continuing steady to firm. The firmness particularly applying to dried fruits, spices, coffees, teas, nuts and canned goods. Cereals have steadied somewhat since the recent declines, while flour is showing a good movement.

The potato market in Ontario and the Eastern Provinces has a shade firmer tone with a slight increase in prices while in Manitoba and other Western Provinces, potatoes continue in a fairly easy position.

QUEBEC MARKETS

MONTREAL, Nov. 16.—The feature of the grocery market this week is another decline in the price of granulated sugar, making the basis $7.75. The decline came late on Monday. The future of the market is doubtful. Further than that, there are few changes of importance although the market on many lines shows much improvement. Teas continue to strengthen up and coffee is showing similar tendencies although that market remains fairly well balanced. Rice holds strong and an advance is quoted on tapioca and sago. There is no change in cereals and package goods remain steady apart from one or two minor changes. Canned goods are quite firm, but unchanged, except for a few declines in specialties. The new price on prunes shows a slight advance with a strong market ahead. Evaporated apples show weakness. There is no change in spices or in the nut market. Oranges are slightly easier in price with only a fair demand. Onions continue to advance in price and potatoes are weak with prices varying. Coal-oil is advanced one cent a gallon. Washing soda and wash-boards are slightly reduced in price.

COFFEE MARKET STEADY

Montreal.

COFFEE—The coffee market is quiet firm at its present basis and although no advance is expected in the near future prices may be expeted to remain at the present level of values.

LITTLE CHANGE IN CANNED GOODS

Montreal

CANNED GOODS—There is little change to report in quotations on canned goods. The demand has been good for replenishment of the retailers stocks and prices are quite firm at the basis of quotations on the new pack. Welch's marmalade is reduced to 76c on 4s. Welch's grapelade in 15 oz. glass is reduced to $3.20 per doz. and 4s. are down to $8.40. MacLarens peanut butter No. 1, is down to $1.40 and the one pound jars are reduced to $2.90 per doz.

CANNED VEGETABLES		
Asparagus (Amer.) mammoth green tips		4 25
Asparagus, imported (2½s)		6 00
Beans, golden wax	2 00	2 05
Do., Refugee	2 10	2 15
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.		1 50
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 45
Do., 2½s.	1 80	1 85
Do., gallons		6 25
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.		5 00
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s		3 25
Do. Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80
CANNED FRUITS		
Apricots, 2½-lb. tins		4 50
Apples, 2½s, doz.	1 65	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	5 40	5 65
Currants black, 2s, doz.	4 00	4 05
Do., gals. doz.		18 50
Cherries, red, pitted, heavy syrup, doz., 1-lb.		3 20
Do., 2½-lb.		5 00
Do., 2-lb.		4 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
California Peaches—		
1s		2 90
2s		3 40
2½s		4 60
Peaches, heavy syrup—		
2-lb.		3 90
1-lb.		2 97½
Pears, 1s. Keiffer		2 45
Do., 2-lb.		4 00
Greengage Plums, heavy syrup	2 65	2 75
Lombard plums, heavy syrup, 2-lb.		2 40
JAMS—		
Strawberry, 16-oz.		3 75
Raspberry, 16-oz.		3 75
Black currant, 16-oz.		3 80
Orange marmalade		4 65

CEREAL MARKET STEADY

Montreal.

CEREALS—There is no change in the cereal market. Prices are steady with a good movement. Rolled oats declined in price last week but more on a competitive basis than an indication of costs and therefore the position now held is fairly strong.

Oatmeal, gran.. fine standard	3 75
Rolled Oats, 90 lbs.	3 10
Cornmeal, Gold Dust Brand	2 60
Pearl Hominy	3 25
Graham Flour, 98 lbs.	7.65
New Buckwheat Flour	6 75
Pot Barley	5 25
Pearl Barley	5 25
Beans, Ont.	3.50
Do., Can.	3 30
Lima Beans	0 10
White beans	0 05½

Green peas, dried	0 03	0 05¾
Split peas		0 07

HIGHER PRICES FOR PRUNES

Montreal.

DRIED FRUITS—The new pack of dried fruits is ready for delivery and prices show an advance on the actual market price of last year's pack. The old pack has gone into consumption and the new pack is strong in price with a production below normal. Jobbers have been slow to order and retailers have been only buying for immediate requirements so the action of primary marets will be directly reflected in the wholesale price. Local dealers predict an advance in price, and say that the longer that buying is held off the higher will be the price paid. Evaporated apples, quoted at 16c are weak in price in view of an apparent failure of some manufacturers to hold the price up. Raisins are strong in price but there is no change. Buying in dried fruits is good, in respect of the Christmas trade.

Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		0 16
Peaches (fancy)		0 28
Do., choice		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)—		
Valencias	0 20	0 21
Sultana, unbleached,		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown		0 21
Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 oz.		0 27½
California Seedless, in bulk	0 18½	0 19
Ciuster, 20 1-lb. pack.		5 60
Currants, loose		0 13½
Dates, Excelsior (36 10s), pkg.		5 50
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼'s, lb., 7 crown		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, 5 crown, 10 pounds	0 24	0 26
Do., 12 ounce packages		0 25
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), 22-lb. boxes, each		0 11
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 32
30-40s		0 23½
40-50s		0 22½
50-60s		0 14
60-70s		0 12½
70-80s		0 11½
80-90s		0 11
90-100s		0 10

TAPIOCA ADVANCE

Montreal.

RICE—The rice market stands quite firm at the present basis with stronger tendencies. As pointed out in the past few weeks, all influences bearing on this market tend to strengthen it up. Seed tapioca is advanced ½c per lb. making the price 7½c in bag lots. Sago is also advanced ½c per lb. Now quoted 7½c in bag lots. With the advancing market in these lines the demand shows an improvement.

Carolina, extra fancy		0 09
Do., fancy)		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras		0 07
Siam		0 14½

NOTE—The rice market is subject to frequent changes.

NUT MARKET STEADY

Montreal.

NUTS—The nut market stands at the present basis with strong tendencies in walnuts and almonds. Buying is good and the recent shipments of almonds have been taken up without weakening that market in the slightest. The peanut market is weak with prices running fairly low.

Chestnuts (Italian)		0 18
Do., shelled		0 54
Almonds, Tarragona, per lb.	0 22	0 24
Valencia shelled almonds	0 48	0 50
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily), per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 18
Do., shelled, No. 1 Spanish		0 11½
Do., salted red		0 18
Do., shelled, No. 1 Virginia		0 13½
Peanuts (salted)—		
Fancy wholes, per lb.		0 36
Fancy splits, per lb.		0 31
Pecans, shelled	1 00	1 50
Walnuts Grenoble, in shell		0 33
Walnuts, Marbot	0 26	0 28
Do. new Naples		0 26
Do., shelled, Manchurian	0 50	0 55
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux shelled		0 90

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

MOLASSES FIRM

Montreal

MOLASSES—No change occurred in the molasses market since the advance of one week ago. This market shows more strength than it has in the past and retailers' supplies are low, consequently the advance in price will be immediately reflected in the retail and wholesale price. There is no change in the quotations on corn syrup. The market is quite steady at the present basis.

Barbadoes Molasses—	Island of	Montreal
Puncheons		0 76
Barrels		0 79
Half barrels		0 81
Puncheons, outside city		0 73
Fancy Molasses (in tins)—		
16-oz. tins, 2 doz. case, per doz.		2 40
Barrels, about 700 lbs.		0 05¼
Half barrels, about 350 lbs.		0 05¾
Quarter barrels, about 175 lbs.		0 06¼
2 gals., 25-lb. pails, each		2 00
3 gals., 38½-lb. pails, each		2 85
5 gal. 5-lb. pails, each		4 50
5-lb. tins, per case		4 70
10-lb. tins, per case		4 40
5-lb. tins, 1 doz. in case, case		5 30
10-lb. tins, ½ doz. in case, case		5 00

SPICE MARKET STEADY

Montreal

SPICES—The spice market stands steady with a firm tone. No changes are looked for at the present time since the buying of the retailer for the most part is complete and the wholesale market is fairly quiet.

Allspice	0 18	0 20
Cassia, pure	0 27	0 30
Cocoanut, 20 lb. pails, per lb.		0 46
Do., sweetened, lb.		0 36
Chicory (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 35
Pure, ground		0 35
Cream of tartar (French pure)	0 65	0 70
Do. American high test	0 75	0 80
Whole cloves		0 45
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, pure, 1-lb. tins		0 65
Mixed spice	0 50	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 30
Do., 80, lb.		0 28
Do., 100, lb.		0 25
Do., ground, 1-lb. tins		0 30
Pepper, black		0 25
Do., white		0 33
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

PACKAGE GOODS UNCHANGED

Montreal.

PACKAGE GOODS—There is no change in package goods lines. The market is steady with a good trade passing. There is a decline of 25c, prepared tapioca which is now quoted at $1.90 per doz.

Breakfast food, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78*
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case	3 40	3 55
Cornmeal, yellow, 24s		3 75
Rolled oats, 20's		2 85
Rolled oats, 18's		5 00
Aluminum package, 20's		2 00
Oatmeal, fine cut, 20 pkgs		6 10
Puffed Rice		5 50
Puffed Wheat		5 70
Farina, case, 24s		4 40
Hominy, pearl or gran., 2 doz.		2 55
Scotch Health Bran (20 pkgs), case		3 00
Pancake flour, case		3 50
Do., self-raising, doz.		2 90
Wheat Food, 18-1½s		1 60
Porridge wheat 36s, case		3 25
Do., 20s, case		6 40
Self-rising flour (3-lb. pkg.) doz.		6 50
Do., (6-lb. pkg.) doz.		2 44
Do, buckwheat flour, per doz.		4 70
Corn starch (prepared)		1 60
Corn starch, 1 lb. pkge.		0 09½
Potato flour		0 08
Pancake Flour (puffed rice) 24s		0 12½
Flour, tapioca	0 15	2 90
Puffed rice pancake flour		0 16
Shredded Krumbles, 36s		2 90
Sbredded Wheat		4 35
Cooked Bran, 12s		4 95
Enamel Laundry Starch, 40 pkgs. case		2 25
Celluloid starch, 45 pkgs., case		0 09¾
Malt Breakfast Food (36 pkgs.)		4 00
Quaker Two-Minute Oat Food		9 50
Macaroni, Quaker		1 80
Spaghetti, Quaker		2 25

STRONG MARKET FOR TEA

Montreal.

TEAS—Some wholesalers are advancing their prices slightly but this is only an aftermath of the advances that have been made in the prices during the last month. Black Ceylon and Indian teas are extremely strong in price and in some instances wholesale quotations are not indicative of the full strength of the primary market. The future for both black and Japan teas is strong and the prices now quoted may be expected to at least stand firm through the winter. It is likely, however, that there will be some further advances in black and Ceylon teas as the demand is large and conditions point towards stringency.

Ceylon and Indians—		
Pekoes	0 38	0 44
Broken Pekoes	0 40	0 48
Broken orange pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60

Above retail prices range of quotations to the retail trade.

Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

SUGAR NOW $7.75

Montreal

SUGAR—Another reduction in the price of granulated sugar came on Monday night of this week, making the price for granulated $7.75 per cwt. The raw market has been declining steadily during the past five or six weeks and prices of granulated sugar in the United States have been following. As a consequence Canadian prices are forced to follow closely the trend of the American market and this further decline of 25c is not altogether unexpected. The trade throughout have been very well protected against this decline as buying has only been for immediate requirements, and in small lots, although the Montreal refiners are quoting this as a standard price. Little can be said of the future of granulated sugar and buying for immediate requirements is the safest policy to adopt until such a time as the market has a firm working basis.

Granulated sugar, per cwt.	7 75
Do., barrels	7 80
Granulated, gunnies, 20-5	8 15
Do., cases, 20 5-lb. cartons	8 35
Do., gunnies, 10-10	8 25
Do., cases, 50 2-lb. cartons	8 50
Yellow, light, per cwt.	7 35

EASIER PRICES ON ORANGES

Montreal.

FRUIT—Oranges are easier in price and dealers say that they are selling below the present replacement cost. The Valencia season is nearly over and there is a small demand for oranges. Grapefruit are unchanged in price and they are moving slowly since the quality is not yet of the best. Apples are unchanged and are holding firm. British Columbia apples, packed in boxes seem to be finding the most ready market here and are demanding a premium on other grades. Dealers attribute this to the grading. There is no change in lemons.

APPLES—		
Wealthy, per barrel	4 00	6 00
Hampers, per bushel	1 50	2 00
Baldwins	6 50	7 50
Fameuse	7 00	10 00
Calverts	4 00	00
Boxes, 175s, 216s	3 25	3 50
Bananas (as to grade) bunch	7 00	7 50
Cantaloupes, 36-54s		7 00
Lemons, 300-360s		4 50
Grape fruit, Porto Rico	4 50	5 00
Cal. Valencias		2 50
Do., Blood Oranges, half boxes		3 75
Tangerines		4 25
Malaga grapes, per crate		4 00
Tokay grapes, per crate		4 50
Blue and green grapes, per bas.	0 40	0 50
Keiffer Pears, bush. hampers		2 75
Grape fruit, Jamaica	4 50	5 00

ONION PRICES GO HIGHER

Montreal.

VEGETABLES—The nature of the vegetable market is the continued advance in the price of red and Spanish onions. Red onions have now reached the peak of $6.50 per bag and Spanish onions are quoted at $5.50 a crate. Onions are very scarce and with it is a big demand which is forcing the prices higher. Potatoes are in good supply and prices are easy and vary considerably. Supplies are arriving from outside the Province and wholsesale prices in some cases show a wide margin. Other lines are steady in price with a good demand.

New cabbage, local, doz.	0 60	0 75
Carrots, new, per bunch		0 35
Celery, per doz. bunches		0 75
Montreal cucumbers, per doz.		0 50
Horseradish lb.		0 60
Leeks, doz.		4 00
Mint		0 60
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green ,doz.		0 50
New potatoes, Mont. (90-lb. bag)	1 15 1 30	1 40
Do., sweet hamper		3 00
Spanish onions, per case		5 50
Turnips, per bag	0 75	1 00
Red onions, per crate	5 50	6 50
Texas Onions, per crate		3 50
Yellow onions, per cwt.		4 50
Cranberries, barrel		23 00

COAL OIL ADVANCES

Montreal.

MISCELLANEOUS—An advance of one cent is quoted on coal oil making the price 22c per gallon. Wholesalers are quoting a lower price on Eddy's washboards. The decline on the small size amounts to 25c, making the price $2.45. The other sizes are quoted at $5.25 and $5.90. Sal soda is reduced 15c per cwt. to $2.25 in half bag lots. Broken caustic is reduced by one wholesale to $6.00 per cwt. a decline of one cent a pound.

ONTARIO MARKETS

TORONTO, Nov. 16.—Cereals are generally ruling easy with price reductions on rolled wheat and cornmeal. One brand of package peas are lower while canned vegetables are holding firm with a shade higher price quoted on refugee and wax beans. In dried fruits, the new goods are practically all in, including raisins, figs, dates and prunes. Lima beans are firmer in primary markets while Ontario beans are steady. One brand of corn beef in tins is reduced, also wash boards, blue and one brand of jelly powder show reductions. The tea market is gaining in strength as further reports of the decrease in production is received. The potato market has a firmer tone. New shelled almonds have arrived and new shelled walnuts are expected within the next couple of weeks. New crop Canadian beet sugar is offered at a lower price than quoted by Eastern refiners.

LIMA BEANS FIRMER

Toronto.

BEANS—There is a good fair market for beans and there appears to be plentiful supplies. It will be remembered, that a few weeks ago prices were considerably higher and the new crop arrived on a bare market. These high prices had the result of bringing in heavy supplies and prices dropped. There are some who state that when these supplies are worked off, higher prices can be expected. But there does not appear to be any real foundation for this statement. In regards to the crop, nothing definite can be learned but it is generally conceded that there is a good crop and indications at the moment point to a fairly steady market, at least there is immediate likelihood for advances. California lima beans in primary markets are slightly firmer but quotations to the trade remain remain at 9c to 10c per lb.

BEANS—		
Ontario hand picked, per bushel	3 25	3 50
Do., No. 1 lb. pickers, per bushel	2 90	3 15
Cal. Limas, per lb.	0 09	0 10

CORNED BEEF REDUCED

Toronto.

CANNED GOODS.—Canned vegetables are holding steady to firm with a shade higher price quoted on refugee and golden wax beans which are now quoted at $2.15 per doz. Fra Bentos corn beef is reduced to the following prices: Sixes per case $12.85 or single tins $2.00; No. 1s per doz. $3.50; Fancy Hygiene brand corn is quoted at $1.70 per doz. Plum jam 4s, is quoted at 57½c and one brand of strawberry and raspberry jams 4s, is offered at 75c each. Leard's boneless chicken is quoted to arrive, ¼s at $2.45 and ½s at $4.25 per doz.

CANNED GOODS		
Sockeye 1s, doz.	5 35	5 60
Do., ½s, doz.		3 00
Alaska red, 1s		4 25
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 90
Pinks, 1s doz.		1 45
Lobster, ½-lb., doz.	3 75	4 15
Do., ⅛-lb. tins	2 40	2 75
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	
Canned Vegetables —		
Tomatoes, 2½s, doz.		1 75
Do., Gal. No. 10 tins, doz.		5 95
Peas, standard, doz.		1 75
Do., Early June	2 00	2 15
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 15
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.		6 60
Canadian corn	1 40	1 50
Pumpkins, 2½s, doz.	1 50	1 60
Do., Gal., No. 10 tins, doz.		5 15
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s, doz.	3 40	4 25
Do., shredded, 2s, doz.	4 75	5 25
Do., sliced 2½s, doz.		4 25
Apples, gal., doz.		5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.		3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Do. Green Gage	3 25	3 40
Cherries, pitted H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Strawberry, 4s, each	0 90	0 95
Do., 16-oz., per doz.	3 75	4 60
Raspberry, 4s, each	0 90	0 94
Do., 16-oz., doz.	3 75	4 60

FLAKED WHEAT REDUCED

Toronto.

CEREALS.—There is little change in the market situation which for the most part can be considered easy. Flaked or rolled wheat is reduced 25c per barrel now quoted at $6.00. Cornmeal also shows a reduction of 25c making the price $2.50 per bag.

Barley, pearl, 98s	5 50
Buckwheat flour, 98s	4 75
Barley, pot, 98s	4 10

Barley Flour, 98s	6 25
Cornmeal, golden, 98s	2 50
Oatmeal, 98s	4 30
Corn flour, 98s	3 00
Rye flour	4 10
Rolled oats, 90s	2 95
Rolled wheat, barrel	6 00
Cracked wheat, bag	5 25
Breakfast food, 98s	4 75
Rice flour, 100 lbs.	10 00
Flaxseed, 98s	7 00
Peas, split, 98s	7 50
Marrowfat green peas, 98s	9 50
Graham flour, 98s	3 75
Whole wheat flour	3 85
Wheat kernels, 8s	5 00
Farina, 98s	5 35

NEW FRUITS ARRIVE

Toronto.

DRIED FRUITS.—As far as market conditions are concerned there are no changes to report as compared with a week ago. New fruits are now nearly all in. Spanish valencia raisins are quoted at 28½c per lb. Cluster raisins in boxes of 20 one pound packages are quoted at $6.65 per box. Figs are meeting with a good demand. Pulled figs in one pound boxes are quoted at 20c with two pounds at 36c each. New Hallowee dates are expected to arrive within the week. Currants are steady while raisins have a tendency to firmness.

Candied Peels—		
Citron caps, 12-lb. boxes, lb.		0 46
Lemon caps, 12 lb. boxes, lb.		0 29
Orange caps, 12 lb. boxes, lb.		0 31
Mixed containing 4½ lb. lemon, 4½ lb. orange, 3 lb. citron caps, per lb.		0 35
Drained Peel, mixed, cut ready for use, in No. 1's cartons, 3 3 dozen per case, per dozen.		4 50
Currants—		
Gre k. Filliatras, cases		0 13
Do., Patras		0 15
Do., Vostizza		
Excelsior, pkgs, 3 doz. in case		5 50
Dromedary, 3 doz. to case		7 50
Fard, per box ap. 12 lbs.		3 25
Hallowee dates, per lb.		0 14½
Prunes—		
30-40s, 25s		0 19
40-50s, 25s		0 16½
50-60s, 25s		0 14¾
60-70s, 25s		0 13
70-80s, 25s		0 12½
80-90s, 25s		0 10¾
Raisins—		
California, Sultanas, lb.		0 21
Sedless, 15-oz. packets		0 25
Seeded, 15-oz. packets	0 20½	0 21
Crn., muscatels, No. 1, 25s		0 19¼
Thompsons, seedless		0 23½
Valencia, Spanish		0 28½
Clusters, boxes, 20 1-lb. pkg.		6 65
Evaporated apples		0 16
Figs—		
Smyrna, bags, approx. 28 lbs.		0 14½
Layer, 4 crown	0 24	0 30
Layer, 5 crown		0 32
Layer, 7 crown		0 35
Pulled, 10 lb. box, per lb.		0 30
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Baking figs, 22 lb. box, lb.		0 12*

FRUIT PRICES STEADY

Toronto

FRUIT — California late valencia oranges are quoted higher at $5.50 to $8.00 per box according to size. The first shipment of new crop Messina lemons are on the market at $6.00 per box. Almera grapes are quoted at $13 to $15 per barrel with emperors selling at $8.50 per barrel and $4.00 for lugs. Cranberries continue with an upward trend; late Howes are quoted at $13 per half barrel box.

Oranges, Valencies, 100s		6 50
Do., 126s		7 00
Do., 150s, 176s	7 25	7 50
Do., 200s, 216s, 250s	7 50	8 00
Oranges, Florida, all sizes		7 00
Lemons, Messina		6 00
Do., California	5 50	6 50
Pears, Cal., Bartlett ,box		5 75
Bananas, per lb.		0 08½
Apples— Barrel.		
Spys No. 1		7 50
Spys, No. 2		7 00
Spys No. 3		5 50
Greenings No. 1		7 00
Greenings No. 2		6 50
Baldwins No. 1		7 00
Baldwins No. 2		6 50
Grapes, Emperor, lugs		4 00
Do., Do., kegs		8 50
Do., Almera, bbls.	13 00	15 00
Apples, B.C., boxed	3 25	3 50
Cranberries, Cape Cod. * bbl. box		13 00
Grape fruit, Florida, 54s		5 50
Do., 64s, 70s, 80s		5 50
Do., 96's		5 50
Pomegranates, box		3 50

NO CHANGE IN HONEY

Toronto

HONEY.—There is a good demand for honey but there is little change in market conditions.

5-pound tins, per lb.		0 16½
10-lb. tins, per lb.		0 15½
60-lb. tins, per lb.		0 15
Comb, per doz	3 75	4 50

NEW ALMONDS ARRIVE

Toronto

NUTS.—Some small shipments of new crop shelled valencia almonds have arrived and meeting with a good demand at 50c per lb. in case lots and 55c in broken lots. New Bordeau shelled walnuts are on the way and expected to arrive on this market within the next couple of weeks. All new crop nuts in the shell have arrived and wholesalers report a ready sale. The nut market throughout is ruling firm.

Almonds, Tarragonas, lb.	0 23	0 24
Walnuts, Grenobles, lb.	0 29	0 30
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian	0 18¾	0 20
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, lb.		0 30
Do., sweetened, lb	0 28	0 32
Do., shred		0 25
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 17	0 20
Mixed nuts, bags 50 lbs.	0 20	0 21
Shelled —		
Almonds, lb.	0 50	0 55
Filberts, lb.		0 35
Walnuts Bordeaux, lb	0 90	0 95
Wo., Manchurian		0 75
Do., broken	0 63	0 65
Peanuts, Spanish, lb.		0 11
Pecans, lb.		1 40
Brazils		0 72

PACKAGE PEAS EASIER

Toronto.

PACKAGE GOODS.—The market for package cereals is steady although there is an easy feeling in view of the recent declines in the grain markets. H. & L package peas are quoted at 90c per doz. Other quotations are unchanged.

PACKAGE GOODS

Rolled Oats, 20ss, round, case	5 00
Do., 18s, case	2 00
Do., 20s, square case	5 00
Do., Aluminum Prem., 20s	6 10
Corn Flakes 36s, case	3 75
Porridge Wheat, 36s, reg., case.	6 00
Do., 20s, family, case	6 80
Package peas, per doz.	0 90
Cornstarch, No. 1, lb. carton	0 09½
Do., No. 2, lb., cartons	0 08
Laundry starch	0 07½
Do., in 1-lb. cartons	0 8¼
Do., in 6-lb. wood boxes	0 11¼
Do., in 6-lb. tin canisters	0 12
Celluloid starch, case	4 00
Potato flour, 1-lb.	0 14½
Fine oatmeal, 20s	5 75
Cornmeal, 24s	2 30
Farina, 24s	3 25
Barley, 24s	2 75
Wheat flakes, 24s	4 80
Wheat kernels, 24s	3 70
Self-rising pancake flour 24s	2 70
Buckwheat flour, 24s	2 70
Self-rising pancake flour, 18s	3 85
Health bran, case	3 50
F. S. Hominy gran. case	3 00
Do., pearl, case	3 00
Scotch pearl barley case	2 70
Puffed rice pancake flour, 24s	2 85

LITTLE CHANGE IN RICES

Toronto.

RICES. — There is practically no change in the rice markets but if anything the southern primary market has a shade easier tone. In European rices, however, the market remains firm. Locally the situation is unchanged but there appears to be a quiet demand at the moment.

Honduras, broken, per rlb.	0 07½	0 08
Blue Rose, fancy	0 08½	0 09
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White sago		0 08
Tapioca, per lb.		0 08
Do. (3 Goat brand)	0 09	0 11

FIRM SPICE MARKET

Toronto.

SPICES.—In primary markets there appears to be a firmer tone. This is particularly noticeable on cloves on reports from Zanzibar of a short crop. Jamaica ginger is also firmer on account of the shortage and the fact that new crop will not be available for shipment until about the beginning of January. There is a good steady local demand for all lines but so far, the stronger primary markets have not yet affected local quotations.

Allspice	0 15	0 18
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 45
Mustard, pure	0 35	0 40
Pastry		0 28
Pickling spices		0 18
Mace		0 75
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	0 60	0 70
Do., 80s		0 35
Chillies, lb.		0 50
Nutmegs, selects, whole, 100s	0 22	0 26
Do., ground		0 28
Mustard seed, whole		0 20
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Turmeric		0 30
Curry powder		0 35
Cream of Tartar—		
French, pure		0 40
4-oz. packages, doz.		2 00

The above quotations are for the best quality. cheaper grades can be purchased for less.

8-oz. packages, doz.	3 50

SUGAR DROPS 25 CENTS

Toronto.

SUGAR—Refiners announced a decline of 25c. per cwt. on the 14th. inst., making the price $8.09. Canadian beet sugar, however, is apparently a factor at the moment as their price to the retail trade is $7.85 per cwt.

St. Lawrence, extra gran., cwt.	8 09
Atlantic, extra gran.	8 09
Acadia Sugar Refinery, ex. gran.	8 09
Dom. Sugar Refinery, ex. gran.	7 85
Canada Refinery, gran.	8 09

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c gunnies, 10 10s, 50s; cartons, 20-5s, 60c.

SYRUPS UNCHANGED

Toronto.

SYRUPS.—There is a good demand for syrups, both corn and cane. The

market however, is steady and unchanged.

Corn Syrup—	
Barrels, about 700 lbs., yellow..	0 05½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 60
Cases, 5-lb. tins, white, 1 doz. in case	5 30
Cases, 10-lb. tins, white, ½ doz. In case	5 00
Cases, 2-lb. tins, yellow, 2 doz. in case	4 00
Cases, 5-lb. tins, yellow, 1 doz. in case	4 70
Cases, 10-lb. tins, yellow, ½ doz	4 00
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 20
No. 3 tins, 2-doz. case	5 50
No. 5 tins, 1-doz. case	4 60
No. 10 tins, ½-doz. case	4 25
Pails—No. 1	1 10
Pails No. 2	1 75
Pails No. 5	3 55
Molasses, table grade—	
No. 2 tins, 2-doz. case	7 75
No. 5 tins, 1-doz. case	8 95
No. 10 tins, 1-doz. case	8 60
Pails—No. 1	2 10
Pails No. 2	3 75
Pails No. 5	8 55
No. 3 tins, 2-doz. case	10 75

FURTHER DECREASE IN TEAS

Toronto.

TEAS.—According to recent reports the tea yield in India shows a further decrease. The yield to the end of September this year amounted to 181,000,000 or 57,500,000 lbs. lighter than turned out in the corresponding period last year. It is also reported that the supply of Ceylon teas coming on the London market is comparatively light. In the local situation a stronger feeling is manifest and there are indications that some of the grades, particularly the cheaper ones, will shortly be moved upward.

Pekoe Souchongs	0 30	0 35
Pekoes	0 32	0 58
Broken Pekoes	0 35	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans		0 38
Do., seconds		0 50
Hyson thirds	0 30	0 35
Do., pints	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade.

POTATOES TEND FIRMER

Toronto.

VEGETABLES.—The potato market has a shade firmer feeling but there is practically no change in quotations. Dealers quote New Brunswick Delaware at $1.65 to $1.75 and Ontario at $1.40 to $1.50 per bag. Onions are firm at $5.-50 per 100 lb. bag. Iceberg head lettuce is slightly lower at $4.50 per case.

Cabbage, per doz.	1 00	1 50
Potatoes, Delaware, per bag ...	1 65	1 75
Do., Ontario	1 40	1 50
Beets, per bag	0 75	1 00
Carrots, per bag	0 85	1 00
Turnips, per bag	....	0 85
Parsnips, per bag	1 00	1 25
Onions, Spanish, crate	5 50	6 00
Do., sack, 100 lbs.	....	5 50
Celery, per doz.	0 75	1 00
Egg plant, 1-qt. bkt.	....	1 00
Cauliflowers, doz.	1 50	2 00
Tomatoes, hot house, lb.	....	0 20
Head lettuce, iceberg, case	....	4 50
Sweet potatoes, per hamper ...	....	2 75

NO CHANGE IN FLOUR

Toronto.

FLOUR.—Quotations are unchanged under a fair demand for immediate requirements.

FLOUR—		
First Patents, in cotton bags, bbl.		7 60
Second Patents, in jute bags, bbl.		7 40

WINNIPEG MARKETS

WINNIPEG, Nov. 16.—Teas continue strong. The rice market too holds a strong position. The nut and dried fruit markets are without feature except that new cracked walnuts are expected next week. New figs and currants have arrived on the market and are meeting with a good demand and are firmly held at new price basis.

COFFEE MARKET FIRM

Winnipeg.

COFFEE—The market is maintaining a firm tone. The demand is good locally with no change in quotations.

COFFEE—		
Rio, lb.	0 19½	0 20½
Mexican, lb.	0 44	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb., ...	0 40	0 43
Mocha (types)	0 51	0 53
Santos, Bourbon, lb.	0 28½	0 31
Santos, lb.	0 27½	0 30

NO CHANGE IN CEREALS

Winnipeg.

CEREALS—There is no change in the cereal market. Rolled oats are showing a firmer tone although local market prices are unchanged. Merchants continue to buy in quantities to meet day to day requirements.

PACKAGE CEREALS.		
Rolled oats, 20s, rd. cartons .	4 00	4 65
Do., 18s, case		2 10
Corn Flakes 36s, case	3 50	3 80
Cornmeal, 2 doz. case, case	....	3 40
Puffed Wheat, 3 doz. cs., case ...	....	4 45
Puffed Rice, 3 doz. cs., case ...	....	5 75
Grape Nuts 2 doz. cs. case	....	3 80
Package peas, 3 doz. cs., case ..	....	3 90
Cream of Wheat, 3 doz. cs., case	....	9 15
BULK CEREALS		
Rolled oats, 80s, per bag		2 35
Do., 40s, per bag	....	1 26
Do., 20s, per bag	....	0 67
Do., 10-8s, per bale	....	3 25
Do., 15-8s, per bale	....	3 80
Oatmeal, 98s, gran. or stand., bag		3 70
Shrimps, 1s, 4 doz. case, doz. .	2 70	2 75
Finnan Haddie, 1s, 4 doz. case .	9 35	12 00
Do., ½s, 8 doz. case, case .	10 50	13 00
Herring (Can.), 1s, 4 doz. case,		
Do., imp., ½s, 100 doz. case ..	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz. ..	....	2 45
Do., ½s, 4 doz. case, doz. ..	....	4 20
Wheat granules, 98s, bag	....	6 10
Do., 16-6s, per bag	....	6 60
Peas, whole, green, 100-lb. bag, per bushel	....	3 95
Do., split, yellow, 98s, bag ..	....	7 50
Do., split, yellow, 49s, bag ...	....	3 85
Cornmeal, 98s, per sack	....	2 50
Do., 49s, per sack	....	1 30
Do., 24s, per bag	....	0 70
Do., 10s, per bale	....	3 00
Buckwheat grits, whole, 981lb. bags, per bag	....	9 35
Beans, 100-lb. bags, bushel	3 80	4 25
Lima beans, 100-lb. bags, lb. ..	....	0 09½
Barley, pot, 98s.	....	3 25
Do., 49s	....	1 68
Do., 24s	....	0 85
Barley, pearl, 98s, per bag	....	4.40
Do., pearl, 49s, per bag	....	2 26
Do., pearl, 24s	....	1 15

CANNED GOODS UNCHANGED

Winnipeg

CANNED GOODS—There is very little change in the canned goods situation. Prices quoted on all canned goods are holding steady. Trading at the moment is quiet but later on business is expected to show an increase for these lines Advices. received state that B. C. packers are sold out of canned tomatoes.

Shrimps, 1s, 4 doz. case, doz. .	....	3 60
Finnan Haddie, 1s, 4 doz. case .	8 25	11 50
Do., ½s, 8 doz. case, case .	7 25	13 00
Herring (Can.) 1s, 4 doz. case..	6 50	8 00
Do., imp., ½s, 100 doz. case	21 50	32 50
Lobsters, ¼s, 8 doz. case, doz. ..	....	2 50
Do., ½s, 8 doz. case, doz. .	....	4 80
Oysters, 1s, 4 doz. case, cs.....	....	9 40
Pilchards, 1s, tall, 4 doz. case, cs.	....	7 10
Do., ½s, flat, 8 doz. cs, case	....	9 00
Salmon—		
Sockeye, 1s, tall case	....	20 00
Do., 1½s, flat, 8 doz., in case	....	21 25
R. Spring, 1s, tall, 4 doz. case	....	16 25
Do., 1½s, flat, 8 doz. case	....	17 00
Cohoe, 1s, tall, 4 doz. case ..	12 00	13 00
Do., ½s flat, 8 doz. case..	13 00	14 00
Pink, 1s, tall, 4 doz. case.....	....	6 25
Do., ½s, flat, 8 doz. case .	....	8 00
CANNED FRUIT (Canadian)		
Apples, 6 tins in case, per case..	....	3 80
Cherries, 1s, 4 doz. case.....	6 75	8 00
Peaches, 2s, 2 doz. case.....	6 60	7 10
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	4 75	7 00
Do., heavy syrup, 2s, 2 doz. case	6 00	6 50
Do., Lombard, light syrup, 2s, 2 doz. case	5 75	5 25
Raspberries, 2s, 2 doz. case ...	8 00	8 60
Strawberries, 2s, 2 doz. case ...	8 00	8 60
CANNED FRUIT (American)		
Apricots, 1s, 4 doz. case	....	11 00
Peaches, 2½s, 2 doz. case	....	9 15
Do., sliced, 1s, 4 doz.. case...	....	10 85
Do., halved, 1s, 4 doz. case ..	....	10 75
Do., 2s, 2 doz. case	....	6 90
Pears, 1s, 4 doz. case	....	13 40
Pineapples, sliced, 2s, 2doz. case	....	7 60
CANNED VEGETABLES		
Asparagus Tips, 1s, tins, 2 doz. case, per doz.	....	4 40
Beans, Golden Wax, 1s, doz. ..	4 90	5 00
Beans, Refugee, 2s, 2 doz. case..	4 90	5 00
Corn, 2s, 2 doz. case.....	2 80	3 50
Peas, 2s, 2 doz. case	3 90	4 25
Sweet Potatoes, 2½, 2 doz. case	....	7 00
Pumpkins, 2½s, 2 doz. case....	3 90	3 75
Sauer Kraut, 2½s, 2 doz. case..	....	4 10
Spaghetti, 2 doz. case	....	2 05
Tomatoes, 2½s, 2 doz. case	3 95	4 25
Spinach, 2½s, 2 doz. case.....	....	7 00

NEW FIGS ARRIVE

Winnipeg.

DRIED FRUIT—The present dried fruit market is rather quiet with a conservative steady business passing in most of the lines. Primary market reports that evaporated apples are slightly easier. This is thought however to be only temporary as the evaporated apple market is fundamentally in a substantial position. Apricots, peaches and pears are unchanged. New figs of excellent quality have arrived on the market and are meeting with a good demand. The first car of 1921 new crop currants have arrived and are selling freely. The raisin market is steady and unchanged.

DRIED FRUITS		
Evaporated apples, per lb.	0 18	....
Currants, 90-lb., per lb.....	0 18	0 19
Do., 8 oz. pkgs., 6 doz. case, lb.	....	0 15
Dates, Hallowee, bulk, lb.	....	0 12½
Do., pkgs., 3 doz. case, lb.....	....	0 15¾
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 12½
Do., black, cartons, carton ...	....	0 60
Loganberries, 4 doz. case, pkt.	....	0 26
Peaches, standard, per lb.	0 17	0 21
Do., choice, per lb.	0 19	0 24
Do., fancy, per lb.....	0 20	0 25
Do., Cal., in carton, per carton	1 00	1 20
Do., unpitted, per lb.	....	0 10
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton	....	1 30
Prunes—		
30-40s, 25s, per lb.	....	0 20
40-50s, 25s, lb.	....	0 17½
50-60s, 25s, lb.	....	0 14
60-70s, 25s, lb.	....	0 13
70-80s, 25s, lb.	....	0 10½

80-90s, 25s		0 09¾
90-100s, 25s, per lb.		0 08
In 5-lb. cartons, carton	0 65	0 75
RAISINS—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg.		$0 20
Do., pkg., 12 oz., fancy, per pkg.		0 16¾
Do., 16 oz., choice, per pkg.		0 19
Do., 12 oz, choice, per pkg.		0 16
Cal. 5-lb. cartons, per carton		1 20
Do., bulk, 25-lb. boxes, per lb.		0 19
RAISINS—Seedless—		
Cal., pkg., 11 oz., per lb.		0 19½
Do., bulk, 25-lb. boxes, per lb.		0 22
Do., bulk, 5-lb. cartons, per carton		1 30
Apricots, choice, 25 s, lb.		0 31
Do., 10s, lb.		0 33
Do., Standard, 10s, lb.		0 27
Do., Standard, 25s, lb.		0 29
Do., fancy, 25s, lb.		0 35
Do., fancy, 10s, lb.		0 36
Apricots, 5 lb. cartons, per carton		1 65

JAMAICA GINGER SCARCE

Winnipeg.

SPICES—Jamaica ginger is reported scarce and holders are asking high prices for same. Peppers are also firmer. It is reported that a heavy storm has affected the nutmeg crop and higher prices are expected on this line.

Allspice, Jamaica, best qual., lb.	0 22
Cassia, Batavia, per lb.	0 35
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1, per lb.	0 53
Cinnamon, Ceylon, per lb.	0 50
Do., No. 0, carton, doz.	0 90
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 45
Ginger, washed, Jamaica, No. 1	0 65
Do., Jamaica, No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb.	0 65
lb., per lb.	0 70
per lb.	0 37
Do., medium, 110 to lb.	0 35
Do., carton of six, per doz.	0 80
Pepper, blk., Singapore, ex. lb.	0 22
Do., white, per lb.	0 35
Pickling, ¼-lb. pkg., per doz	0 90
Do., bulk, No. 1, per lb.	0 22
GROUND SPICE	
Allspice, bulk, per lb.	0 20
Do., No. 2, per lb.	0 25
Do, 2 oz. cartons	0 95
Do., 4 oz. cartons	1 20
Cassia, No. 1 bulk, per lb.	0 27
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	0 95
Do., No. 1, 4 oz., cartons	1 50
Cinnamon, bulk, per lb.	0 55
Do., 2 oz. cartons	0 95
Do., 4 oz. cartons	1 75
Cloves, bulk, per lb.	0 50
Do., 2 oz., cartons	0 95
Do., 4 oz. cartons	2 00

SUGAR MARKET STEADY

Winnipeg.

SUGAR—There is no change in the sugar market. Refined, granulated is quoted at $8.50 per cwt.

Extra gran. bags, 100 lbs.		8 50
Do., gunnies, 5-20 lbs.		8 90
Do.. gunnies, 10-10 lbs.		9 00
Do., gunnies, 20-lb. lbs.		9 10
Do., cartons, 50-2 lbs.		9 25
Yellow, No. 1 lt., bags, 100 lbs		8 10
Do., golden, bags, 100 lbs.		8 00
Powdered sugar, bbls.		8 90
Do., boxes, 50 lbs.		9 10
Do., boxes, 25 lbs.		9 30
Icing, barrels		9 00
Do., boxes, 50 lbs.		9 20
Do., boxes, 25 lbs.		9 40
Soft lumps, boxes, 100 lbs..		9 30
Do., boxes, 50 lbs.	10 40	9 60
Do., cases, 20 cartons		10 35
Do., cases, 40 ½ lbs.		11 10
Small lump, boxes, 100 lbs.		9 20
Do., boxes, 50 lbs.		9 30
Do., boxes, 25 lbs.		9 50
Do., cartons, 50 2-lbs.		9 60
Hard lump, barrels		10 25
Do., boxes, 50 lbs.		9 70
boxes, 25 lbs.		9 75
Do., boxes, 25 lbs.		9 75

SYRUP MARKET STEADY

Winnipeg.

SYRUPS—Prices are steady on both corn and cane syrup. There is a good demand and supplies are moving fairly well. The molasses market shows no change.

CANE SYRUP—	
No. 2s	5 95
No. 5s	6 75
No. 10s	6 30
No. 20s	6 10
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 65
Cases, 5-lb. tins, white, 1 doz. in case	5 75
Cases, 10-lb. tins, white, ½ doz. in case	5 50
Winnipeg.	
Cases, 20-lb. tins, white, ¼ doz. in case	5 50
Cases, 2-lb. tins, yellow, 2 doz.	
Cases, 5-lb. tins yellow, 1 doz. in case	3 40
case	4 55
Cases, 10-lb. tins, yellow, ½ doz. in case	4 30
Cases, 20-lb. tins, yellow, ¼ doz. in case	4 30
TABLE SYRUP—	
Pure, 2½s, tins, cs. of 2 doz.	24 85
Pure, 5s, per case of 1 doz.	22 65
Pure, 10s, per case of ½ doz.	21 05
MAPLE SYRUP—	
Maple flavor 2½s, tins, per case of 2 doz.	13 75
Do., 2s, tins, case of 1 doz.	12 00
Do., 1s, tins, case ½ doz.	11 60
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 80
3-lb. tins, 2 doz. case	11 60
5-lb. tins, 1 doz. case	9 50
10-lb. tins, 1 doz. case	9 20
Molasses quotations subject to 5 per cent. discount.	
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	5 25
2s, 4 doz. in case	5 00
2½s 4 doz. in case	4 80
5s, 4 doz. in case	4 50
10s, 4 doz. in case	4 20

STARCH UNCHANGED

Winnipeg.

STARCH—No change has occurred in the starch market, and as far as can be seen at present no immediate change is expected.

Cornstarch, No. 1 quality, per lb.	0 10⅝
Cornstarch, 1-lb. pkgs., lb.	0 09¼
Gloss, 1-lb. pkgs., pr lb	0 10⅞
Celluloid, 1-lb. pkg., per case	4 35

WALNUT PRICES HIGH

Winnipeg.

NUTS—Prices are ruling high on Bordeaux shelled walnuts. New cracked walnuts are expected on this market in about a week's time. Spot stocks at the present are very low. Almonds, pecans, peanuts and brazils are firmly held.

NUTS. SHELLED—	
Almonds, per lb.	0 49½
Spanish Peanuts, No. 1, lb.	0 12½
Pecans, per lb.	1 40
Walnuts, per lb.	0 80
Brazils, per lb.	0 70
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 23½
Walnuts, per lb.	0 23
Almonds, per lb.	0 23
Cocoanuts per sack	11 00
Cocoanuts, per doz.	1 50
Brazils, per lb.	0 20
Pecans, per lb.	0 30

FLOUR MARKET STEADY

Winnipeg.

FLOUR—There is no change to record in the flour market: 98 lb. sacks delivered are quoted at $3.75.

FLOUR—	
98-lb. sacks	3 75
Two 49-lb. sacks	3 82½
Four 24-lb. sacks	3 92½

JAM MARKET FIRM

Winnipeg.

JAMS—The jam market continues with a firm tone. Staple flavors such as strawberry, raspberry and blackcurrant are becoming cleaned up and many of these lines have been withdrawn as canners cannot fill any more orders.

JAMS	
Strawberry 4s per tin	0 91
Black Currants, 4s, per tin	0 91
Raspberry, 4s, per tin	0 91
Apricots, 4s, per tin	0 85
Cherry, 4s, per tin	0 85
Peach, 4s, per tin	0 85
Compound (all flavors), 4s, tin	0 55

RICE MARKET FIRM

Winnipeg.

RICE—There is no change in the rice market and quotations are firmly held. Japan is quoted at 8½c. per lb. and Siam at 6¼c.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08½
Do., 50-lb. sacks, lb.	0 09
Siam, 100-lb. bags	0 06¼
Do., 50-lb. bags	0 06½
Sago, in less quantities, lb.	0 09½
lbs., per lb.	0 09
Sago, in less quantities	0 09¼
Tapioca, Pearl, per lb.	0 08 0 08½
Herring (Can.), 1s, 4 doz. cs.	7 00 8 00
Do., in less quantities, lb.	0 09¼
Tapioca, pearl, per lb.	0 08 0 08½

TEA MARKET FIRM

Winnipeg.

TEA—The Ceylon and Indian tea market is firm and tendencies point to a continuance of present conditions. The demand locally is fair and prices remain unchanged.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoe, first quality	0 40	0 42
Do., second quality	0 35	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe 1st qual.	0 50	0 60
Japan	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45
Broken orange Pekoe	0 38	0 48

ORANGES EASIER

Winnipeg.

FRUITS—Oranges are easier and 324s and 360s are quoted at $7.50. 250s to 288s at $8.50 and 216s and larger at $9.00 per case. Grapefruit is also somewhat lower and is quoted at $7.50 per case. Spanish Malaga grapes are arriving in good quantities and are quoted at $16.00 to $17.50 per keg. Lemons are slightly easier and are quoted at $8.50 per case. There is a fair demand for all lines of fruits.

FRUITS—		
Oranges, per case	7 50	9 00
Lemons, per case		8 50
Apples, per box	2 00	3 25
Bananas, per lb.		0 10
Grapefruit, per case	7 00	7 50

CRANBERRIES SCARCE AND HIGH

Winnipeg

VEGETABLES—Cranberries are arriving in small quantities and are very scarce and high. Barrels are quoted at $25.00 and boxes at $13.00. Potatoes are lower and are quoted at 40c. to 50c. per bushel. Other lines show no change.

VEGETABLES—		
Cabbage, per lb.		0 01
Head lettuce, per case		5 00
Leaf lettuce, per dozen		0 50
Green onions, per doz.		0 60
Cucumbers, per dozen		3 50
Tomatoes, per case		5 25
New carrots, beets, per lb.		0 02
Potatoes, per bushel		0 50
Do., 25 bushel lots, bushel		0 40
Celery, B.C., per lb.		0 06½
Cauliflower, per doz.	0 90	1 00
Onions, per sack		4 00

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Nov. 15—Most lines of Clark's meats are reduced in price. Lemon and orange peels are quoted at 32c to 33c per lb. and citron at 47c to 50c per lb. Broken shelled walnuts are quoted at 34c to 37c and almonds at 46c to 52c per lb. Almonds in the shell are quoted at 22c to 22½c; brazils at 17c to 22½c; filberts at 18c to 22c and Manchurian walnuts at 20c per lb. Thompson's seedless raisins in bulk are quoted at 20½c to 23c and bleached at 25c to 29c per lb. California table raisins have also arrived. Storage eggs are higher at $14.00 per case while butter is up 4c per lb. making present price 39c to 44c per lb.

Beans—Ashcroft, per cwt.	....	6 00
Do., Kotenashi, per cwt.	6 00	6 50
Rolled oats, 80s	3 15	3 30
Rice, Siam	5 50	6 00
Japan, No. 1	7 35	8 00
Tapioca	7 00	8 00
Sago	7 00	8 00
Flour, per bbl	....	7 35
Sugar, pure cane, grant., cwt.	....	8 62
Cheese, No. 1, Ont., large	0 22½	0 23
Alberta cheese, twins	....	0 22¾
Do., large	....	0 22¼
Butter, creamery, lb.	0 39	0 44
Do., dairy, lb.	0 20	0 28
Lard, pure 3s	12 30	12 60
Eggs, new laid, local, case	15 00	16 00
Do., No. 1 storage, case	....	14 00
Tomatoes, 2½s	4 15	4 35
Pumpkin, 2½s, case	....	4 40
Lemons, case	....	10 50
Corn, 2s, standard case	3 35	3 60
Peas, 2s, standard case	4 20	4 30
New early June peas, case	....	4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye ½s, case	21 00	21 50
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	8 40	9 25
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Peaches, 2s, halves	....	5 85
Do., 2s, sliced	....	6 25
Apples, evaporated, lb.	....	0 18
Do., 25s, lb.	....	0 18½
Pineapples, Hawaiian, sliced 2's	6 30	7 85
Do., 2½s, case	8 80	10 45
Peaches, evaporated, lb.	0 16	0 20
Do., canned, 2s	7 45	7 90
Do., 70-80s	0 11½	0 12½
Prunes, 90-100s	0 10	0 10
Potatoes, local, ton	20 00	30 00
Peels—		
Lemon, per lb.	0 32	0 33
Orange, per lb.	0 32	0 33
Citron, per lb.	0 47	0 50
Nuts—		
Shelled walnuts, broken	0 34	0 37
Shelled almonds	0 46	0 52
Almonds in shell	0 22	0 22½
Brazils	0 17	0 22½
Filberts	0 18	0 22
Walnuts, Manc.	....	0 20
Raisins—		
Thompson Seedless	0 21½	0 23
Thompson bleached	0 25	0 29

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N.B., Nov. 15—Sugar declined 25c making present price $7.95 for standard granulated. Potatoes are a shade firmer at $2.50 to $2.75 per barrel. Onions are stronger at $5.50 per crate. Lard is easier at 19½c to 20c per lb. Cornmeal is lower at $3.25 per bag while rolled oats is reduced to $3.35 per bag.

Rolled oats, bag	....	3 35
Rice, Siam, per cwt.	....	7 00
Tapioca, per 100 lbs.	....	9 00
Molasses, gal.	....	0 68
Tomatoes, cans	....	2 00
Corned beef	3 00	3 55
Onions, crate	....	5 50
Raisins, Valencia layers	0 24	0 30
Currants, cleaned	....	0 19
Prunes, 90-100, 25-lb. boxes	....	0 10½
Lemon peel	....	0 34
Orange peel	....	0 34
Citron peel	....	0 46
Walnuts	....	0 27
Almonds	....	0 22
Brazils	....	0 20
Peanuts	....	0 17
Filberts	....	0 17
Cocoanuts, bag	....	6 00
Potatoes, per bbl.	2 50	2 75
Pork, clear, bbls., per lb.	....	0 30
Pigs feet, per 20-lb. pail	....	2 75
Hams, shoulder, per lb.	....	0 21
Bacon, roll, per lb.	0 25	0 32
Bacon, side, per lb.	0 32	0 36
Lard, pure in pails, lb.	....	0 17
Lard, pure in tubs, lb.	....	0 16½
Shortening in pails, lb.	....	0 14
Shortening in tubs, lb.	....	0 14
Butter, creamery, prints	....	0 45
Butter, creamery, solids	....	0 42
Oleomargarine	....	0 24
Cheese, whole, lb.	0 19	0 21
Cheese, twins, lb.	0 19½	0 20
Eggs, doz.	....	0 50
Sugar, cut loaf, cwt.	....	9 55
Sugar, stan., gran., cwt.	....	7 95
Sugar, No. 1 yellow, cwt.	....	7 75
Oranges, California, case	6 00	9 00
Lemons, California, case	....	9 00
Grape Fruit, Florida, case	....	7 50
Bananas, lb.	0 09	0 10
Cornmeal, gran., bags	....	3 25

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., Nov. 15—Fresh eggs are advanced to 60c per doz. and storage to 50c per doz. Creamery butter is firmer at 50c per lb. and dairy at 40c per lb. Large quantities of apples are arriving daily from the Valley. Kings are quoted at $5.50 per barrel for No. 1, $5.00 for No. 2 and $3.00 to $4.25 for domestic. Wagners and Bishop Pippins are also on the market with prices ruling about the same as Kings.

Flour, No. 1 patents, bbl.	....	11 00
Cornmeal, bags	....	2 50
Rolled oats, per bag	....	3 90
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.	....	10 00
Sugar, standard, gran.	....	8 45
Do., No. 1, yellow	....	8 00
Molasses, gal.	....	0 70
Cheese, Ont., twins	....	0 21
Eggs, fresh, doz.	....	0 06
Eggs, storage, doz.	....	0 50
Lard, compound	....	0 21
Do., pure, lb.	....	0 22
American clear pork, bbl.	....	33 00
Tomatoes, 2½s., stan., doz.	....	2 00
Hams, aver. 9-12 lbs.	....	0 35
Do., aver., 12-18 lbs.	....	0 35
Do., aver. 18-25 lbs.	....	0 31
Roll bacon	....	0 25
Butter, creamery, lb.	....	0 50
Do., dairy	....	0 40
Raspberries, 2s Ont., doz.	....	4 00
Peaches, 2s., standard, doz.	....	3 30
Corn, 2s, standard, doz.	....	1 60
Peas, standard, doz.	....	1 95
Strawberries, 2s, Ont., doz.	....	4 00
Salmon, Red Spring, flats, cases	....	....
Do., pinks	....	7 00
Do., Cohoes	....	14 00
Do., Chums	....	6 00
Evaporated apples, per lb.	....	0 15
Dried peaches, per lb.	....	0 22
Potatoes, Nat., 90-lb. bag	....	1 50
Onions, Canadian	....	4 25
Onions, Spanish, per lb.	....	0 03¾
Apples—		
Kings, No. 1, bbl.	....	5 50
Kings, No. 2, bbl.	....	5 00
Domestic, bbl.	3 00	4 25

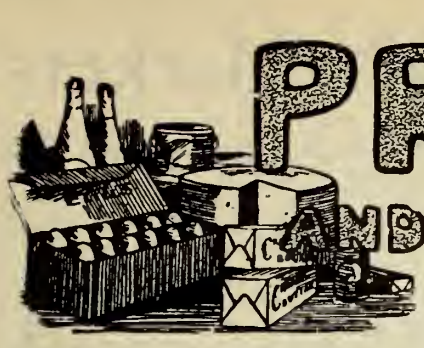
TURNS STOCK ONLY SEVEN TIMES A YEAR

Continued from Page 22

when he had twelve stores, because he certainly could buy to better advantage and put into effect many economies not possible in a small chain. For example, with sixty stores he could install a bakery equipped with more than $15,000 worth of machinery, and sixty stores could furnish ample outlet for what such a bakery could produce—something no twelve stores, ordinarily speaking, could do.

On the other hand, the man who heads sixty to six hundred stores has formed an organization which will function on most heads without his continuing attention. All he will have to ask for is final results. He will have reached a stage where his subordinates can be of such calibre that results can be looked for and if not forthcoming they can be shifted without the loss usually entailed when shifts are made in ordinary employees.

So you see, there are so many factors that enter into this question. But I think that five per cent. on sales is about as low as anyone can expect to get the ratio of salaries. I should be very glad if somebody who knows will give us all some information, and I should like to have my present correspondent discuss it further.



PRODUCE AND PROVISIONS

"Keep Up The Quality Of Canadian Produce" Says Old Country Visitor

Butter and Cheese Markets Are Quiet Just Now in the Old Land, Says Sir George Lawson Johnston, but Demand Will Again be Active.

MONTREAL.—(Special)—While Sir George Lawson Johnston, president of Bovril Limited, was in Montreal, your representative took the opportunity of obtaining some information from him on grocery conditions in the Old Country.

The grocer in England, he said, had to face a problem that the Canadian grocer did not meet, at least in the same degree. After the war the depression was more keenly felt in England than in any other of the allied countries. England is a big importer of food-stuffs and with the adverse exchange rates and labor problems, living costs went high and stringency was enforced in almost all classes This was keenly felt by the grocers and on top of it all came the trouble in the coal mines, strangling England's biggest natural resource. After it came the slump in prices, the gradual decline in values and it seemed that every grocery expected to find every Saturday night that the value of the stock on his shelves had taken another step downward. The result was that they were all cutting down the stock on hand so as to lessen their risk, and naturally with this policy sales dropped off, there was not the same enthusiasm about selling. This however is changing. There is more optimism. The old fighting spirit is coming back and more aggression is evident among the retail merchants.

Canadian Export Situation

When asked by Canadian Grocer why Canada was unable to find in England the export market that she had enjoyed so many years in produce lines, Sir George said, "Many factors have come into play in cutting down Canada's export of produce to England. In bacon, Canada was hurt by a reputation that some smoked meats got during the war. Just from where these meats came it is hard to say. In all likelihood it was part of the large shipments that came from the United States that where not altogether pleasing to the English people. The principal complaint was that they were too salty. Whose fault this was it is hard to say but to some extent all bacons from North America have suffered as a result. Then too Denmark has been very active in seeking the English market. Early in the war their meat supply was exhausted. Now they are just coming back and the price competition is keen.

White Fish and Herrings Are Reported More Plentiful

Present Indications Point to a Very Active Inquiry For All Kinds of Fish This Season—Oysters Are in Demand.

By D. B. DRYSDALE

FROM present indications it is expected that this season will be one of the best in the fish business. Practically every variety has returned to pre-war prices and the fall catch from most of the lakes has not been as good for some time past.

Lake Ontario whitefish and herrings, which were very scarce in the summer, have become very plentiful and there is a steady demand for them. Of course there is always the possibility of bad weather coming up and cutting off the supply of fresh lake fish within a few hours. In ordering, the best way to overcome this is to give your dealer the privilege of substituting the next best article he has.

Better Demand For Oysters

Oysters have shown a great improvement in the last two weeks, both on account of them coming from the deeper beds and owing to the colder weather which helps preserve them in transit. The demand for oysters put up in the jars is rapidly increasing. It not only keeps them in better condition but is a handier, simpler, and more cleanly way of handling this article of food. Then again you are always sure your customer is getting oysters without a certain quantity of melted ice and snow thrown in. As a rule the difference in price will be gladly met when this is explained to the consumer.

Salmon snacks are again on the market. Many dealers made small fortunes out of this article alone last season. They are produced from the best Pacific Coast Salmon and make a very tasty and satisfying meal.

Qualla Salmon Sel's Well

There is a steady increase in the demand for Qualla Salmon and dealers say that it is only necessary to display this fish and anyone who buys once becomes a regular customer.

Trout is very plentiful and reduced in price. The color of the flesh at this time of the year is a little darker but does not in any way deteriorate the value of the fish.

Sells 6,000 Lbs. of Cheese in This Store Each Year

Specializing in the sale of cheese, resulting in a turnover of six thousand pounds a year is the experience of the management of the George W. Lea store in Simcoe, Ont. Sales of the above amount represent a big demand in the Lea store, and indicate what can be done in the way of increased selling of what is practically a staple line, such as cheese. Establishing a reputation for the best cheese has had a whole lot to do with the success of this firm in its sale. Mr. Lea told a representative of Canadian Grocer that he bought cheese only twice a year, in June and in September. He never sells cheese in its fresh state, but always has it well matured, and attractive to the popular taste. "The people," he added, "always know what they are getting, and can rely on our cheese being pleasing to their taste. It is always uniform, and this fact has been largely instrumental in bringing our sales up to their present volume."

Mr. Lea has a cheese cutter which he declares he would not be without. It is economical as well.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Nov. 16.—Prices on the hog market feature the produce lines this week with a smaller demand both for fresh and smoked meats and a more competitive condition faced by the packers. Smoked hams and bacon are lower again in price. Live hogs have declined. Lard is fairly steady with an improved demand and butter with larger offerings is easier but unchanged in price. The cheese market on the other hand is stronger, due to more inquiry for export. Wholesale prices are unchanged. The egg market is strong with a big demand. There is little change in the fish market except that the season for fresh halibut is over and oysters are a little easier. There is no change in barreled meats. Poultry prices are lower with large offerings, but an improved demand.

EASIER TONE TO BUTTER

Montreal

BUTTER—Supplies offered are somewhat larger but consist principally of fodder-made goods. The competition between buyers is more keen and prices have an easier tone but no changes in price. On the other hand there is a good demand among local buyers for the finest September and October creamery, which is commanding a premium over the later makes. The butter prices stand at present at from 39c to 40c per lb. for solid and from 40c to 41c for prints of the best creamery make.

BUTTER—		
Solids, creamery	0 39	0 40
Prints, creamery	0 40	0 41

CHEESE MARKET IMPROVED

Montreal.

CHEESE—A renewed demand for export of Canadian cheese has strengthened up the cheese market during the last week and the future looks more promising and the steadier market seems ahead. At the present, however, the wholesale prices remain unchanged at the basis of the decline. New Quebec cheese is now quoted at from 19c to 20c per lb. and old colored sells at from 28c to 30c per. lb.

Large, per lb.		0 21
Twins, per lb.	0 19	0 20
Do., white		0 28
Triplets, per lb.		0 21
Fancy old cheese, per lb.	0 28	0 30
Stilton, per lb.		0 35
Quebec	0 19	0 20

HIGHER PRICES FOR EGGS

Montreal

EGGS—The feature of the local market has been the strength of strictly new laid eggs owing to the scarcity of supplies. It is to be expected that at this season the production will be low but prices have advanced quickly to a basis of 80c per doz. wholesale for special new laid eggs. Storage select are quotted at 50c per doz. and No. 1s are selling at 45c.

Specials		0 80
Storage, selects		0 50
Do., No. 1		0 45
New laid	0 60	0 65

LARD MARKET MORE ACTIVE

Montreal.

LARD—The trade in lard is rather active owing to improved demand from outside sources and while buying locally is only for immediate requirements there is a more steady demand and bricks are now selling from 18c to 19½ cents a lb.

Tierces, 60 lbs.	0 15	0 16
Pails, 20 lbs.	0 16½	0 19½
Tubs, 20 lbs.	0 16	0 17
Bricks	0 18	0 19½

COOKED HAMS EASIER

Montreal.

COOKED MEATS—There is little change in cooked meats apart from the fact that cooked hams are ruling easier in price. And they are now quoted at from 40c to 45c per lb.

Jellied pork tongues		0 35
Jellied pressed beef, lb.		0 37
Hams, cooked	0 40	0 45
Pork pies (doz.)		
Sausage, pure pork		0 20
Ox tongue, tins		0 65
Mince meat, lb.		0 15½
Head cheese, 6-lb. tins, per lb.		0 10
Plate beef		22 00

SMOKED BACON LOWER

Montreal.

SMOKED MEATS—An unsettled and weaker feeling prevails in the local market for smoked meats owing to more liberal offerings and the fact that the demand for export is not what it has been in the past. Packers are making a bigger effort to secure more local business and so unload their supply. Consequently prices have been irregular and lower for all lines except the choice selections of breakfast bacon.

BACON—		
Breakfast, best	0 33	0 52
Smoked breakfast	0 28	0 40
Smoked breakfast	0 28	0 40
Cottage rolls		0 28
Picnic hams		0 19
Wiltshire	0 32	0 35
MEDIUM SMOKED HAMS—		
Wiltshire	0 32	0 35
Weight, 8-14, long cut	0 27	0 29
Do., 14-20	0 25	0 27
Do., 20-25	0 23	0 25
Do., 25-35		0 24
Over 35 lbs.		0 23

FRESH HALIBUT FINISHED

Montreal.

FISH—The season for fresh halibut is now over but some late shipments are offered on the market at 24c per lb. Haddock is still scarce owing to the stormy weather on the fishing grounds. Frozen fish is in good supply with white fish easy. There is also an easier trend to prices on oysters and No. 1 cans are quoted at $2.60 while shelled oysters run as low as $8.00 per bbl.

FRESH	
Herring	0 07
Market Cod, fresh	0 06
Steak Cod	0 09
Dressed B. C. Salmon	0 24
Haddock	0 07½
Halibut, fresh	0 24
Flounders	0 10
Mackerel	0 16
White fish	0 18

FROZEN	
Halibut	0 22
Chicken halibut	0 16
Market cod	0 05½
Steak cod	0 08
Doree	0 15
Qualla salmon	0 12
Dressed B. C. Salmon	0 23

OYSTERS		
Shell oysters, bbl.	8 00	15 00
Standard—Per No. 1 can		2 60
Do., No. 3 can		7 60
Do., No. 5		12 25
Jars—1 doz.		4 75

LOWER PRICES FOR HOGS

Montreal.

FRESH MEATS—Owing to a lower price ruling in British markets for Canadian bacon and a more liberal supply of live hogs offered on the market a weaker feeling has developed in live hogs and prices generally have closed lower. The price quoted here shows a decline of 25c per cwt. making the price $9.00 to $9.25 for select live hogs weighed off cars. There is little change in the beef market. Prices rule easy with a good offering and only a fair demand.

FRESH MEATS—		
Hogs, live (selected off cars)	9 00	9 25
Abattoir killed, 65-90 lbs.	0 17	0 18
Fresh Pork—		
Legs of pork (foot on)	0 24	0 26
Loins (trimmed)	0 28	0 31
Trimmed shoulders		0 19
Untrimmed		0 17
Pork sausage (pure)		0 20

Fresh Beef—	(Cows)		(Steers)	
Hind quarters	0 10	0 13	0 10	0 15
Front quarters	0 05	0 07	0 05	0 08
Loins	0 15	0 23	0 28	0 30
Chuck	0 07	0 08	0 08	0 09

POULTRY PRICES LOWER

Montreal.

POULTRY—Poultry prices have been declining during the last three weeks and with it comes an improved demand. Prices are at a new low level and larger offerings are reported as a result of the sudden change in weather conditions bringing the frost and snow. Farmers in this locality seem to show anxiety to bring their poultry to the market and early this week the offerings were large. As a result it is expected that the consumption will show a big increase and prices will remain at the new low level.

POULTRY—		
Dressed turkeys	0 33	0 38
Geese	0 20	0 22
Ducks	0 23	0 25
Chickens	0 20	0 27
Fowl	0 17	0 24
Roosters	0 16	0 18
Live Turkeys	0 25	0 32
Live chickens	0 17	0 23

ONTARIO MARKETS

TORONTO, Nov. 16.—Hog values held steady during the week but the tendency is for a shade lower price. Cattle rules fairly steady under heavy receipts, while pork and beef cuts show slight reductions. Butter is steady with eggs showing a firmer tone on new laids, but little change in storage. The cheese market has stronger tendencies with quotations on country boards slightly higher but dealers' quotations show no change. Lard is a shade lower in price, but shortening is unchanged. Boiled hams, shoulders and jellied tongues are reduced. Smoked hams and bacon are lower, while dry salt and barrel meats are unchanged. Slightly lower prices are quoted on halibut, whitefish, shell oysters, cohoe salmon and fresh herrings. The poultry market has an easy tone, with lower prices quoted on turkeys.

BUTTER MARKET STEADY

Toronto.

BUTTER—There is little change in the butter situation. Quotations are steady to firm. Now that the cattle are off the pastures, fodder butter is arriving and consequently there is quite a difference in the quality.

BUTTER—

Creamery prints	0 39	0 42

CHEESE SHOWS FIRMNESS

Toronto.

CHEESE—The market has developed firmer tendencies, more influence of export business and also the fact that the season of production is drawing to a close. Values at Country Boards show a shade increase but dealers' quotations to the retail trade are unchanged.

CHEESE—

Large, new		0 19
Do., June		0 25
Stilton, new		0 25

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

EGGS REMAIN FIRM

Toronto.

EGGS—New-laids continue scarce and firm while there is little change in storage. Few houses are offering new-laids and those that have any are quoting 80c per doz. to the trade. On the local farmers' market new laid eggs are bringing 95c to $1.00 per doz.

EGGS—

Selects	0 51	0 55
No. 1	0 46	0 47

LARD STEADY TO EASY

Toronto

LARD—The market is fairly easy with quotations on one pound prints down one cent in some quarters while in other quotations are unchanged. Quotations range from 17c. to 19c. On the tierce basis quotations show a reduction of one cent per pound making present price 15c per lb.

LARD—

Tubs are ½c higher than tierces and pails one cent higher than tierces.

1-lb. prints	0 17	0 19
Tierces, 400 lbs.		0 15

NO CHANGE IN SHORTENING

Toronto.

SHORTENING—The market is fairly easy with quotations on one pound prints remaining at 16½c and on the tierce basis 13c to 13½c per lb.

SHORTENING—

1-lb. prints		0 16½
Tierces, 400 lbs.	0 13	0 13½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

MARGARINE QUIET

Toronto

MARGARINE—The market has been quiet during the week with a fair amount of business passing but quotations remain unchanged as compared with a week ago.

MARGARINE—

Margarine, No. 1	0 23	0 24
Do., No. 2		0 20

COOKED MEATS LOWER

Toronto.

COOKED MEATS—The market continues with a weak tendency with values showing a further reduction. Ordinary round boiled hams are quoted at 38c to 40c per lb. and square pressed at 42c per lb. a reduction of 4c. Boiled shoulders dropped a like amount making the quotation 31c. per lb. Jellied ox tongue declined to 62c while pork tongues are down to 35c per lb.

COOKED MEATS—

Boiled hams, lb.	0 38	0 40
Do., square pressed		0 42
Boiled shoulders, lb.		0 31
Head cheese, 6s, lb.		0 10
Choice jellied ox tongue, lb.		0 62
Jellied pork tongue		0 35
Bologna	0 14	0 18

Above prices subject to daily fluctuations of the market.

SMOKED MEATS REDUCED

Toronto

PROVISIONS—All smoked hams and bacon are reduced one to five cents per pound. Small and medium hams are quoted at 25c. to 27c. per lb., a reduction of 5c. Boneless backs are quoted at 36c. to 37c. while peamealed is quoted at 32c. to 34c. per lb. Ordinary trimmed breakfast bacon is quoted at 25c. to 30c. per lb. and special trimmed at 33c. per lb. There are no changes in dry salt or barrel meats.

Hams—

Small, 6 to 12 lbs.	0 25	0 27
Medium, 12 to 20 lbs.	0 25	0 27
Large, 20 to 35 lbs., ea., lb.	0 15	0 19
Heavy, 35 lbs., and upwards		0 15

Backs—

Boneless, per lb.	0 36	0 37
Rolled, per lb.		0 42
Peameal	0 32	0 34

Bacon—

Breakfast, ordinary, per lb.	0 25	0 30
Do., special trim		0 33
Cottage rolls		0 23
Roll, per lb.		0 20
Wiltshire (smoked boneless) lb.		0 26
Do., three-quarter cut		0 28
Do., middle		0 31

Dry Salt Meats—

Long clear bacon, av. 50—70 lbs.		0 19½
Do., av. 80-90 lbs		0 16½
Clear bellies, 15-30 lbs.	0 18½	0 21½
Fat backs, 10-12 lbs.	0 13½	0 15½

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—

Mess pork		31 00
Short cut backs, 200 lbs.		38 50

Picked rolls, bbl., 200 lbs.—

Lightweight		39 00
Heavy		36 00

Above prices subject to daily fluctuations of the market.

HOG VALUES STEADY

Toronto.

FRESH MEATS—The hog market has been holding fairly steady during the week on the basis of $9.00 fed and watered. The big packers, however, were offering 25c under but few sales were made at that basis. The first touch of winter brought in heavy shipments of cattle but these were mostly of a scraggy nature, apparently farmers are cleaning up the balance of the gross cattle that they do not wish to winter over. A good offering was made of heavy steers and brought $6.00 to $7.50 per cwt. In dressed meats, pork and beef cuts show reductions from one to three cents per pound.

FRESH MEAT—

Dressed, light, per cwt.	13 00	15 00
Do., heavy, per cwt.	10 00	12 00
Live, off cars, per cwt.		9 25
Live, fed and watered, cwt.		9 00
Live, f.o.b. per cwt.		8 50

Fresh Pork—

Legs of pork, up to 18 lbs.		0 18
Fresh hams, lb.		0 19
Tenderloins, lb.		0 45
Picnics, lb.		0 13
Montreal shoulders, lb.		0 13½
Boston butts, lb.		0 16

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 10	0 15
Front quarters, lb.	0 05	0 08
Ribs, lb.	0 12	0 18
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 20	0 24
Hips, lb.	0 09	0 10

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 14
Spring lamb, lb.	0 16	0 18
Sheep, whole, lb.	0 05	0 07

Above prices subject to daily fluctuations of the market.

TURKEYS ARE LOWER

Toronto

POULTRY—Large quantities of poultry are arriving and storage operations are at their height. Dealers report a good movement in turkeys to the United States in preparation for the Thanksgiving holiday. Turkeys are easier in price but other lines show no change.

Prices paid by dealers—

	Live.	Dressed.
Turkeys	0 30	0 35
Chickens, spring	0 22	0 25
Roosters	0 12	0 15
Fowl over 5 lbs.	0 20	0 23
Fowl, 4 to 5 lbs.	0 15	0 20
Fowl, under 4 lbs.	0 10	0 16
Guinea hens, pair	1 25	1 50
Geese		0 23
Ducks, 4 lb. and over	0 20	0 28
Prices quoted to retail trade:	Dressed:	
Turkeys	0 40	0 50
Ducklings	0 25	0 35
Hens, heavy		0 30
Geese		0 32

SOME FISH PRICES LOWER

Toronto.

FISH—A good movement is noted in fish. Dealers report active business from both country and city sources. Medium halibut is quoted at 20c to 21c per lb. a reduction of one cent. Georgian Bay whitefish is practically over for this season but Lake Ontario is quoted at 11c to 12½c per lb. Fresh herrings are easier at 7c to 8c per lb. Cohoe salmon is selling at 18c to 19c per lb. while shell oysters are reduced to $16.00 per barrel. The first shipment of Holland herrings has arrived: mixed in kegs of 10 lbs. is quoted at $1.10 and milkers at $1.20.

WINNIPEG MARKETS

WINNIPEG, Nov. 16.—The hog market is easier and receipts are heavy. There has been a decided drop in all lines of cooked meats and smoked hams and bacons show a slight reduction. Lard and shortening remain unchanged. Butter is steady and cheese is ruling easy. Poultry is arriving in good quantity and lower prices are quoted.

BUTTER PRICES STEADY

Winnipeg.

BUTTER—The butter market is holding fairly steady with prices unchanged. The tendency is for easier prices in the near future. Best creamery is quoted at 42c. per lb.

BUTTER—		
Creamery, best table grade		0 42
Creamery, best table grade		0 40
Margarine	0 21	0 25

CHEESE MARKET WEAK

Winnipeg.

CHEESE—The cheese market continues weak. Ontario large is quoted at 19½c. per lb. The demand for cheese is light.

CHEESE—	
Stilton cheese, large, lb.	0 23
Ont., large, lb.	0 19½
Ont., twins, lb.	0 20¼
Ont., triplets, lb.	0 20½

EGG MARKET UNCHANGED

Winnipeg.

EGGS—The egg market is ruling steady. New laid in cartons are quoted at 50c. per doz. with No. 1 candled quoted at 43c.

COOKED MEATS LOWER

Winnipeg.

COOKED MEATS—Cooked and roast hams have declined 3c. per lb. and are quoted at 43c. per lb. Roast shoulders are offered at 30c. per lb. Pork tongues are quoted as low as 30c. per lb.

COOKED MEATS—	
Best quality, skinned, 8-14 lbs.	0 43
Do., 13-16 lbs.	0 43
Roast ham, lb.	0 48
Roast shoulders, lb.	0 30
Pork tongues, lb.	0 30
Head cheese, 6-lb. tins, lb.	0 14
Jellied ox tongues, lb.	0 53
Luncheon cooked meats	0 16

HAMS AND BACON LOWER

Winnipeg.

PROVISIONS—There has been a decline of 2c. per lb. on hams. Best quality ham is quoted at 38c. with other qualities running as low as 27c. Bacon has also shown a decline. Best quality selling freely at 46½c. Some grades of bacon can be bought as low as 25c. per lb.

Hams—	
8 to 16 lbs., per lb.	0 38
16 to 20 lbs., per lb.	0 38
Boneless, 8-14 lbs., per lb.	0 36½
Skinned, 14 -18 lbs., per lb.	0 38
Skinned, 18 to 22 lbs., per lb.	0 38
Bacon, 6 to 10 lbs., per lb.	0 46½
Cottage rolls, boneless	0 24
Bellies, 6 to 10 lbs., per lb.	0 32

FISH UNCHANGED

Winnipeg.

FISH—Fresh frozen Lake Superior herring is quoted at $3.00 per cwt. Halibut is lower in price and is selling freely at 13½c. to 14½c. per lb. Holland herring in pails is quoted at 95c. to $1.00 each.

Black cod, lb.	**0 09**
Brills, lb.	**0 09**
Herrings, Lake Superior, 100 lbs. sacks, new stock	3 00
Halibut, chicken, cases 300 lbs.	0 13½
Do., broken cases	0 14½
Salmon—	
Cohoe, full boxes, 300 lbs.	0 16
Do., in broken cases	0 17
Soles	**0 09**
Whitefish	0 12½
Do., broken cases	0 13
Do., Western, 20-lb. boxes, box	**2 10**
Bloaters, Eastern National, case	**3 50**
Haddies, 30-lb. cases, lb.	0 12
Kippers, East., Nat., 20 count, per count	3 00
Fillets, 15-lb. boxes, lb.	0 17

HOG MARKET LOWER

Winnipeg.

HOGS—Hogs dropped 50c. per cwt. Selected live are quoted at $10.00 per cwt. Receipts have been heavy during the week which has accounted for the drop in price. Fresh cuts of pork are lower and legs are quoted at 20c. to 28c. per lb. There is a good demand for fresh hams at 22c. to 29c. Fresh beef has also taken a decided drop, and whole carcases are quoted at 7c. to 10c. per lb. for the best quality.

Selected, live, cwt.		10 00
Heavier	5 00	8 00
Light	10 00	10 25
Sows	4 00	7 00
Fresh Pork—		
Legs of pork, up to 35 lbs.,	0 20	0 28
Spare ribs		0 16
Loins of pork, lb.	0 26	0 28
Fresh hams, lb.	0 22	0 29
Shoulders, lb.	0 15	0 17
Fresh beef—from steers and heifers—		
Hind quarters, lb.	0 10	0 13
Front quarters, lb.	0 05½	0 07½
Whole carcase, good grade, lb.	0 07	0 10
Mutton—		
Choice, lb.		0 18
Choice long hinds (leg and loin)		0 24
Choice Stews		**0 07½**
Lambs—		
Choice, 30-45 lbs.		0 22
Veal		
Good veal, 40 to 80 lbs., hind quarters		0 21
Light	10 00	10 50
Sows	5 50	6 50
Legs of pork, up to 35 lbs., lb.	0 22	0 29
Loins of pork, lb.	0 27	0 30
Fresh hams, lb.	0 24	0 30
Shoulders	0 16	0 18

LARD MARKET UNCHANGED

Winnipeg.

LARD—There is no change in quotations on lard. Best quality is quoted at 15c. per lb. Shortening is ruling steady at 14c. in tierces of 400 lbs.

Pure lards, No. 1 quality, per lb. (in tierces 400 lbs.)		0 15
Do., wooden pails, 20 lbs. pail	3 40	3 90
Shortening, tierces of 400 lbs.		0 14
per pail		3 20

POULTRY IN DEMAND

Winnipeg.

POULTRY—There is a better demand for poultry and prices are ruling easier. Poultry receipts are heavy. Broilers are quoted from 30c. to 32c. Young turkeys are arriving in large quantities and are quoted from 37c. to 40c. per lb.

Poultry—		
Broilers, 1½ to 2 lbs.		0 30
Do., 2 to 2½ lbs.		0 32
C. Chickens, 2½ to 3½ lbs.		0 26
Do., over 3½ lbs.		0 28
Fowl, 3½ lbs.		0 22
Do., 3½ lbs. and up		0 24
Young turkeys	0 37	0 40

This Week's Recipe

MUSHROOMS

If possible never wash mushrooms, wipe them with a dry flannel cloth. If it is necessary to wash them, place in a colander so they will drain well. The mushroom itself contains such a large percentage of water that any addition serves to dilute the flavor.

The simplest way of cooking is to place a piece of butter in a sauce pan and after it is melted add the mushrooms, season with salt and pepper, cover closely and let cook eight to ten minutes. Serve hot on toast or with beefsteak. If the caps are very large, break in pieces. The large caps are, however, more satisfactory broiled.

Butter the broiler before placing the mushrooms on it, then broil for five to eight minutes, season and serve very hot.

Another way is to butter a baking dish. Put in a layer of macaroni which has been cooked in boiled salted water. Place on a layer of the mushrooms cut in pieces, using the stems as well, dot over with bits of butter and season with paprika. Repeat the process. Reserve a few of the largest caps. Add cream or evaporated milk diluted to about half the depth of the dish. Cover and bake in a moderate oven for half an hour. Remove the cover and place the caps which were saved cupside up on top with a piece of butter in each. Place under a direct flame for a few minutes to broil the caps and brown the macaroni.

FRESH FISH FROM GASPE

Ottawa.—The inauguration of an express service to assist in the development of fresh fish business from the Gaspe coast is announced by the fisheries department here, to come into operation next spring..

With the Approach

of the

Holiday Season

you

Should Feature Prominently

DAVIES

Mince Meat

This is the one season of the year when there is a big demand for Mincemeat, and as most housewives will be so busy making Christmas cakes, puddings, etc. they will have little or no time in which to prepare Mincemeat.

For this reason, it is to your advantage to feature prominently Davies Wholesome Mincemeat, as it is made specially to meet the requirements of the most fastidious housewife.

Made from selected apples, dried fruit, spices, and those other pure ingredients, giving it all the rich flavour of home-made mincemeat.

We offer you three grades:—

PEERLESS BRAND MINCEMEAT
BAKERS MINCEMEAT
STANDARD MINCEMEAT

Write us to-day for prices and particulars.

Special and preferred attention given mail orders.

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO
MONTREAL SYDNEY HAMILTON

"Thousands of Customers"

Thousands of people sampled Gunns Maple Leaf Brand Pork Sausages at the Canadian National Exhibition. The many favorable comments indicate that these thousands will be customers for this new line.

Maple Leaf Pork Sausages will keep indefinitely in the tin and can be served either hot or cold. They appeal strongly to the housewife because they can be kept on hand to meet any emergency call that may arise. The convenience of the tin and the delicious flavor of this sausage will make the Maple Leaf Brand a quick, easy seller, bringing you quick, easy profits.

Place your order now

Phone Junc. 3400

"Gunns yellow and blue Is a guide for you."

Gunns LIMITED

West Toronto

HEINZ OVEN BAKED BEANS

Require but little selling effort to keep them moving, outbound, over your counter. Proper displaying is all that is needed. That is what makes them so profitable for you to handle.

Along with the other 57 Varieties, Heinz Oven Baked Beans are so well and favorably known that people buy them without hesitancy, feeling sure of their goodness.

H. J. HEINZ COMPANY

"Saxonia Brand Fruits"

Packed in half and one-pound packages.

PRESERVERS OF

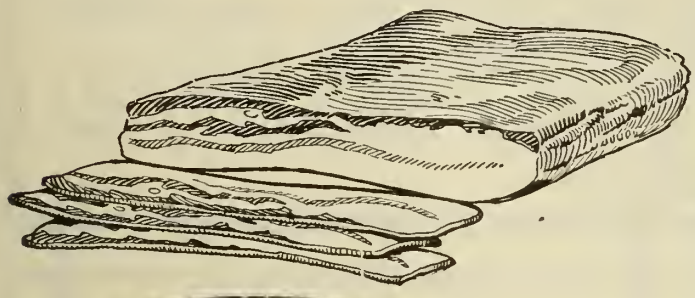
Candied, Glace, Crystallized and Drained, Citron, Lemon, and Orange Peels, Pineapple, Ginger, Assorted Fruits, Bigarreaux Cherries, Maraschino Cherries, etc.

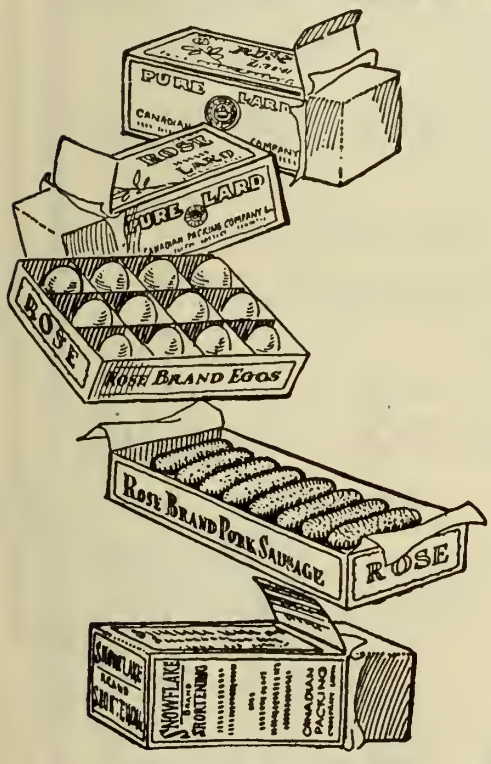
Saxonia Fruit Preserving Co., Ltd.

Factory

First Avenue and Ernest St., Montreal, Que.

Sole Agents for Canada
The John T. McBride Co., Limited
189 St. James Street, Montreal, Canada





What Are You Going to Sell Her?

It is for you to say whether she will ever come back or not. What are you doing to sell her? The best that is to be had—or something indifferently good? Something that is going to bring her back—or something that will send her elsewhere in future. Thousands of dealers—men who are making money—have solved this problem by selling Rose Brand Products—the purest, most wholesome, delicious and appetizing foods human skill can prepare. And their increased sales—their well pleased customers bear out the wisdom of their course. You, too, will find it profitable to carry only Rose Brand Products.

Canadian Packing Co. Limited

Toronto - - Ontario

Packing Houses
Brantford
Toronto
Peterboro
Montreal
Hull

Branches
Fort William
Sudbury
Sydney, N. S.
Charlottetown, P.E.I.
Winnipeg, Man.

ROSE BRAND

The Arm and Hammer way is

The "EASY" way to sell

SAL SODA

Arm and Hammer Brand Sal Soda in handy 2½ lb. cartons saves you time and money formerly lost in weighing and wrapping the bulk article. Bulk Sal Soda deteriorates while Arm & Hammer Brand Sal Soda in handy cartons insures the arrival of this super-strength soda at your customer's home in perfect "full strength" condition.

SAVES TIME

No wrapping

No weighing

Church & Dwight, Ltd.
MONTREAL

APPLES

Get our quotations before you purchase

GEORGIAN BAY FRUITS

Before you place your order for your apple requirements for winter use it will pay you to get our prices. You'll find them most reasonable and our service and delivery all you could desire.

Georgian Bay Fruits are well known for their fine quality and flavor. You can count on them to please your customers. Write us.

LEMON BROS.

Owen Sound, Ontario

Fruit, Produce & Commission Merchants

Dates, Figs & Raisins

All these lines are now here. The supplies in sight for Xmas are lighter than for some years—and a firm and advancing market is expected.

New Nuts—
Almonds, Filberts, Brazils, Walnuts.

Pecans—

——also **Mixed Nuts**——

Everything in Fresh Fruits.

White & Co., Ltd.

Toronto

Quality First Always

7 Direct Lines Out of Stratford

Make It the Quickest Shipping Centre

We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits" — ***saving double freight and double cartage.***

Phones—Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.

James Lloyd & Son **Box No. 266** Stratford, Ont.

Shirriff's

TRUE ORANGE MARMALADE

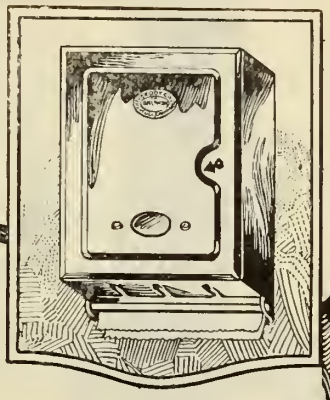
The Reason Is - It's Good Marmalade

SHIRRIFF'S Marmalade finds a ready sale always—because it's good marmalade. There is no other way in which a product can hold its place in public favor. Shirriff's Marmalade is not a luxury, but a necessity, in thousands of homes in Canada. The fact is, Shirriff's is so delicious that people who have once tried it, would never be without a jar (or pail) of Shirriff's Marmalade in the house. If **you** have some customers who do not know how delightful good marmalade really is—introduce them to Shirriff's. It may lead to much profitable business. Most certainly it will uphold your store's reputation for quality.

IMPERIAL EXTRACT COMPANY
TORONTO, CANADA

Sole Selling Agents
Harold F. Ritchie & Co. Limited
Toronto & Montreal

"Sight Sales" of Eddy's Onliwon Toilet Paper Holders



"They see and they buy." That is what merchants everywhere are saying about their sales of Eddy's Onliwon Toilet Paper Holders.

This handsome, nickelled fixture, equipped with one thousand sheets of fine toilet paper is a "bargain" at the price. It is a profit maker too. Order a small quantity, show them and see them move out of your store. Every one you sell creates a demand for refills—two-way profits for you. Ask your jobber.

Grocers, Hardware Stores, General Stores, and Drug Stores, are selling Quantities. It is your opportunity now.

Sell an Economy Eddy's Onliwon Paper Towel Holders

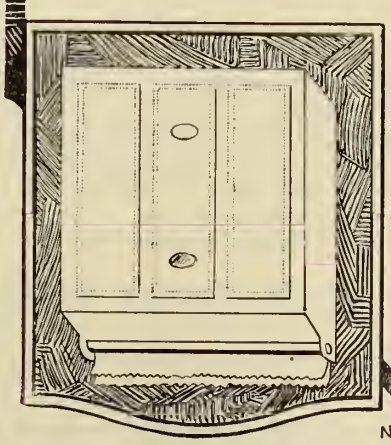
For kitchen, bathroom and general family use. Stores, and Drug Stores, are selling Quantities. It is your opportunity now.

Keep clean and sanitary in the white enamelled Onliwon Cabinet. Onliwon Paper Towels can be sold at a very moderate price, allowing you a good profit.

They save the finer towels, save labor and cost of washing. They are more absorbent than cotton and just as soft to use.

Show Them and Sell Them
Your Jobber Can Supply You

THE E. B. EDDY CO., Limited
HULL - CANADA



Branches & Agencies

Halifax, St. John, Quebec, Montreal, Ottawa, Brockville, Kingston, Toronto, Hamilton, London, Fort William, Winnipeg, Regina, Moose Jaw, Saskatoon, Calgary, Lethbridge, Edmonton, Camrose, Vancouver and Victoria.

The Season For Hot Cakes

and

Old Colony Maple Syrup

Cold weather stimulates the demand for OLD COLONY MAPLE SYRUP

Have You a Supply on Hand?

Old Colony Maple Syrup is guaranteed absolutely pure, and is unequalled for quality and delicious flavor.

Write for Prices **All orders billed through jobbers**

CANADIAN MAPLE PRODUCTS, LIMITED
250 VAN HORNE STREET, TORONTO

REPRESENTATIVES

Manitoba, Saskatchewan and Alberta — W. H. Escott Co., Ltd., Winnipeg, Man.

Quebec—A. Dumoulin & Co., 157 Commissioners St. E., Montreal, Que.

British Columbia—Johnston-Leiber Mercantile Co., Vancouver, B.C.

Maritime Provinces — Supplies Limited, Kentville, N.S.

THE CREAM OF THEM ALL

Harry Horne's Double Cream Custard Powder

Why should anyone deny themselves of the good things in this world, when they are placed before you at a price that is absolutely economical . . . .

Double-Cream Custard makes a different dish for every wish and pleases the taste of the most discriminating. . . . As a Dessert—it is a great enchantment—Beats any luxury that ever graced a luxurious Banquet, and yet—represents the very essence of economy. . . .

It is so simple to prepare . . Just a tablespoonful of the Double-Cream Powder, a little sugar, 1 pint of Milk. Boil 10 minutes, and serve. It has proved to be the children's delight, and there is no Dessert of which we know, that is so delicious, economical and wholesome. . . . . .

Every up-to-date Grocer in Canada should have Double Cream to offer to his trade.. . . He should use it in his own home. . . . and should recommend it to every customer who enters his store, for he is giving them TRUE value for their money, and a food commodity that will always bring him repeat business wherever introduced.

While DOUBLE-CREAM is grand value for the customer, yet it shows the retailer a handsome margin.

A 6-oz Tin retailing at .20c will make 6 Pints of Delicious Custard.
A 16-oz tin retailing at .45c or .50c makes 16 pints of Delicious Custard.

Order DOUBLE-CREAM by the Case from your WHOLESALE GROCER, or mail your Order to The Harry Horne Co., Limited, Toronto, for 1 case of 6 oz. and 1 case of 16 oz. and mention the name of your Jobber, and a supply will immediately be forwarded.

No Home Should Be Without Double-Cream Custard -- Not Even a Grocer's Home

JELL-O

Strangely enough there has never been a successful substitute for the good old business principle of giving the people what they want and ask for.

¶ Convenience and quality in Jell-O have created a habit with the American buying public.

The Genesee Pure Food Company of Canada, Ltd.
Two Factories
LeRoy, N.Y. *Bridgeburg, Ont.*

Leaders in Sales and Quality....

KING OSCAR SARDINES

The unusually fine flavor and uniform high standard quality of this old established brand has won for them a national preference wherever quality is appreciated—a preference that makes selling them a highly profitable proposition. King Oscar Sardines are packed only in the purest olive oil from the finest selected Norwegian caught bristlings.

CANADIAN AGENTS:

John W. Bickle & Greening

Hamilton, Ontario

Two good lines to feature in your Xmas Displays

Junket
MADE *with* MILK

A delicious, economical and nutritious dessert that can be quickly prepared in a great variety of dainty desserts. JUNKET is put up in 10 tablet packages and retails at 15c. with a good profit. It will be in big demand during the holiday season.

JUNKET POWDER

NESNAH

This is Junket in powdered form. Just the thing for quickly-made desserts. Retails at 15c. with an excellent profit margin. Attractively packaged and comes in four different flavors. It will pay you to put these two live sellers in your Xmas windows.

Chr. Hansen's
Canadian Laboratory
Toronto, Canada

SELLING AGENTS FOR CANADA:
LOGGIE, SONS & CO.
32 FRONT ST. WEST, TORONTO

INDEX TO ADVERTISERS

A

Adsco Products Co. 10

B

Baker Co., Walter 48
Bain & Co., Donald H. 6
Bickle & Greening, John W. 45
Birdland Society 9
Blackburn, R. C. 9
Borden Co., Ltd., The ..
Bodley Co., Ltd., C. J. .. 13

C

Canadian Malt Products 11
Can. Maple Products .. 44
Can. Packing Co., Ltd. 41
Can. Nashua Paper Co. 17
California Prune & Apricot Growers .. .. .. Inside back cover
City Dray Co., The 8
Clark, Limited, W. 12
Church & Dwight 42
Clark & Sons, D. W. .. 9
Colville Co. 8
Connecticut Oyster Co. Front cover

D

Davies & Co., Wm. Ltd. 39
Dayton Scale Co. .. .. Back cover
Duncan & Son, C. 6

E

Emunds Co. Ltd., J. H. 17
Eddy, E. B. Co., Ltd. .. 43
Estabrooks Co. Ltd. T.H. 17
Eureka Refrigerator Co. Limited 11

F

Farley-Myers, Ltd. 6
Frost Moorman & Co. .. 9
Freeze, S. G. 6

G

Genesee Pure Food Co. 45
Gunn's Limited 40

H

Hamblin-Brereton 9
Hansen's Lab., Chris. .. 46
Heinz Co., H. J. 40
Horne & Co., Harry 44
Hanson Co., Ltd., J. H. 10

I

Imperial Extract Co. .. 43
Island Lead Mills Ltd... 10
Interlake Tissue Mills Company 15

K

Keens Oxford Blue 18

L

Lachaine, Geo. D. 10
Lemon Bros. 42
Langley, Harris & Co., Limited 3, 9
Lloyd & Son, Jas. 42
Loggie, Sons & Co. .. 9

M

McCormick Mfg. .. ..
McLaughlan, J. K. 9
Mackenzie & Co. Ltd. W. L. 6
Macdonald Reg., W. C. 4
Maple Tree Producers Association, Ltd. 48

N

New Brunswick Potato Exchange Co. 47

O

Oakey & Sons Ltd. Jno. 10
O'Donnel & Co., John J. 9
Ontario Wine Co., Ltd. Inside front cover

P

Palmolive Company of Canada 5
Patrick & Co., W. G. .. 9
Pennock & Co., H. P... 7
Perry Co., Ltd., H. L. 8

R

Red Rose Tea 17
Robertson Murphy Ltd. 47
Ross Can Co. 47

S

Salada Tea Co. 15
St. Williams Fruit Preserves Ltd. 3
Scott & Thomas 9
Scott Bathgate Co. 8
So-Clean Ltd. 47
Soper, E.N. & W.E. .. 9
Smith Co., J. Hungerford 16
St. Arnaud Fils Cie 10
Stickney & Poor Spice Company 11
Stroyan-Dunwoody Co. . 6

T

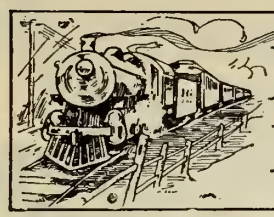
Tippet & Co. Ltd. 10
Toronto Pottery Co. Ltd. 47
Toronto Salt Works .. 47
Trent Mfg. Co. 47

W

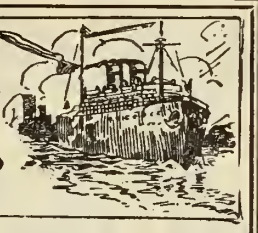
Watson & Truesdale .. 7
Western Canada Flour Mills Co. 18
White & Co. 42
White, Cottell's 47
Williams Storage Co. .. 7
Wiley, Frank H. 6
Walter Woods Ltd. 10

Y

Yorke, Geo. G. 9



BUYERS' MARKET GUIDE
Latest Editorial Market News



TEA POTS,
MIXING BOWLS
And other lines of Rockingham and Cane Ware.
Special price on Crate lots.
The Toronto Pottery Co., Limited
Toronto - Canada

We are now located in our new and more spacious warehouse at
60-62 JARVIS STREET
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillvray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS, GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, an enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

STRONGER CHEESE MARKET

A better export demand for cheese both to the United Kingdom and to the United States has served to strengthen the market. Another factor that has strengthened the bullish feeling is the fact that the season of production is drawing to a close and many of the country boards have wound up their business for the season. Some seem to think that moderate purchases can be safely made as an investment as the present levels are relatively low. At the same time, however, there are other dealers who prefer to move cautiously in making purchases.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

Keep Your Brand Before the Public
Advertising Balloons will do it at small cost. Ask us cost of balloons in assorted colors carrying your brand and name.
Robertson & Murphy Limited
247 St.Paul St. West, Montreal

Say You Saw It In Canadian Grocer, It Will Help To Identify You

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

VANCOUVER, B.C. — FOR SALE, STORAGE Warehouse in centre of City, with Trackage, also well established Truck and Dray business. Can be sold as a going concern or each separate. Apply Box 120, Canadian Grocer, 153 University Ave., Toronto., Ont.

FOR SALE—SPLENDID GENERAL STORE IN prosperous town of about 3,000 inhabitants. A good opportunity for man with moderate capital who knows his business. Would be willing to accept reasonable periodical payments after payment for stock at valuation. Principals only dealt with. Apply Box No. 124 Canadian Grocer, 143 University Ave., Toronto.

EVERY MERCHANT WHO SEEKS MAXimum efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue. J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

J. & J. Taylor's Safes

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor safe 18 inches deep, two feet 9 inches wide. four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer. 153 University Ave., Toronto

Good Sellers make business easy

BAKER'S Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Made in Canada by
Walter Baker & Co. Limited
Dorchester, Mass. Montreal, Can.
Established 1780

AGENTS WANTED

JOHNSTON BAIRD & CO., PICKLE AND Sauce Manufacturers, Glasgow, Scotland, experienced in export packing, desire up-to-date agents in the various provinces of Canada. State experience and references.

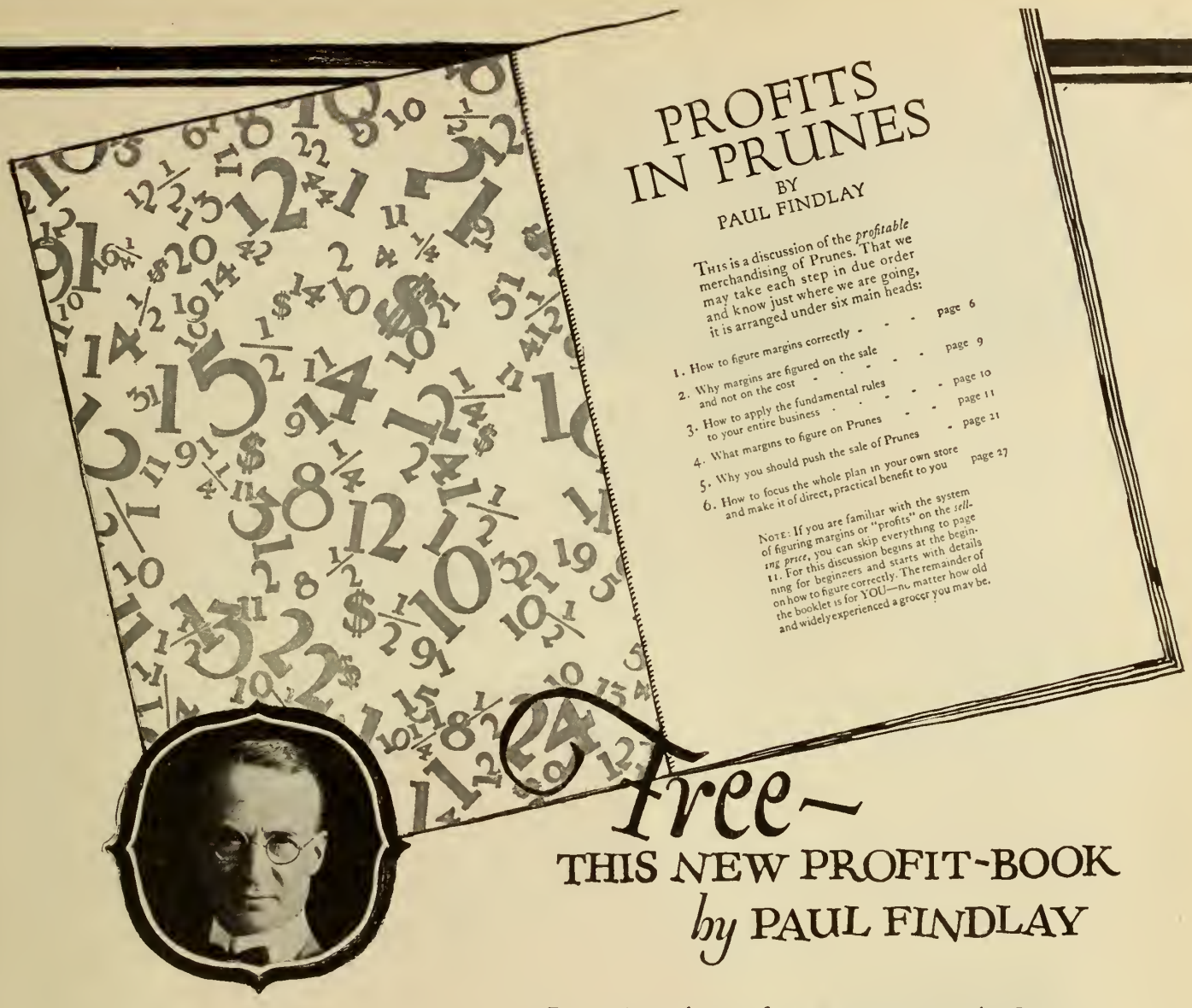
WANTED—BY A SALESMAN WITH ESTABlished connection with wholesale and retail grocery trade of Nova Scotia, one or two good lines on commission basis. Only reputable houses with a saleable proposition considered. Address P. O. Box 112, Windsor, Nova Scotia.

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Fall Trade

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 95 King St., E. Toronto, Can. J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED


PROFITS
IN PRUNES
BY
PAUL FINDLAY
This is a discussion of the profitable merchandising of Prunes. That we may take each step in due order and know just where we are going, it is arranged under six main heads:
1. How to figure margins correctly - - - page 6
2. Why margins are figured on the sale and not on the cost - - - page 9
3. How to apply the fundamental rules to your entire business - - - page 10
4. What margins to figure on Prunes - - - page 11
5. Why you should push the sale of Prunes - page 21
6. How to focus the whole plan in your own store and make it of direct, practical benefit to you page 27
NOTE: If you are familiar with the system of figuring margins or "profits" on the selling price, you can skip everything to page 11. For this discussion begins at the beginning for beginners and starts with details on how to figure correctly. The remainder of the booklet is for YOU—no matter how old and widely experienced a grocer you may be.

Free—
THIS NEW PROFIT-BOOK *by* PAUL FINDLAY

Friend Merchant.
Just because this book is free, don't get the idea that it isn't worth having. *It is!* Every computation in it applies to your work every day. Nor do the figures apply to prunes alone. They fit *anything* in your stock—from prunes to pimentoes, from cabbages to cornstarch—anything that costs you 7c to 18c. So don't pass it up lightly—you'll miss something if you do!

It is written in your own language. It is non-technical, easy reading. Splendid for your clerks, too! It will save you lots of teaching and make the boys just naturally more careful.

You know that I know your problems intimately I know this book will help you solve many of them. I am grinding no ax but yours. What I have now written will put a keener edge on it

Paul Findlay

Do you know how to figure margins correctly? Do you know why margins must be computed on the *selling price* and not the cost? Would you like to have at your finger-tips a system that tells you *instantly* how to price merchandise correctly on any margin from 20% to 30%? Do you know when it is good business to buy quantities? Do you know *just why* many grocers fail to make money?

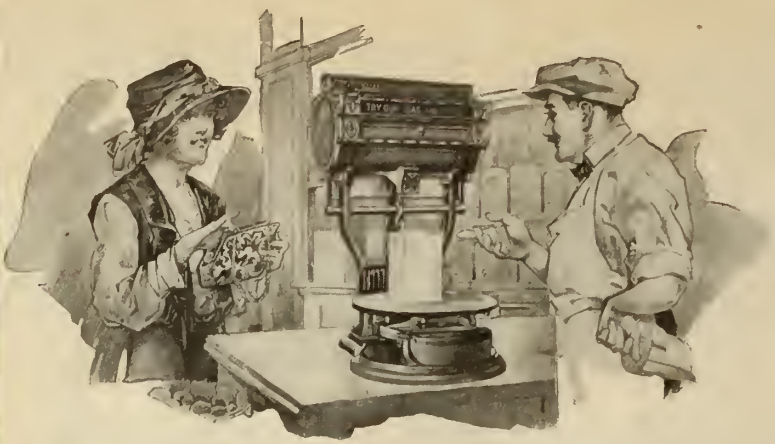
All this and more is told to you in this new profit-book by Paul Findlay. Written by the best-known authority on retail food merchandising in America, this book strikes at the very core of the grocery business today And—get this straight:

This manual of successful retailing—together with its five price tables—does not limit itself to prunes. The principles Mr. Findlay gives you out of the richness of his own experience and observations apply to *any* article in your store.

No merchant—no matter how old or experienced he is—can afford to be without this book. A limited number of the first edition is still available. And it's free—send for it today • California Prune and Apricot Growers Inc., 1199 Market St., San Jose, California • 11,000 grower-members.

SUNSWEET
CALIFORNIA'S NATURE-FLAVORED PRUNES

Canadian Representatives:
SAINSBURY BROS.
Offices: Toronto, Montreal, Winnipeg, Vancouver, Halifax.



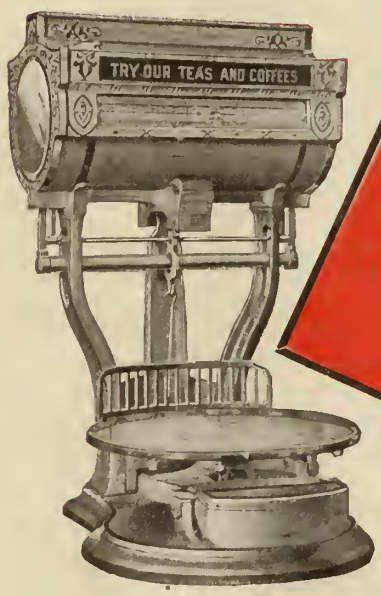
If it's a Dayton it's right.

GIVE your Clerks a chance to smile! The clerk with a headful of vexing details can't, even if he would, serve his customers with the tact and courtesy that pleases customers and builds trade.

Watch the old fashioned clerk who is preoccupied with clumsy "thumb" weights on a beam scale. Watch him as he laboriously works out a complex price computation with a pencil and paper.

Then watch the clerk behind a Dayton, with its 30,000 instantaneous, AUTOMATIC weight registrations and price computations, 'ACCURATE TO A HAIRSBREADTH'. You'll see quickly how the Dayton lifts the deadweight of needless drudgery. The clerk's mind is clear and free for alert, attentive service to his customer.

The Clerk behind the Dayton is the clerk with a Smile!



THE DAYTON gives your clerk a chance to SMILE

International Business Machines Co., Limited

Frank E. Mutton, Vice-President and General Manager, HEAD OFFICE AND FACTORY—Royce and Campbell Avenues, Toronto.

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. Johns, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV PUBLICATION OFFICE: TORONTO, ONT., NOVEMBER 25, 1921 No. 47

BE CONSTRUCTIVE

"Sealshipt Oysters"
In Glass Jars

IT is a fundamental truth that a reasonable variety of food is necessary to the health of a civilized people. Oysters are not one of the really cheap foods when measured by the cost of their useful constituents but they are particularly valuable as an APPETIZING VARIANT OF THE DIET.

Oysters are *without waste, easily digested, wholesome and palatable* as well as having substantial value in point of nutriment and it behooves the merchant to suggest foods that have such merit.

Too frequently the intelligence of the consuming public is underestimated with a consequent loss to the merchant not only in volume of business but prestige.

We have never posed as a cheap house and never will. The frequency of purchase by the consumer is determined by the satisfaction they experience when the oysters are served, not by price. We are purely a quality house and want to be regarded as such.

CONNECTICUT OYSTER CO., LIMITED

"Canada's Exclusive Oyster House"

50 JARVIS STREET, - TORONTO, ONT.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of Report will be sent on request to anyone interested.

MACDONALD'S

When MacDonald's First was Known

There weren't so many brands of tobacco in Canada as there are to-day—not by a long way. Yet, in spite of all the various names that have come and gone in the past sixty years, the grand old name MACDONALD'S has always stood for the "best value in the best tobacco" in the minds of Canadian tobacco-users. So that to-day more men are buying MACDONALD'S than any other tobacco on the market.

There you have the reason why more dealers are making more money on MACDONALD'S than on any other tobacco. Wider margin of profit—extra profits from extra plugs in every 10 lb. caddy— these help, but the **real** profit on MACDONALD'S lies in the rapid turnover and the enormous demand for "the tobacco with a heart."

The Tobacco with a heart

CLARK'S PORK & BEANS

The Beans that have the reputation with the Canadian public. A full line of CLARK'S displayed in your store means a steady

Income

to you. The CLARK quality pleases your customers, the CLARK advertising holds the old and brings new business, and the reasonable price makes the goods ready sellers.

Carry the **and double**

Clark's

Quick sellers **up your sales**

MADE IN CANADA **BY CANADIANS**

Does it make good bread, buns, biscuits? Does it make good cakes, cookies, crullers? Good pies, pastries, puddings? How about doughnuts or dumplings? And muffins, pancakes, snaps, etc?

You haven't got the time to educate the consumer

Some manufacturers expect the dealer to know more about their product than they know themselves. They think competitively, not constructively! They expect the grocer to do **all** the selling. With the best goodwill, to know all about the assorted lines he carries, the dealer would have to possess all the wisdom of Solomon and live as long as Methuselah!

The makers of FIVE ROSES flour believe the grocer has properly discharged his function when he carries the flour in demand in his own constituency. The creating and stimulating of that demand, they accept as their own burden. The education of the housewife to the increased use of flour, the awakening of her baking ambitions, these are miller's problems.

And every grocer in Canada knows how the makers of FIVE ROSES flour are performing this self-imposed task.

Lake of the Woods Milling Co., Limited

Offices in 16 Canadian Cities

Head Office-Montreal Western Office-Winnipeg

FIVE ROSES FLOUR

1921 Dried Fruits

More than ever it is important that you should not miss a single sale, because of lack of stock. The size of your order does not matter, we will send along your requirements, large or small, without delay.

We have a most complete stock of Dried Fruits and Nuts, priced moderately for the 1921 Crop, and we suggest that you get in touch with us immediately. Remember, the Dried Fruit Market is on the upturn.

1921 Crop Of Dried Fruits

CURRANTS: Fine Filiatras Loose, cases 80 lbs. Choice Filiatras 50-16 oz. Pkgs.

SEEDED: Sun Maid 36-15 Oz. Pkgs. White Ribbon 48-11 Oz. Pkgs.

SEEDLESS: Thompson's Loose, 25 Lb. Boxes.

SULTANAS: Turkish Fancy 5 Crowns 36-15 Oz. Pkgs. Turkish Loose 5 Crowns 30 lb. boxes.

MUSCATELS: California 3 Crowns Loose, 25 Lb. Boxes. California 4 Crowns Loose, 25 Lb. Boxes. Malaga 3 Crowns Loose, 22 Lb. Boxes.

TABLE RAISINS: Countess, Boxes, 20-1 Lb. Bundles; Duchess, Boxes, 20-1 Lb. Bundles, Duchess Boxes, 5½ Lb. Loose. Princess Boxes, 22 Lb. Loose. Empress Boxes, 20-1 Lb. Bundles. Windsor Boxes, 20-1 Lb. Bundles.

PRUNES 1920 OREGONS: 30/40-40/50-50/60 in 25 Lb. Boxes. Very sound, at a special value.

PRUNES 1921 CALIFORNIAS: All sizes from 30-40 to 90-100, in 25 Lb. Boxes.

FIGS: Smyrna, 4 Crowns, 10 Lb. Boxes; Smyrna 6 Crowns, 10 Lb. Boxes, Spanish Matts, 28 Lb. Boxes.

Buy at present levels—Write for quotations today.

PEELS

Citron, Orange, Lemon, 10 Lb. Bxs. Wagstaff Cut Mixed, 36-1 Lb. Packages. Morton's 240-½ Lb. Pkgs.

NUTS

Whole: Moyette, Marbot, Tarragona, Sicily Filberts, Pecans, Brazils, Peanuts, in 100 lb. Bags.

DATES

Dromedary 1920, 36-10 Oz. c-s. Excelsior 1920, 36-10 Oz. c-s.

EVAPORATED FRUITS

Apples, Standard 25 Lb. & 50 Lb. cases. Apricots Choice 1921, 25-Lb. Bxs. Apricots, Std. 1921 25 Lb. Bxs. Peaches Choice 1920 25 Lb. Bxs.

Laporte, Martin Limitee

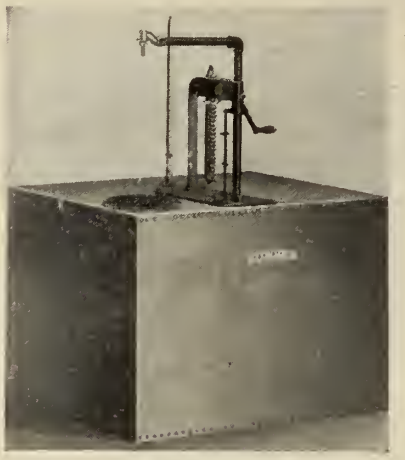
Wholesale Groceries, Provisions and Manufacturers

Grocery Dept.: 584 St. Paul St. West.
Warehouse and Cold Storage: 25-29 William Street
Provision Dept.: 173 St. Paul St. East.

Telephone, "Main 3766" ***Telegraph "Laporte"***

Bowser Tanks Will Give a Life-Time of Service

It is generally conceded that the average life of the common tin tank for kerosene is less than five years. Neither the jigger pump nor the gravity faucet discharge from these tanks affords perfect control of the flow, and the result is bound to be over-flowed measures and cans. Thus the service of the common tank is both temporary and unsatisfactory.



Write for
Illustrated Booklet
C-11

Bowser Perfected Kerosene Tanks are built of heavy plate steel, heavily galvanized. The Tanks are assembled with riveted and soldered joints. The rivets are spaced one inch on centers, fully headed both inside and outside. The joints are then flushed with solder from the inside of the Tank. This renders the Tank permanently leak-proof.

The Piston Type Measuring Pump discharges kerosene directly into the customer's can accurately and quickly, and without spilling.

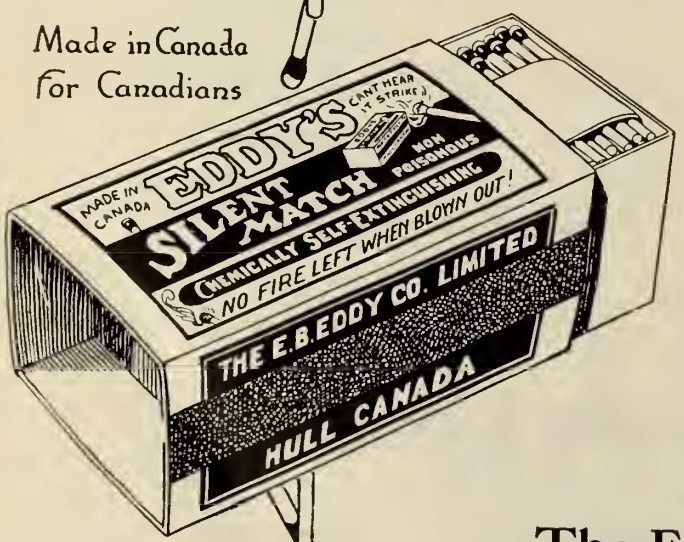
These are the reasons why Bowser Equipment gives a lifetime of economical service.

Bowser Equipment is MADE IN CANADA by
S. F. BOWSER CO., LTD., 66-68 Fraser Ave., Toronto, Ont.

BOWSER
ESTABLISHED 1885
PISTON-TYPE MEASURING PUMP

Matches That Never Annoy

Made in Canada
for Canadians



People who buy matches buy them for just one purpose—to light when needed.

The necessity of hunting for a real match among headless sticks or broken pieces is a keen source of annoyance to every match user.

Eddy's Matches never annoy because every match in every Eddy box is a good match. Clean sticks and firm heads that light without fail and burn steadily without spit or sputter.

The "Silent Five" line pictured here is one of Eddy's best sellers. Safe, sure, silent striking, and non-poisonous, they are a worthy product of a house with some 70 years' match-making experience. No after glow when blown out.

An Eddy stock will enable you to meet every match buyer's requirements. More than 30 different varieties—a match for every purpose.

The E. B. Eddy Co., Limited
HULL, CANADA

Our Success

Is built upon repeat orders.

Build Your Success

that way too, by selling your customers the always satisfying

Stickney & Poor Products

Your customers, once satisfied, will come back for more. It is these repeat sales that mean success.

There is none better than S & P Mustards, Spices and Seasonings

Recommend them to your customers. They are worthy of every good thing you can say about them.

Your co-operating servant,

"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

Eureka Refrigeration Equipment

This is the time of the year when the man who can, should purchase his Eureka Refrigerator, or Eureka Cold Storage Counters. By purchasing your equipment now you will get

Prompt Service,
Most Careful Attention to your order,
Early Shipment.

But if you delay until our winter and spring rush is on, you may not have your Eureka ready to use when you actually need it—in such an event you will lose money.

Why run the risk?

Write for free illustrated literature and prices.

We want to give you the best service but we need your co-operation.

Let us have your order early!

Eureka Refrigerator Co., Ltd.
Head Office and Factories:
OWEN SOUND, ONTARIO

Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.
Newmarket, Ontario

"Saxonia Brand Fruits"

Packed in half and one-pound packages.

PRESERVERS OF

Candied, Glace, Crystallized and Drained, Citron, Lemon, and Orange Peels, Pineapple, Ginger, Assorted Fruits, Bigarreaux Cherries, Maraschino Cherries, etc.

Saxonia Fruit Preserving Co., Ltd.
Factory
First Avenue and Ernest St., Montreal, Que.

Sole Agents for Canada
The John T. McBride Co., Limited
189 St. James Street, Montreal, Canada

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

FARLEY MYERS LTD.
Manufacturers Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

The Advertisers would like to know where you saw their advertisements—tell them.

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

CAN GIVE YOU

SERVICE

and by **service** we mean we give our principal's account **preferred attention** in every respect; **we** have a **sales organization** second to none; **exceptional warehouse accommodation** at all points, along with the **financial responsibility** which means much to the **manufacturer** who wants some guarantee of **stability** from their representatives.

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER, MONTREAL.
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

WILLIAMS STORAGE LIMITED

W. R. WILLIAMS, PRESIDENT AND MANAGER

The Largest Storage, Distributing and Forwarding House in Western Canada

Concrete and Steam-Heated Warehouses - Excellent Track Facilities

LOW INSURANCE

"SERVICE" is Our Motto - WINNIPEG

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

Now is the Time to Buy—don't wait.

Consult these Advertising Pages.

Our Advertisers will *save* you Money—buy now.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

Personal Marketing Service

The "House of Scott-Bathgate" offers manufacturers who are desirous of successfully placing their products in the rich Western field a personal selling organization with an 18-year-old reputation for producing big results.

We have successfully placed such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies and we can do the same for yours. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

Storage and Distribution

Winnipeg

Insurance 30c

We operate the largest fleet of motor trucks in

Western Canada

Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

The City Dray Company

LIMITED

Frost and Wood Building,
Cor. Pacific and Princess Streets.

Track P. 18 **Winnipeg**

ASK OUR AGENTS FOR PRICES OF

PURNELL'S

The Quality **PICKLES**

BV FRUIT SAUCE IS OUR SPECIALITY

Purnell & Panter, Ltd., Bristol, England

Our advertising reaches ½ million readers weekly. Some of them trade with you. Co-operate.
The Codville Co. Ltd.

8

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.: Winnipeg, Man.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros: J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers. Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

George G. Yorke
40 Adelaide Street West, TORONTO
Agent for -
Joseph Travers & Sons Ltd.
London Eng.
The largest and oldest Wholesale Grocers in the Empire.

R. C. BLACKBURN
Manufacturers' Agent and Merchandise Broker
60 Front St. West
TORONTO

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

When Writing to Advertisers Kindly Mention This Paper

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in
Canadian Grocer

It reaches the Buyers It's a Business-Getter

Rates and Information on Request

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143

ST. ARNAUD FILS CIE.

GROCERY BROKERS

Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

GEO. D. LACHAINE

Manufacturers' Agent and Commission Broker Representing:

The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N. S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P. Q.
Over 30 years in Business. Best references and Connections.
18 Dalhousie Street, QUEBEC.

LINES WANTED

Do you want your goods sold in Montreal?

We want to represent a concern who has a good article needed by the Wholesale and Retail Grocery trade.

We have a business-getting sales organization whose efforts mean volume business.

Write us about your product.

If you have a saleable article and we take it on, it will mean business for you at a minimum selling cost.

Write us to-day.

TIPPET & COMPANY Ltd.
8 Place Royale — Montreal

ADSCO PRODUCTS CO.

Covering Quebec Province, 15 travellers. Are in a position to market Food Products. If you are requiring distribution get in touch with us.

Adsco Products Co.
581 St. Paul St. West. MONTREAL
Telephone Main 3726.

The advertiser would like to know where you saw his ad.—tell him.

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

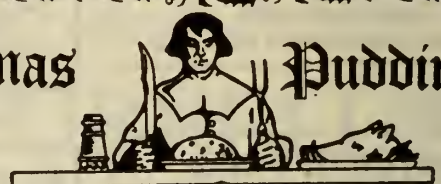
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

Xmas Pudding



YOU can greatly increase your Xmas business by taking orders for our Xmas puddings. We will gladly send you a sample pudding from which you may make sales. Our pudding is the finest made in Canada and is sure to please your most particular customer. Write us at once for our price list, order forms and advertising. advertising.

D. M. & T. A. Aird
180 LEGAUCHETIERE ST. E. MONTREAL

Be Sure you Ask Your Jobber for

Dominion Spring Clothes Pins

Manufactured by

The J. H. Hanson Co., Ltd.
MONTREAL

WALTER WOODS LIMITED

BROOMS, BRUSHES, BASKETS, WOODENWARE, WILLOW WARE, GROCER SPECIALTIES

HAMILTON - WINNIPEG

Influence of the Business Papers

The value of the business press was once more emphasized at the annual convention of the Canadian National Newspapers Association held recently. In an address to the members in attendance, Ontario's Lieutenant Governor, Col. Henry Cockshutt, speaking from his own experience as a successful business man, said:

"I believe that the influence of the business press will be one of the most important factors in re-establishing business conditions in Canada on a safe and sane basis. I make a distinction between the business newspapers and the daily press because I believe that your papers—the business newspapers of Canada—exert a greater influence than the daily press because of the greater confidence your readers have in them. People read the daily newspapers to keep abreast of the general news of the day. They are interested in what is happening around them and they read to satisfy their desire for excitement or interest or entertainment. What they read in the daily newspapers to-day is forgotten tomorrow.

"But this is not the case with the business newspaper. Business men need the service of these papers in the conduct of their every day business life. I have noted that they usually have a business paper or two in their pocket when they go home Saturday night. I do not say that they read them on Sunday, that I do not know, but I do know that they study them carefully, and that a great number of your readers, will come to their business on Monday with some clipping from your paper in their pockets. They will say to their associates, 'This is the situation, I can show it to you in this clipping.' For that reason, gentlemen, I say that yours is the greater obligation, because you are leaders, because you are helping to build up the business fabric of the country."

Canadian Grocer

Member of the Canadian National Newspapers' Association
Member of Associated Business Papers.
Circulation audited by the Audit Bureau of Circulations

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Fall Trade

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 95 King St., E. Toronto, Can. J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

Sole distributors for Crow's Nest Territory B. C.

The Western Canada Wholesale Company, Ltd. Fernie B. C.

DANTE Brand Superfine Olive Oil is of the very finest produced and may be used for every purpose. Its excellent flavor and taste make it a universal favorite.

Importers
Amoroso & Malagodi Co., Limited
119 & 121 St. Henri St., Montreal

Y & S
STICK LICORICE
in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL

Catalogue and Price List on Application.

BABY'S OWN SOAP
50 p. c. Profit

Buy direct from the factory. Freight prepaid. Minimum quantity, 2 gross.

$38.40 less 20 p.c. and 5 p.c. - $29.18 Sell at 15c. per cake - $43.20

On Sask., Alta. and B. C. add 60c. per gross and retail at 50c. per box of 3 cakes. Ask for price list on other lines.

ALBERT SOAPS, Limited, 168 McCord St., Montreal, Que.

Sell Liberty Brew Malt Extract

For Making Home

LIBERTY BREW is made from a combination of MALT EXTRACT AND HOPS

Patent Corks Supplied.

You can sell LIBERTY BREW MALT EXTRACT

CITIZENS ABLE TO BREW OWN BEER

Nothing in Acts Prohibiting Manufacture for Home Consumption

TORONTO, Nov. 16—Legal authorities at the Ontario Parliament Buildings confirm an announcement made yesterday by the Inland Revenue, that it is legal for a citizen upon notifying the Collector of Inland brew beer upon his own premises. It was stated there is nothing in the Inland Revenue Act, the Ontario Temperance Act or the Scott Act to prohibit the manufacture of beer for home consumption.

According to explanations advanced today the Inland Revenue Act is a law solely to protect the revenue sources of the Government.

Made Beverages

Scientifically prepared so that it will make most delicious beverages quickly and economically.

to many of your customers who at the present time are ordering direct

Order from Your Wholesaler.

LIBERTY PACKING COMPANY REGD., 140 Clark St., Montreal.

Mr. Merchant

Here is the Leader of hair tonics and renewers

Glover's Mange Medicine

A business success of over 35 years is behind this medicine.

Advertising matter bearing imprint and display cards supplied gratis.

H. Clay Glover Company, Inc.

118 West 31st Street **New York City**

Money-Saving Information

"The most useful information contained in any paper I get"—so a Western banker writes in to-day's mail, renewing his subscription for FINANCIAL POST.

"Very often," his letter goes on to say, "I am called on to suggest investments for small amounts, sometimes as low as a few hundreds, and I find your Investors' Inquiry Service a reliable partner to consult. If every investor knew there was such a service at his call it would surely lessen the losses of many of these people."

The Investors' Inquiry Service fills just that need. Unless you are perfectly sure of your investments, write us before you buy. It costs FINANCIAL POST subscribers nothing to be sure before placing hard-earned savings in stocks that may never have a chance of paying dividends.

Trained service men will give you the benefit of keen analysis based on the facts behind the securities you are considering. This is one of many features enjoyed by our readers.

THE FINANCIAL POST

143 UNIVERSITY AVE., TORONTO, CAN.

Send me for one year (52 issues) The Financial Post. I attached $5.00. Commence at once.

"Member Audit Bureau Circulations"
"Member Associated Business Papers"
"Member of Canadian National Newspapers and Periodicals Association"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXV TORONTO, NOVEMBER 25, 1921 No. 47

EDITORIAL CONTENTS

Grocers Not Getting Pre-war Margin 17
Dressing the Windows in Fall and Winter 18
Rapid Strides in Milling Methods 19
Presentation Is Made Dominion R. M. A. Secretary 20-21
Make a Close Study of Book-keeping 22
Failing to Maintain the Price 23
Editorial 24
Current News 25-26
Western News 27-28
General Markets 29-34
Markets by Wire 35
Produce Section:
Potato Exports Double Last Year 36
Southern Oysters Now Available 37
Produce Market Reports 38-40

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* H. T. HUNTER, *Vice-President*
H. V. TYRRELL, *General Manager*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, Druggists' Weekly, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, The Canadian Motor, Tractor and Implement Trade Journal.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1886.

CANADIAN GROCER

B. T. HUSTON, Manager.
J. L. WYCKOFF, Editor.
P. A. CRANE, News Editor.
H. A. WEBB, Associate Editor, Montreal.
H. V. STODDARD, Montreal Representative.
C. M. MUTCH, Toronto and Hamilton Representative.
J. C. BELL, Ontario Representative.
E. H. HAWKINS, Western Representative, Winnipeg.
R. A. HUNTER, Vancouver Representative.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone 1004. Toronto, 143-153 University Avenue, Telephone Adelaide 5740. Winnipeg, Room 901, Confederation Life Bldg., Main Street, Telephone A. 3773. Vancouver, 314 Carter-Cotton Bldg., 198 Hastings St. W., Telephone Seymour 4337.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway, Telephone Watkins 5869; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, Room 1401, Lytton Bldg., 14 E. Jackson Street, Telephone Harrison 9133.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. a year; United States, $4.50 a year; other countries, $6 a year; single copies, 25 cents. Invariably in advance.

Red Rose -- the Trade Builder

From one end of Canada to the other, the name Red Rose Tea is held in the highest esteem as a guarantee of quality.

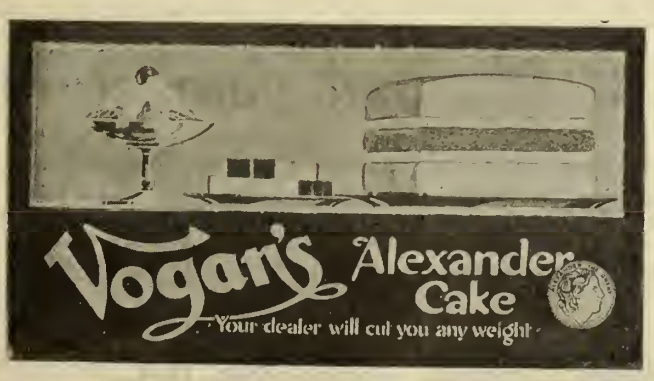
The contents of the package, always the same, always good, have never failed to deserve the reputation for quality, which Red Rose Tea always has and always will enjoy.

The reputation of Red Rose is a selling factor you cannot afford to overlook. It not only holds its own trade but it helps your other lines. It makes good friends for your store. Why not profit by this steady trade enjoyed by all who sell Red Rose? Order a case NOW.

T. H. ESTABROOKS CO., LIMITED

Montreal, P. Q. **Toronto, Ont.** **Winnipeg, Man.**
St. John, N. B. **Calgary, Alta.**

Try the Vogan lines in your cake department.



Buy Direct—Save 10%

VOGAN'S CAKES

You can save ten per cent. by ordering your Xmas and fancy Fruit Cakes direct from Vogan's. In this way you can be assured of absolutely fresh goods, a greater profit margin and immediate delivery.

Vogan's tempting cakes are all your most exacting customers desire.

Their dainty rich appearance makes them instant sellers wherever they're displayed. Their delightful flavor will win you complete customer satisfaction.

TRY A SAMPLE ORDER FOR XMAS SELLING

Vogan's Limited

TORONTO

Quotations gladly furnished to grocery and confectionery merchants

The Best Food for Infants and Invalids

Let your customers know you stock "Robinson's Patent Barley." The satisfaction it gives will bring them back for other articles.

Keep your stock of "Robinson's Patent Barley" and "Robinson's Patent Groats" replenished frequently.

COLEMAN, KEEN (CANADA) LTD.

520 King St. West - Toronto

"All your customers want G. M. Ocean Products. Can they get them from you?"

1lb. Tall

No expense was spared to make our introductory package campaign profitable for you. There are still a few merchants who have lost a splendid opportunity in not following up that campaign with a regular stock. Folks found out then—how excellent Gosse-Millerd products are—now they are dealing where they can get them.

Make a display of G. M. Ocean Products at your store

The Pilchard is the full grown Sardine of the northern Pacific — sell them NOW—make them your canned fish Leader.

It's between you and your wholesaler—get him "on the line"—order a supply now—accept nothing else than G. M. Ocean Products the day-in-and-day-out sellers—real business builders.

Gosse-Millerd Limited, Vancouver, B. C.

CANADIAN GROCER

VOL. XXXV TORONTO, NOVEMBER 25, 1921 No. 47

Grocers Not Getting Pre-War Margin

James Harkness, Chairman of the Grocers' Section R.M.A. in Vancouver, B.C., Compares the Cost, Selling Price, and Margin of Mark-up on 21 Representative Lines in 1916 With the Cost, Selling Price and Margin of Mark-up Now Prevailing

By Staff Correspondent Canadian Grocer

VANCOUVER, Nov. 22. — There have been many grocers remark recently that the margin, not the amount but the percentage, of spread between invoice costs and selling prices on almost all the commodities that the grocer is selling today, is lower than in pre-war days. Many have made this claim, and undoubtedly they arrived at this decision by making actual investigations, and careful comparisons.

James Harkness, chairman of the Grocers' Section of the British Columbia branch Retail Merchants' Association of Canada, Inc., has taken the trouble to prepare a table showing comparative cost, selling price and margin of mark-up on 21 representative commodities in 1916 even,—and now. The acompanying table shows the comparison:

Investment Increase 37¼ p.c.

For the purpose of better comparison, Mr. Harkness has computed that the investment represented by the figures given would have been $45.35 in 1916 and $62.25 now, an investment increase of 37¼ per cent. The average profit in 1916 was 25¾ per cent and in 1921 was 17¾ per cent.

The increase in the cost of paper and twine has been 54⅛ per cent. Besides this, it must be remembered that in 1916 there was no sales tax. This now has to be added to the cost of the merchandise. According to Mr. Harkness, the present is a time when the merchant who wishes to succeed must give careful attention, detailed attention to his business. Margins are narrower. Things that would pay before, will not pay at today's figures. The mark-up that a merchant used to get, and could exist on, cannot be obtained on today's prices. Today, in Vancouver, for instance, corn-flakes are sold at the present time at a loss, actually below their wholesale cost. In 1916 they were costing $2.85 and selling at 10 cents. Today they are costing $3.80, plus 1½ per cent. sales tax, and being sold, (the price being forced by cut-rate store competition) at 10 cents.

1916 AND 1921 PRICES ARE COMPARED.

For the purpose of comparison, the costs in each case were taken from the published catalogue of the same wholesaler, the same season, in 1916 and this year. The list is as follows:

Article—	1916 Cost $	1916 Selling cts.	1916 P.C.	1921 Cost $	1921 Selling cts.	1921 P.C.
Baking Powder	2.25	.25	25	3.04	.30	16 2-3
Baking Powder	3.75	.40	21	5.30	.55	19 1-3
Extract of Beef	3.75	.45	34¼	4.10	.45	24
Soup Cubes	.95	.10	20	1.10	.10	8 1-3
Bird Seed	.13¼	.20	33¾	.18	1-3 .25	26
Sodas	.24	.30	20	.50	.60	16 2-3
Do., 10 cent package	.07½	.10	25	.08	.10	20
Blacking	.85	.10	29 1-6	1.35	.15	25
Cleansing Powder	1.20	.15	33 1-3	1.37½	.15	24 2-3
Corn Flakes	2.85	.10	20 5-6	3.80	.10	5½
Shredded Wheat Biscuits	3.50	.25 (2)	22¼	4.90	.16	15¼
Wheat Flakes	4.00	.25	20	7.00	.40	12½
Dev. Ham	.60	.25 (3)	40	.90	.10	25
Pork and Beans	1.15	.25 (2)	23 1-3	1.90	.20	20 5-6
Chocolate	.36¾	.50	26½	.47	.60	22 2-3
Coffee	.35	.50	30	.56	.65	14
Cream	5.00	.25 (2)	16 2-3	5.35	.25 (2)	11
Extracts	1.80	.20	25	2.50	.25	16 2-3
Honey	2.25	.25	25	4.25	.45	20
Straw. Jam 1s	2.25	.25	25	3.75	.40	21 7-8
Manilla Paper	.06			.09		
10 Bags	3.91M.			6.08		
Twine	.28 lb.			.37		

Plus 1½ per cent. Sales Tax.

A great many of the merchants' expenses have crept up, little by little, and are still higher than in 1916. Wrapping paper that cost 6 cents per pound in '16 now costs 9c. The bags that cost $3.91 per thousand in '16 now cost the merchant $6.08. Twine stands now at 37 cents per pound as against 28 cents in 1916. Any relief from this vanishing margin of gross mark-up will come only at the insistence of the retailers. As Henry Johnston said recently in Canadian Grocer, "as long as any manufacturer finds the retailer willing to work for him, and board himself, he need take no action."

Maintenance Price Upheld

According to Mr. Harkness however, the merchants need to take united action, need to make a concerted and definite stand for a fair wage for the service rendered. The "maintained price is the best solution in my estimation, and most of the recognized authorities on the economics of retailing, state that price maintenance is the basis for the ideal retailing system, not only ideal from the retailers' standpoint, but ideal in that the service to the public and for the manufacturer will be efficiently maintained. None of the manufacturers would expect to continue to conduct their business indefinitely, while paying their employees less than a wage that would permit them to live. They cannot expect their retail distributors to 'carry on' unless the cost of doing business is recoverable.

(Continued on page 18)

Dressing the Windows In the Fall and Winter Months

NOW IS the time, with the long fall and winter evenings at hand when the grocer should make the most of his window displays. The early nightfall and darkness afford a splendid opportunity to make a feature of the lighting of the windows, in fact good lighting is imperative in making a compelling window display. A well-lighted window on a cold winter's evening is an irresistible attraction to the passing public yet there are certain dangers in lighting that may have the very reverse effect.

Too Much Light

This danger is in having high powered lamps that have a piercing effect on the eye, the kind of light that blinds. It is often noticed in butcher shops where the butcher in an endeavor to have a well-lighted store has put in four or five drop lights with as many high candle power lamps unprotected by any form of shade. From these lamps strike out rays of white light that veritably pierce the eye. It is like looking straight into the head-lights of an automobile.

A Warm Light

The ideal lighting for the winter displays is that which gives a touch of warmth to the store's appearance. Nothing is so inviting on a cold winter evening as even a suggestion of warmth. This may be obtained by soft lights which at the same time shed sufficient light to chase away all dark corners and give an even distribution of light that will not annoy the eye. Inverted glazed bowl shades will diffuse light so that the best results are obtained from the least candle power. The glare of the light is lost and yet all is well-lighted. There is a suggestion of cold and stiffness that is uninviting about single drop lights that are uncovered, particularly when those lights are in the windows.

A Little Color In Lighting

A little color added to the lighting effect in the windows adds greatly to the attractiveness of windows in the winter time. One Montreal grocer whose store and windows are particularly well-lighted, with six bowl fixtures, has in his window two drop lights that hang about two and a half feet above the display. The lights are small and merely serve to show up the soft brown color of the shade that covers them. The purpose of these lights is not to brighten up the display but to "warm it up." It gives the suggestion of warmth that is so appealing in the winter evenings. The very mention of the colors illustrates the idea. Red, brown, orange and some yellow shades immediately suggest warmth and cosiness in all their shades, while there is a chilly stiffness about blue, light yellow and white. This idea may be adapted in preparing windows for the winter months that will be inviting and attractive.

Display Rack For Soap Increases the Sales Four Times

"We increased our sales of toilet soaps four times what they formerly were," remarked Mr. Crosby, grocer at Uxbridge, Ont., the other day. An improvised rack for showing various lines of toilet soaps is given the credit for the gain in turnover. This rack is similar to one that is often used for showing seeds in packages. Mr. Crosby arranged it to show different lines of soaps and it stands in a prominent place on the counter. A customer at the counter cannot fail to see this arrangement of soap. Mr. Crosby declares that it has been the biggest factor in increasing sales of soap, that he has ever experienced. The customer can at once choose the particular soap she would like. It is brought to her mind immediately, and this rack also serves to remind her that the supply of soap at home requires replenishing.

Novel Display of Honey Features A Hive of Bees

The "Cash and Carry" Grocery on St. Catherine Street, Montreal, has adopted a rather novel idea for attracting attention and interest in their window display. In the front of the window is a hive of bees which can be seen at work behind the glass front of the hive. Built up around the hive are jars of honey and honey-combs. On the front of the hive is a little red arrow pointing to the Queen Bee with the drones surrounding her. This has proved a big attraction, and for the three days it has been in the window has been a source of much interest. Few people are acquainted with the manner in which bees actually work and with their habitations and for this reason such a display has been more than a curiosity.

GROCERS NOT GETTING PRE-WAR MARGIN

(Continued from page 17)

Average Mark Up 17 p. c.

"The fact," he continued, "that the average gross mark-up today is 17¾ per cent. in British Columbia, taken in consideration with the fact that the actual cost of doing business in the retail grocery line here today averages higher than that figure only needs to be appreciated to show that the retail grocery business cannot persist, if it must face these figures. The retailer giving service to a small community must simply be forced out as the cost and selling prices come closer together.

"In the hope that both retailers and wholesalers will be able better to visualize the state of the retail grocer, these figures are compiled," said Mr. Harkness.

These Companies Have Just Recently Been Incorporated

Under the Ontario Companies Act, letters patent have been granted incorporating the Traders' Importing Company Limited, for the purpose of carrying on the business of importers and exporters of, and to buy, sell and deal in all kinds of goods, wares and merchandise. The company is capitalized at $40,000., and the head office of the concern is in the city of Toronto.

Springfield Co-operative Co.

The Springfield Co-operative Milk Producers, Limited, has been granted letters patent for the purpose of buying, selling, exporting and importing, and otherwise dealing in fresh milk and milk products either by wholesale or retail, to manufacture, buy, sell, import, export, and generally deal in cheese, butter, and condensed, preserved or evaporated milk and all other dairy and milk products, to buy, sell, trade and raise, slaughter, export, import, and generally deal in sheep, cattle, horses, poultry, and all kinds of domestic animals. The company is capitalized at $14,000, and the head office of the concern is at Springfield, in the county of Elgin, Ont.

Pett Baking Company

The Pett Baking Company has recently been incorporated, for the purpose of manufacturing, buying and selling bread, pastry, confectionery and general bakers' supplies, for the purpose of acquiring the baking and manufacturing business and plant now owned by Lionel H. Pett at the City of Windsor. The company is capitalized at $40,000, with the head office at Windsor.

Rapid Strides In Milling Methods Are Depicted in this Window Display

Window Display of the Hudson's Bay Company, Vancouver, B. C., Creates a Great Deal of Interest By its Novel Character

A WINDOW display of an unusual character that created a tremendous amount of favorable comment was put in by the Hudson's Bay Company, Vancouver, B. C. The background was represented by a painted scene depicting a grain shipping point in the Western Provinces. Immediately in front of the painted background, and blending into it, were cleverly arranged stalks of wheat. At one end of the window was painted the picture of an old time grist mill. At the other end was a facsimile of modern grain elevators.

In front of the picture of the old mill was a sack of coarsely ground whole wheat flour and a few coarsely made loaves of whole wheat bread. At the other end, and in front of the picture of the elevators, was an open bag of white standard flour, together with a few loaves of white bread.

The bottom of the window was covered with No. 1 Northern wheat and in the center of the window was a figure representing Father Time.

The whole effect was designed to represent the advance which has been made in milling methods from the old time grist mill to the modern flour mill of the present time.

Presentation Made Dominion Secretary

Toronto Retail Merchants Mark 25th Anniversary of the Organization of the Retail Merchants' Association in Canada, by Fitting Banquet—E. M. Trowern is Honored With Well Deserved Tribute of Praise and Appreciation of His Long Years in the Service of the Retailer.

By Staff Correspondent Canadian Grocer

TORONTO, Nov. 21—About two hundred retail merchants of the newly organized Toronto Retail Merchants' Association, embracing all sections of the retail trade in the city, gathered in Bingham's Rainbow Room this evening, to fittingly celebrate the twenty-fifth anniversary of the foundation of the Retail Merchants' Association in Canada, and to pay a well deserved tribute of praise and congratulation to the veteran Dominion secretary E. M. Trowern. As was emphasized by practically all the speakers on this occasion, it is largely due to Mr. Trowern's energy, enterprise and whole hearted devotion to the cause of the retailer, that the association has expanded, until now it extends from one end of the country to the other, and is recognized as an institution to be reckoned with, in the enactment of any legislation affecting the retail trade.

Presented With Cane

In proposing the toast to the honored guest of the evening, B. W. Zieman, president of the Ontario association, took the opportunity of presenting to Mr. Trowern a handsome gold headed cane, with a beautiful bouquet of roses for Mrs. Trowern. The presentation, Mr. Zieman hoped, would serve to remind the Dominion Secretary of the fact that there were some merchants who appreciate what he had done in their interests.

D. W. CLARK

Grocer on Avenue Road, Toronto, active in R. M. A. circles for many years, who presided at the R. M. A. dinner the other evening.

E. M. TROWERN

Dominion Secretary R.M.A. who was honored on the occasion of the 25th Anniversary of the organization.

D. W. Clark Presides

D. W. Clark, grocer, Avenue Road, Toronto, and prominent in the activities of the Retail Merchants' Association for many years, presided, and among the guests present, who were members of the association when it was first organized twenty-five years ago. were Edward Potts, Huntsville, Ont., F. C. Higgins, Toronto, J. E. Jupp, Toronto, Thos. Bertram, Toronto, B. W. Zieman. Carleton Place, and Donald McLean, Toronto.

In opening the proceedings, Mr. Clark referred to some of the activities of the association covering a wide period of years, and he expressed the hope that the time was not far distant when the merchants' association would be represented in the parliament of the country, just as strong as other organizations that are now seeking even greater representation. With active Provincial secretaries in every Province, guarding and guiding the best interests of the retailer in every branch of trade a work is being carried on, that could not be underestimated.

An Absolute Necessity

At this point in the proceedings the chairman called on Henry Watters. Dominion treasurer, to read a number of telegrams. Before doing so, however, he took occasion to congratulate Mr. Trowern, and to add his word of commendation for the great work that he had done, and is still doing. "We have had many difficulties and enemies all along the years," he declared, "but Mr. Trowern possesses those qualities, which make him the best fitted to meet these difficulties. I want to say here that the presence of the Dominion Board in Ottawa is absolutly necessary. Mr. Trowern being on the spot, gets immediately in touch with the various departments, if he finds there is something going through, that is not in the best interests of retail merchandising. He takes such steps as are necessary to remedy the trouble. We are not opposed to governments, but we are opposed to legislation that is a detriment to the successful carrying on of our particular trade. I cannot conceive of any member of any branch of retail trade not allying himself with the retailers' association, whose sole interest is the betterment and the business welfare of the merchant."

Telegrams of congratulation and good wishes were read from the secretaries in the various provinces of the Dominion, from Prince Edward Island in the east to British Columbia in the west.

Due to Mr. Trowern

In proposing the toast to the Dominion secretary, E. M. Trowern, B. W. Zieman remarked that the Retail Merchants' Association had been subjected to all sorts

W. C. MILLER

Much of the success of Monday night's dinner is due to the energetic efforts of the Provincial Secretary of Ontario.

of abuse, and had passed through, in its twenty-five years of history, some wonderful struggles. "But we were ever determined to carry on," he added. "We now have a splendid organization, and thanks for this is chiefly due to the foresight, wisdom, energy and enterprise of E. M. Trowern. He has given the best years of his life to this organization. He has sacrificed a great deal to bring the association to what it is to-day. Ontario is really the birthplace of the merchants' association, and we can claim the premier place in point of membership, in the whole Dominion of Canada."

Mr. Zieman here made the presentation of the cane to Mr. Trowern, and of the flowers for Mrs. Trowern, amid much applause.

Largest Commercial Institution

The Dominion secretary on rising to speak was greeted with prolonged applause. After acknowledging in much appreciative tones, the gift of his associates, he proceeded as he termed it, to give an account of his stewardship. Mr. Trowern, at the outset, was in a reminiscent mood, and reviewed in an interesting way, some of the early history of the Retail Merchants' Association. The first organization was formed on November 7th. 1896. "We have prospered," he remarked, "but not yet as far as we would like. I have been going to Ottawa in the interests of retailers since Confederation. Before the formation of the Retail Merchants' Association, I was active in the interests of the jewellers' organization. It was in this association, that it became apparent that the best interests of the merchants would be served by opening the way for taking in the other branches of retail trade. The result was the beginning of the Dominion wide association. We have progressed. We have our difficulties, but difficulties are only made to be overcome.

Only Retailer Understands

"Do you believe in the business you are in?" asked the speaker. "You must believe in it if you are to succeed. If you are ashamed of it, get out. We have had to fight hard to retain the word retailer. They wanted to call the association 'A Business Men's Association,' but I stuck out for the word retailer and it has remained. We are to-day the largest commercial institution in the Dominion. We employ more help, possess greater assets, pay more in stamps to the government, pay more in donations to Sunday School picnics and such like, and take more abuse than any other organization. But we are here to stay. I don't believe in class government, but I do know that the only one who understands the problems of the retailer is a retailer. The theorist is the fellow that we have to watch. The Board of Commerce was a Board of theorists."

The Work Accomplished

Continuing Mr. Trowern at some length referred to various accomplishments of the Association in the past few years in the interests of the retail trade. He spoke of the trading stamp evil some few years ago, and the hard fight that had been waged to drive them out of the country. Coming down to more recent times, he spoke of the Board of Commerce, the High Cost of living commission, taxation, and a few other things that were against the best interests of the retailer. "We got the sales tax after much hard fighting. We are not going to stand for injustices, and if we do not think the government is acting fairly, we challenge their rulings. We never take a favor from any government, and never leave ourselves so that we cannot stand unbiased for what we think is for the merchants' good.

Wants United Retailers

"It is only through the united efforts of the retailers all over the country," he concluded, "that we can accomplish anything. I have just recently returned from the West, going right through to the coast. I attended over 50 meetings in British Columbia, and many of them were 100 per cent strong, every merchant in the town being lined up."

Brief remarks of a reminiscent character were also made by F. C. Higgins, Toronto, a charter member of the association.

The entertainment features of a very happy gathering were looked after by Mr. Jules Brazil, and a very enjoyable incident at the conclusion was a visit from Sir Harry Lauder, who dropped in after the theatre. With a song and a story, and some well pointed remarks in regard to present conditions in the world of business and finance, he delighted his hearers who accorded him an enthusiastic reception.

NEW OFFICERS OF THE TORONTO R. M. A.

At the conclusion of the dinner and the program following, of the newly organized Toronto Retail Merchants' Association on Monday evening, the following officers were elected:—president, J. B. Tweddell; vice-president, Ed. Mack; 2nd vice-president, H. M. Moore; 3rd vice-president, R. S. Coryell; treasurer, Donald McLean; executive, a representative from each trade setion.

Can Roly Redy Stores Operate Without Taxation?

The meeting of Toronto retailers on Monday evening of this week placed themselves on record, in resolutions that were unanimously passed, as approving of any efforts on the part of the Retail Merchants' Association of Canada, in its endeavor to suppress fraudulent advertising.

A resolution was also passed urging the appointment of a special committee to meet a committee of the Provincial Legislature, in an endeavor to find out what constitutes a grocer. This is in connection with the enforcing of the Early Closing Bylaw, in Toronto.

A resolution was also passed to the effect that whereas there has commenced in the City of Toronto, what is known as the Roly Redy Service stores, a committee should make investigation to ascertain if the streets of Toronto can be used for these travelling grocery stores, without the latter paying any taxation.

Amendments in Regulations Re Marking Goods

Certain amendments have been made in the regulations covering the marking of goods with the country of origin.

The name of a city, province, state, department or other division of a country of origin will not be regarded as an indication of country of origin as required by the Act. For example, "Made in Saxony" will not be accepted as a compliance with the Act, Saxony being a part of the country known as "Germany," nor will "Made in Massachussetts" be sufficient, that being one of the States of the country known as the United States.

"Made in U.S.A." will be accepted as a sufficient indication of the "United States of America," as country of origin.

"Made in England," "Made in Scotland," or "Made in Ireland" will, notwithstanding the above general regulations, be accepted as sufficient indication of the "United Kingdom of Great Britain and Ireland" as country of origin.

Goods bona fide ordered prior to the 1st October, 1921, shall not be subject to the additional duty of 10 per cent. ad valorem to be levied on the value for duty purposes, provided such goods are imported into Canada prior to the 1st July, 1922, but such goods are not to be released from Customs possession until they have been marked, stamped, branded or labelled with an indication of the country of origin as required by the provisions of the Act under Customs supervision at the expense of the importer.

WALNUT CROP IN ITALY IS EQUAL TO THAT OF 1920

The walnut crop in southern Italy this season will be approximately the same in quantity as that of 1920, but very much superior in quality. A recent estimate places the production for 1921 at 9,900,000 lbs. Of the 1920 crop 4,560,336 lbs., valued at $510,606, were marketed in the United States. This year reports indicate a promising market in Germany because of a reported shortage of the French crop.

Make a Close Study of Bookkeeping

Keeping a Set of Books is a Fascinating Study When Its Plan Is Grasped and Understood—Every Move Shows the Eternal Truth that Nothing Can Be Made Out of Nothing—Department Men Always Helpful

By Henry Johnson, Jr.

EDITOR, Canadian Grocer:—Please send me copy booklet "Showing Importance of Fast Turnover," as per your article. I certainly appreciate the timely hints and general information found in your magazine and especially the articles by Henry Johnson, Jr. Where can I get hold of a system of book-keeping that will assist me in watching my expenses and turnovers and in keeping my overhead down? It is true there are systems but they are all "details" and lead one away from the vital figures. Back to the receipts-and-disbursements proposition and not so much detail. Probably Johnson has something to offer.

You see, it is like the old story of Francis Bacon. Bacon said the reason why people fail to return borrowed books is that it is so much easier to retain the books than to get what is inside of them. We all want results but are prone to withhold the patient mental effort needful to produce them. No system can show ultimate results without going over the intermediate ground of detail, though it is perfectly true that some systems are needlessly cumbered with detail. It is also true that any efficient system looks cumbersome to the amateur. So my friend must approach this question with a somewhat open mind and be willing to be "shown."

Good Systems Abound

Good systems abound. Canadian Grocer can direct you to several manufacturers of such appliances so you have a wide range of choice. But get one thing straight: You will have to put some brain work, some patient study, some practice and a lot of concentration into the simplest of them before it becomes clear to you. You will have to put it into actual practice, probably spoiling a set or two of sheets in the process, before you learn how to set down the amounts and extend them into their proper columns.

Then some time, sooner than you think for probably, the scheme will become clear to you. You will see its perfection of logical simplicity. Thereafter figures will no longer be "dry." They will be alive with potent meaning.

Bookkeeping is a fascinating thing when its plan is grasped and understood, for it carries within it a prime exemplification of the law of compensation. Every move made shows you the eternal truth that nothing can be made out of nothing—that everything must be made from something else or a combination of other things of equal value in the aggregate. Hence you can never get a cent of money into the cash account without showing by your books exactly whence that cent came and how it got there. Neither can a cent get out of the cash account without your knowing where it went and why.

That is the logic of balance. It is called "double entry" which is an unfortunate name because it conveys the idea of double work. It is, in fact, not only the simplest thing imaginable in practice, but as you grasp the science you will realize that it is actually the only way you could have any definite knowledge of your business.

So get a good system as a starter. Study that, start, grow. You will not need any further suggestions from me.

Department Men Always Helpful

My friend the manager of the grocery department in a certain large department store, has written me again thus:

> "I am very glad you thought enough of the article I sent you to give it space in Canadian Grocer. I always derive a great deal of benefit from your stories and I believe that if the bare facts of the grocery business were brought home to more of our Canadian grocers they would get down to a basis where the handling of foods would be a pleasure instead of a draw-back as it seems to be to a good many at present. I have just returned from Toronto and I must say that they are doing a very good job of the grocery business there. I was particularly impressed with the grocery department of T. Eaton Company, also the Loblaw Self Serve groceries. I believe Loblaw is doing one of the finest jobs it has been my privilege to see."

I have said many times that the department and chain store men are ready to be helpful to grocers everywhere if we will only accept their willingness in good faith and avail ourselves of their knowledge. Perhaps I can illustrate by what happened on my first visit to this particular department store some two years ago.

The general manager welcomed me cordially. He told me everything he had discovered was mine for the taking—tell it as widely as I liked, with name of store—"We are glad to do anything we can for the general good of the grocery trade," is the way he put it. There was just one condition attached, that I should play with him on the same basis—that I should tell him about any thing I discovered about the business. I agreed. The letters recently written by the manager of the grocery department may indicate that I have done my part satisfactorily.

Now I am asking the latter to write out his observations on the Loblaw stores of Toronto. I have seen the Eaton stores, but did not have the opportunity to go into the details of their management, nor had I time to get close enough to the manager to learn what might be useful to the rest of us. Mainly I was sidetracked by the fact that the Eaton company is very old and has some traditions and habits of conservatism. No department manager can divulge the ratio of his expense account, nor tell how much business he is doing. Generally I find business men willing to trust me with their figures on the basis that those will not be revealed if they prefer to have them kept confidential.

I hope Mr. ———— who belongs to a firm with modern notions of open faced methods may have found out some definite things about Loblaw, because then we can hope for a good, helpful story from him.

Truly Enlightened Selfishness

I find so many grocers who are suspicious of anything that emanates from a department or chain store that I want to set them straight if possible. Why does this company, operating a department store with an unusually large self-serve grocery department, seek to spread knowledge and enlightenment among grocers everywhere? Is that company a philanthropist? Does it work on altruism as a business?

The explanation is not far to seek. It does not stretch common sense nor preclude self-interest. The company is neither philanthropist nor altruist.

The simple fact is that this company has learned what almost all other department stores and other large aggregations have learned: That it gets more than it gives when it exchanges information. Therefore as a matter of plain business, it pays them to open their business secrets. That is why the general manager stipulated that I should give as well as expect to take.

Since I saw him first, I have had facts and figures from him in plenty, and I have published them. Also, I have endeavored to analyze them so they might be useful to grocers everywhere. Many of the figures have been used elsewhere and have floated about so widely that today they are polestars of business practice. I expect to tell you a new story about him in a week or two.

Such men realize that their trouble arises from ignorant competition. They

know that kind of competition is the bane of all business. They are not worried at all by enlightened, intelligent competition. Therefore, they are not only willing but anxious to do what they can to help educate the grocer. Is that plain enough? If not, I can assure you that there is no sinister, back-lying motive. You are safe to avail yourself of what hints you can get this way. Indeed the loss will be only yours if you do not heed.

I feel that I should close by stating that, while this manager stipulated as I have indicated, he has never weighed the pound of flesh. I have not found him asking for a thing in return for what I have asked him to tell me. So maybe there is even an element of pure good will about his telling it. Think as you like about that; but there is an old proverb which reads: "One should not look a gift horse in the mouth."

"Failing to Maintain the Price"

"If a Manufacturer Wants to Destroy the Good Will of His Customer," Says a Vancouver Merchant "He is Almost Sure to Do It by His Failure to Hold to One Price—An Asset Worth a Million Dollars"

(By Special Correspondent Canadian Grocer)

"VANCOUVER.—One of the large pickle, vinegar and canned food concerns doing an international business, has been doing business with me for as many years as I have been in business," said Jack Meriless, grocer, at 2611 Main Street, Vancouver.

"The salesman that calls on me, and has been calling on me for more than a year, is one of the finest merchandisers I have ever met. I have devoted an entire section of my shelves to this firm's line, and I leave the matter of replenishing my stock entirely to the salesman. If he says I need a case of this and two cases of that, what he says "goes" with me. I have found him to have my best interest at heart, because my success and the permanent success of his house, go hand in hand. In other words he actually represents his house.

Ranks High With Merchants

"I believe this salesman gets along just as well with all the other merchants he calls upon. I believe the firm's goods receive just as good support from the other merchants—in fact I know they do. The firm ranks ace high with the trade, because, besides being of constructive assistance to each merchant, besides dressing his window occasionally, and arranging interior displays of a seasonable nature, the policy of the firm has been, heretofore, to prevent the slaughtering of prices on their goods. In this they have encouraged the retailer by assuring him of a fair margin on their goods, as well as protected the reputation of their own lines as standard price, standard quality merchandise of a high order.

How Much Is It Worth?

"Try to buy them out and I think you would find that that good will that has been built up is a very tangible asset.

"Now I want to tell Canadian Grocer," continued Mr. Meriless, "that the intrinsic asset called good will can be depreciated with a rapidity that would make your hair curl, and the fastest method of destroying the firm's good will in my store, is to abandon the principle of maintaining the price.

"There seems to be a disposition on the part of some misguided representatives of manufacturers that the way to get more business is to let the cutraters cause a flurry for a week here and a week there. A few extra cases may be sold—looks good on the week's sales—and what matter if the legitimate retailers all over British Columbia begin to encounter sales resistance at the price that shows a profit.

"In my humble estimation, it will pay those executives who create sales-policies to go into executive session with themselves, and come to a considered opinion concerning the most longsighted policy to pursue. That Million Dollar Asset," concluded Mr. Meriless, "is surely worth protecting."

Grocers' Profit Is Not Pre-War

James Harkness, grocer, Vancouver, and president of the Grocers' Section, Retail Merchants' Association, British Columbia, has also a word to say.

"One of the biscuit manufacturers is advertising in the newspapers in British Columbia, to advise the consuming public that their package of biscuits is again at the pre-war price of 25c. I want to say in this regard that this masterpiece of merchandising economy is achieved, not by selling at the pre-war price to the retailer, but by permitting the retiler to make a gross margin of 20 per cent. instead of 25 per cent. as in pre-war times, and also permitting the retailer to make a gross margin of sales tax which has been imposed since the war. The pre-war wholesale cost of those biscuits was $2.25 per dozen packages. The price today is $2.40 and the retailer pays the sales tax. I, as a grocer, consider it a rank piece of impertinence, for any manufacturer to arrogate to himself the credit of a return to pre-war prices, and expect the retail trade to assume the loss that would make such a return possible."

Canadian Grocer would like to hear from other readers in regard to this matter and invites a discussion of the same.

Jam One of the Most Valuable Foods Says Scientist

Only when the merchants feel that their efforts are along constructive, economical lines, can they push with conviction, any commodity to the customers, especially if, by their personal knowledge of their customers' affairs, they know that the best value is actually needed for every dollar spent. Many a grocer, during the last several years has pushed the sale of pink salmon, pilchards, herring and other varieties of canned fish to their customers, convinced that in so doing they were giving their trade more food value, cent for cent, than they could get in buying meats.

Real Energy Value in Jam

Now Prof. James Long, an eminent British authority comes forward with the statement that jam has three and a half times the energy value of butter. Jam ranked very high on the diet list prepared by the British War Office for the army in the field.

Scientists agree that Canadians eat too much meat. The per capita consumption of meat in Canada is only exceeded by two other countries in the world —Australia and the United States. Prof. Long states that jam should have a more prominent place in the family menu.

"The high food value of jam," he states, "lies in its richness in sugar, in the minerals present in the skins of the fruits, in its laxative character and as, a mechanical aid to digestion. Sugar in jam is in a form which is easily digestible. It lacks the harmful qualities which are associated with the consumption of commercial sugar in large quantities."

The grocer approached his assistant with contracted brow. "Did you give Mr. Soandso credit?" he asked.

"Yes, sir," said the clerk.

"Didn't I tell you to get a report on any and every person asking for credit?"

"Well, I did," said the green young fellow. "I got a report. The agency said he owed money to every grocer in town, and, of course, if his credit was that good I knew you'd like to have him open an account here."

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.

MONTREAL TORONTO WINNIPEG VANCOUVER

Vol. XXV. TORONTO, NOV. 25, 1921. Nov. 47

A WRONG IMPRESSION

THE FOLLOWING exeerpt is taken from an editorial appearing in the Toronto Globe of a recent date: "Duty-free sugar was quoted wholesale in New York at 3 cents per pound on Saturday. The spread between that price for raw and the Canadian price for refined is startling."

Evidently the writer of that editorial is either ignorant of the accurate sugar situation or is purposely endeavoring to lead the public to believe that Canadian refiners are gouging the public. We hold no brief for the refiners or any other manufacturer, but in a statement of this kind we believe, in the interests of all concerned, that the correct facts should be given.

The price quoted is not a true comparison as none of these duty-free sugars, comprising, Philippines, Porto Ricos, Sandwich Islands and St. Croix, are available for export to Canada. The price quoted is the price of raws to the refiners, the last sale of which made to Canadian refiners was San Domingos at 2.25c in bond New York. To this price must be added, duty amounting to $1.69 per cwt., freight, exchange, loss of weight in refining and the cost of refining. Cuban sugars are quoted a quarter cent per pound higher.

WORK IS THE SOLUTION

WORK is the solution of all our troubles at the present time, Sir Harry Lauder told a gathering of retail merchants at dinner in Toronto the other evening. After what the world has passed through, a return to normalcy could not be accomplished in a brief period, he said. It took four years to win the struggle in Europe, and in his opinion it would take just as long for the world of trade and commerce to get back to normal times. "At that estimate we have still another year to go," he added.

Conditions are righting themselves, and Sir Harry thinks that with all the forces of good, combining to bring about a better order of things, there is peace and prosperity in store for the peoples of the world. But work must be the lot of all to bring this about. No great success was ever accomplished by a restriction of the hours of work. Many to gain success have had to work long hours and hard, and it is only through diligent toil and perseverance that industry can be maintained, and happy, peaceful conditions prevail for all.

The retail merchant has his share in hastening the return of normal times. By a close application to his own particular business and a more energetic effort behind his selling than ever before, he can do a lion's share in maintaining trade on a prosperous basis.

INTELLIGENT SELLING TALK

A GOOD salesman knows when to stop talking. There is no doubt about it but selling talks can be overdone and the retail salesman as well as salesmen in other lines, will do well to see to it that he gives to his customer that information most desirous in the promotion of a sale, but also that he will not overdo, nor be unnecessarily persuasive in the sale of goods. If a customer has decided to buy, further talk may stop the sale, and if he or she has not made up his or her mind to purchase, too much talk may only serve to irritate.

It is well, however, for the merchant to know all about the goods he is selling, and he is well advised to see that his assistants too are well informed as to the goods they are called upon to sell. Very often you are able to give a customer just that bit of knowledge in regard to an article, that will help them make a decision. It is poor salesmanship not to know the thing that the customer asks about. A thorough knowledge of the goods in stock always means more efficient salesmanship. An intelligent discussion of the article is convincing and impressive, but much talking, very often revealing little real knowledge of the merchandise, has the very opposite effect on the customer. Selling talks of an advisory character are appreciated, because they are helpful to your customer, but when the salesman becomes over anxious and unduly aggressive, the sale is frequently lost.

Retail grocers will do well to develop the art of selling, learning their customers needs and peculiar tastes, as well as a thorough knowledge of the goods in stock. Your Clerks too will sell more goods if they are intelligently informed regarding them.

WANAMAKER'S GOOD ADVICE

JOHN WANAMAKER pointed out recently that Thanksgiving Day was just around the corner; then Christmas and New Year's Day swiftly follow, treading on each other's heels. Each of these days involves certain purchases, especially Christmas, with its multitude of gifts.

"Anyone who wants to make better times come back sooner may do so by anticipating the three holidays," says Wanamaker. And he adds:

"To do so will give more employment to worthy people, put money into circulation, and cause further business to go on in workshops and mills, for the renewed orders so desirable to manufacturers."

The hint is worth taking. A steady flow of business between now and the beginning of the year will be more advantageous to both merchant and consumer than a glut of business for short periods. The man who buys now (wisely, of course, and within his means) is giving an impetus to business and at the same time securing for himself such service as he is not likely to receive in the season of maximum purchases. The grocer should put forward every effort this year to get the public imbued with the old familiar "Shop Early" shibboleth.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Maritimes

Number three factory of Connors Bros., Limited, packing plant, Black's Harbor, N. B. was burned the other evening. The factory was used for canning sardines.

Quebec

The Snap Co. Ltd. have moved their factory and offices from Maisonneuve, Montreal, to 91 Reading Street of the same city. Here they have built their own plant, a cement building 150 feet deep with a 51 foot frontage on Reading Street. The machinery is now being installed on the premises and the office is already equipped.

Ontario

William Hoyles, of Tupperville, Ont., has taken a position in Peters Meatmarket at Wallaceburg, Ont.

Clifton Firby has accepted a position as clerk in the H. L. Charlton grocery at Aylmer, Ont.

Fire which is believed to have started from overheated stovepipes caused a loss of $1,500 in the fruit and candy store of I. Cassis, St. Thomas, Ont.

Earl Campbell, proprietor of the general store at Lakeview. Ont., is returning shortly to Aylmer, Ont., and will take his old position in the store of H. L. Stratton.

For the second time in two weeks burglars raided the grocery store of Herbert Jay at Strathroy on Thursday night last and made off with a quantity of cigars and tobacco.

Fielding's tea warehouse at Guelph, Ont., was broken into the other night, and the safe was opened by blowing off the door, but nothing of importance was secured.

Harry McMillan, Windsor, Ont., driver for a grocery there attacked a lone bandit with a horsewhip on Saturday night, and the bandit fled. The bandit had demanded the driver's money.

H. Wiles is retiring from the Acton Creamery Company at Acton, Ont., and intends devoting his entire time to his confectionery business. The creamery will be conducted by Thos. O'Neil who was in partnership with Mr. Wiles.

F. W. Fay. former proprietor of the Port Burwell Canning Co. has purhased the commercial hotel at Port Burwell.

Howard Vair, of Vair & Balkwill. St. Thomas. Ont., was in Peterboro last week in connection with the presentation of a charter to the newly organized Kiwanis Club.

BRIG.-GEN. A. E. LABELLE,

St. Lawrence Flour Mills Co., Ltd., Montreal, re-elected president of Canadian National Millers' Association.

Millers' Association Meet in Annual Convention

Toronto, Nov. 17.—The first annual convention of the Canadian National Millers' Association was held to-day in the King Edward Hotel. In addressing the convention, the President, Brig. Gen A. E. Labelle of the St. Lawrence Flour Mills, Co., Montreal, gave some interesting statistics governing the flour industry in Canada for the past year. He said that there were now 1,255 mills in operation at a capitalization of $76,411, 423. Ontario showing 46.8 per cent of the total of mills and 20.03 per cent. respectively, for Quebec. Exports of flour for 1920-1 totalled 6,886,560 barrels as against 5,572,688 barrels in 1919-20. The wheat export for the past year was given as 136,173,585 bushels, of which 36.1 per cent found a market in the United States.

Brig. Gen. A. E. Labelle was re-elected president. G. A. McDonald of the Quaker Oats Co., Peterborough and J. E. Macfarlane of the Western Canada Flour Mills, Toronto, were re-elected vice-presidents. F. C. Cornell, Montreal, continues as secretary.

Ontario

J. G. Parsons has opened a store, succeeding H. R. Dancy, at 752 St. Clair Avenue, Toronto.

A new grocery store, trading under the name of The Market Cash and Carry Grocery, has opened for business at 74 King Street, St. Catharines, Ont.

R. C. Blackburn, 60 Front St., West, Toronto, has been appointed sales agent for Central Ontario, for E. W. Jeffries, Ltd., Walkerville manufacturers of Olive Butter and other grocery specialties.

John McDevitt is managing the new Sutherland Cash and Carry Store at 390 Roncesvalles Avenue, Toronto.

F. McKee is managing the new Dominion Store at 1558, St. Clair Avenue, Toronto.

George Timpanni. an Italian storekeeper at Niagara Falls, Ont., was foully murdered on Clifton Hill, one night last week about 7.30. His murderer has made his getaway. Timpanni died almost instantly.

A quantity of canned soup and other provisions, amounting in all to about $25 was stolen from the store of Herman Zeithen, 410, Marentette Street, Windsor, Ont., the other day. Two boys are alleged to have made the theft.

The Dumart Packing Company, Kitchener, Ont., have completed their new plant. The plant is built of re-inforced concrete and brick. This firm have been in business in Kitchener for the past twelve years, but recently reorganized their business in order to cover a larger territory.

Frank Harding, president and gen. manager of the Harding Co., Limited, wholesale grocer, St. Thomas, Ont., was last week voted to the Board of Directors of the Chamber of Commerce and afterward made president of the Chamber of Commerce which has just lately been organized with a membership of 400.

MANUFACTURERS' AGENT PASSES AWAY AFTER A SHORT ILLNESS

The death occurred on Saturday last in the Wellesley Hospital, Toronto, of Fred J. Lind, manufacturers' agent, and one of the partners of F. J. and H. W. Lind, 167 Yonge Street, Toronto. He was in his 39th year, and had only been ill a few weeks. He was a native of London, Ont., and came to Toronto ten years ago. He is survived by his wife, one son, his mother, four brothers and one sister.

Relative Values of Foods Are Referred to In Interesting Talk

Prof. G. A. Cornish of the University of Toronto Deals With the Subject of the "Future of Agriculture" Before the Board of Trade

TORONTO, (Staff Correspondent) Professor George A. Cornish of the University of Toronto gave a most instructive address at the Board of Trade luncheon the other day. His subject was "The Development of the Agriculture in the Future" and in dealing with his subject he gave some interesting information in regard to relative values of food stuffs, changes that had taken, and would likely take place in the diet of the human race, etc., etc.

No Tea or Coffee

Among the interesting topics he touched upon were the changes in diet from years ago. In the Shakespearian period for instance, there was no sugar, tea, coffee, cocoa or potatoes. The people of those days had to exist without these very necessary foods of the present day. Sugar at that time was a food for kings only. Rice was unknown. A few years ago the Soya bean was unknown, to-day it forms a large part of the diet of the people of some of the Eastern countries and has spread to America. It is one of the most valuable foods known to man. A pound of Soya beans is equal in proteids to a pound of steak and a pound of bread and butter.

Professor Cornish maintained that the sometimes despised peanut was one of the most nourishing of foods. Another name for it was the ground nut on account of the fact that it grows on the roots of the peanut plant.

Scientists were to-day producing a great many products that were formerly grown. Indigo, Camphor, Quinine, etc., were mentioned. Whereas a few years ago Indigo was taken from the Indigo plant, to-day it is mostly made in chemical laboratories and the East Indians are replacing their indigo groves with the Tea plant. Many extracts to-day were being made in a similiar manner.

Prophecy Wrong

The speaker dwelt on the fact that some years ago it was predicted that eventually population would exceed production and the world would be in the midst of a famine. He showed that the three zones—frigid, temperate and torrid—were yet producing but a fraction of what they could produce, and that there was no possibility as far as we could see of starvation overcoming the peoples of the world. In two and a half acres in China a family of twelve subsist. They keep as well a pig, a donkey, and a cow

Ottawa Grocers Oppose Wholesalers Selling to Clubs

Ottawa, November 22.—Allegations that the local wholesalers were selling too many goods retail and that they weren't acting quite fairly with the retailers in selling goods wholesale to certain individuals who club together, were made at the regular meeting of the Retail Grocers' Association here the other night. A protest was lodged against a local wholesale house for selling aluminum, exception being taken to the scheme employed. With goods sold to the retailers the wholesaler in question issues coupons to be given out to customers. By saving a sufficient number of coupons the customer may secure the aluminum at about cost price. The meeting alleged that it was illicit, being something like the trading stamp idea.

The pure food committee is busy on arrangements for the 1922 show, and it is its intention to make it even greater than the last one, which was the biggest on record.

Reduction In Prices of Cigars Is Not Likely

London, Ont.—That there can be no reduction in the prices of cigars but rather that a slight advance is likely, owing to increased costs of leaf and fillers, was pointed out to Canadian Grocer by local manufacturers. A splendid volume of Christmas business is being handled at the present time, much better than most firms had expected, and they are optimistic regarding the future outlook.

"Business is really good," said Ernie McNee, of John McNee & Sons, "and I am looking for the steady improvement that has been noticeable in the past few weeks to be maintained."

"We have a splendid lot of orders in hand for the holiday trade," said John McLeod of McLeod-Nolans. "The country town trade has been very steady and satisfactory and our Western business is showing up well. Prices will be firm. All advices indicate that advances may occur in raw materials at any time."

Mr. McLeod gave it as his opinion that stocks in the hands of both retailers and wholesalers were never so low as at the present time. This he believes means large buying after the first of the year and he looks for steady improvement in business

Wm. Davies Co. Retail Stores Pass Into New Hands

Toronto, Nov. 22—A. Martin, Ltd., has taken over the retail stores of the Wm. Davies Co., Ltd., comprising some 66 stores in all. These stores include 36 stores in Toronto, 19 stores in Montreal, 2 stores in London, and stores in Kingston, Woodstock, Brantford, St. Catharines, Oshawa, Brockville, Galt, St. Thomas and Belleville.

In the new company, J. A. Nelson, president of the new organization has been superintendent of the Wm. Davies stores for a number of years. D. Harding, vice-president, has been with the Wm. Davies Co., for eighteen years. He will be in charge of the retail stores in Quebec. G. B. Moore, with the Wm. Davies Co., since 1903, is the secretary of the new company.

No changes will be made in the personnel of the staff, and the stores will be conducted along the same lines as formerly.

STUDYING INDUSTRIAL QUESTIONS

Member of Old Country Cocoa Firm On a Visit to Canada and United States

B. Seebohm Rowntree, acting Chairman, Rowntree & Co., York, England, accompanied by his son J. Seebohm Rowntree, were in Canada this week on their way back to England from a trip through the United States. They spent Monday in Toronto leaving that night for Montreal.

Mr. Rowntree is an old countryman who is very interested in economic questions and it was with a view to studying labor wages in factories and other industrial problems that he visited this continent. He gave some forty or fifty lectures before Chambers of Commerce in the United States on questions affecting industry in England, the handling of workingmen, etc. Speaking to Canadian Grocer on a visit to the Toronto office of this paper, he mentioned his trip had been a most interesting one, prolific of much information and accompanied by many pleasant social functions.

While in Canada he took up matters in connection with the cocoa and chocolate business with which he is connected.

The Passmore Grocery, North Bay has been purchased by Ambrose A. Kennedy, formerly manager of the grocery department at Busby's, Sudbury.

WESTERN CANADA NEWS

The Economy General store has opened a branch in Crystal City, Man.

A. H. McIntosh of the A. H. McIntosh Co., Winnipeg, has again began business as a commission merchant and broker. He is the appointed agent for Manitoba of the Nucoa Company of New York, manufacturers of nut margarine.

H. P. Pennock & Company, Limited, have been appointed representatives for Western Ontario, Manitoba and Saskatchewan for the All-Smile Manufacturing Company, manufacturers of antiseptic washing powder. All business in future on this line will be placed through the wholesaler.

Purchase Jam Manufacturing Plant in B.C.

Vancouver, B. C.—Following the announcement that H. Beach had withdrawn from the King-Beach Manufacturing Company, at Mission City, B. C., comes the word that Mr. Beach and H. G. Eakins, president of Druggists' Sundries, Ltd., have bought the plant and equipment of the Hamsterly Farm Jam Company, (in liquidation) at Victoria.

"We propose," said Mr. Beach to Canadian Grocer, "to manufacture jams, and fountain fruits from B. C. fruits for the Western Canadian trade." The name of the new company is not announced yet.

H. G. EAKINS

Partner in the new jam packing concern at Victoria, B. C.

Travellers' Assoc. In the Northwest Nominate Officers

Winnipeg, November 21.—The annual general meeting of the Northwest Commercial Travelers' association was held recently in the Travelers' Building. President A. Webber presided and F. J. C. Cox was secretary. There were also present Past-President J. P. Minhinnick; Vice-President Jack Snydal and Directors A. W. Doup, W. J. Snell, W. O. Randolph, George Laing, E. J. Giroux, W. J. Plett, O. H. Dingman, John Stevens, A. Mitchell, S. Godwin and a large number of active travelers.

The opening business of the meeting was the nomination of officers which resulted as in the election by acclamation of J. Snydal, on nomination by A. Webber, as president, and the following: For vice-presidents, J. E. Holland, S. J. Godwin.

For treasurer, Chas. Holden.

For executive, (12 to be elected): Adam Mitchell, John Stevens, A. N. Doupe, W. J. Suell, W. O. Randolph, Chas. W. Baker, D. M. Campbell, E. Howard, Geo. Laing, E. J. Giroux, J. N. Linwood, M. B. Clint, J. M. Newsom, R. D. Malcolm, A. W. Johnson, W. J. Plett, C. B. Moore, T. H. Rhodes, A. M. S. Lindsay, R. G Manahan.

Scrutineers appointed:—T. H. Agnew, chairman, J. H. J. Murphy, Geo. W. Barrett, O. Dingman, Geo. Bolton, J. M. Scott, Wm. Stitt, A. Webber and J. P. Minhinnick.

The above scrutineers will meet on December 17, to count the ballots and report to annual meeting to be held the same evening.

The secretary reported the following nominations of executive officers for Saskatchewan, Alberta and British Columbia:

Saskatchewan

For vice-president of association, Saskatchewan—R. W. Birch.

Members of the executive committee—J. D. Campbell, Saskatoon; R. W. Ross, Regina.

For advisory board—President, Thos. Fox, Saskatoon; vice-president, A. A. Brown, Regina; J. A. McEwan, Regina.

For directors—T. H. Trelaven, W. J. Bright, Geo. I. Wilson, J. W. Lightbody, G. R. Lindquist, A. G. Stone, L. A. Eden, C. V. D. Clute, E. M. Argue, W. J. Dougherty, A. G. McGregor, (seven to be elected.)

Treasurer—D. D. Thompson, (acclamation.)

Alberta

Nominations for Alberta executive officers—Vice-president of the association—W. C. Sterling.

Member executive committee—J. W. Jorman.

For advisory board—President, R. W. Watson; vice-president, A. J. Wilson; treasurer, J. D. McDonald.

For directors—J. L. Bond, A. L. Barshor, S. G. Caldwell, J. A. Coll, Thos. English, Bruce Flavin, Sid. Fernside, E. Grey, J. T. Kilgour, A. M. Movatt, W. C. McRoberts, D. McLennan, H. Offerhaus, S. Pratt, J. E. Rymer, S. S. Savage, W. R. Saults, Wm. Smith, (seven to be elected.)

British Columbia

Nominations for British Columbia, all elected by acclamation:

Vice-president of the association representing B. C.—L. D. Birely.

Member of executive committee representing B. C.—Geo. Mather.

Advisory board—President, J. J. Whalen; vice-president, F. J. Hall; treasurer, E. W. Dean.

Directors—Fred Ritchie, J. H. Gordon, F. Davidson, G. H. Hewitt, J. I. Loutitt, F. J. Lumsden, J. W. Newman.

The result of the nominations will be announced at the regular annual meeting, to be held December 17, in the Travelers' building.

H. BEATH

Who with H. G. Eakins, has purchased the plant of the Hamsterly Farm Jam Co. at Victoria, B. C.

Is Now Secretary Of Vancouver Branch Of The Retail Merchants' Association

New Office is Created in the Pacific Coast City, With R. H. Fairley, Who Has Been Outside Organizer for the B.C. Board, the First Occupant.

VANCOUVER, B. C.—R. H. Fairley who has been outside organizer for the B. C. Provincial Board, R. M. A. of Canada has been appointed to the newly created office of Vancouver secretary. Ever since the Retail Merchants' Association has been organized in British Columbia the office of the Provincal Board and the Vancouver branch have been merged in one, with the one secretary serving in the double capacity. At the last convention in Duncan, B. C. many of the representatives from points outside of Vancouver advocated the separation of the Provincial office from that of the Vancouver branch office. It was claimed by the other centres that Vancouver City received a disproportionate share of the secretary's time. It was claimed by the Vancouver branch that the Vancouver branch received a modicum of service and bore a heavy share of the expense.

Will Look After Vancouver

To please all, the offices were separated and a new secretary appointed to give his undivided attention to the Vancouver branch. The appointment of Mr. Fairley is pleasing to all the Vancouver merchants. His efforts on behalf of organized retailers have, in the opinion of the executive, well merited the promotion.

New Branch at Revelstoke

A new branch of the R. M. A. has been formed at Revelstoke. Victoria is now well organized, one hundred and thirty-five of the Capital's best retailers answering the roll call.

The fight that the merchants in association are making against the Provincial Government's proposed additional taxation is greatly emphasizing the necessity for association.

R. H. FAIRLEY

The newly appointed secretary of the Vancouver Retail Merchants' Association

Purchases Harry Hall Interest In Canadian Co.

Vancouver, Nov. 22.—Fred Gosse, manager of the Harry Hall Co., Ltd., Vancouver, canned salmon and dried fruit brokers has purchased from Harry Hall of San Francisco, his interest in the Canadian company, and is now sole owner of the Canadian business. He proposes to change the name at once to "F. A. Gosse & Co., Ltd." The business will be conducted as heretofore as a brokerage concern.

Belleville, Ont.—Fishing in the Trenton section of the Bay of Quinte has been remarkably good this season, and the Government men are there now with pond nets. One of these large nets was hauled yesterday, and the weight of the catch exceeded six tons, mostly trout and white fish.

Stocks of Salmon Have Been Pretty Well Cleaned Up

Vancouver, B. C.—Speaking of the present market condition of salmon, F. A. Gosse, of F. A. Gosse & Co., Ltd., says: "The salmon market is at present in the finest statistical shape that it has been in recent years. Three months ago the stocks on hand were as follows:

"Carry over the former pack 350,000 cases.

"New pack, 500,000 cases.

"The carry-over has been entirely sold and cleaned out, and about 200,000 cases of the new pack have also been sold. The unsold stock amounts to about 300,000 cases and is fast melting away, the export demand being responsible for the dwindling stocks.

No Sockeye Talls

"There are no tall sockeye unsold. There are no pink halves. There were about 62,000 cases of chums packed, only against orders, so there is, consequently no quantity of chum salmon on the market. Those who need to have tall tins of red salmon are quickly buying up the red spring and cohoe. As I said, the statistical position of the salmon pack is the healthiest in years."

FRUIT AWARDS AT LONDON SHOW GO TO BRITISH COLUMBIA

London, Nov. 12.—Ontario, which led the other Canadian provinces in the Royal Agricultural Dairy show held recently had to yield premier honors to British Columbia at the Imperial Fruit Show. The Pacific province captured the gold medals in the fourth, seventh, eighth, ninth, tenth and eleventh classes, the silver medals in the first, second, third, fourth, fifth, twelfth, thirteenth and fourteenth classes, and the bronze medals in the first, second and third classes, besides being highly commended in the third class British Columbia thus took six gold medals to Ontario's four, Nova Scotia's two, and New Brunswick's two; eight silver medals to Ontario's five and Nova Scotia's one, and three bronze medals to one for Nova Scotia and two for New Brunswick.

THIS CO-OPERATIVE SCHEME ENDS DISASTROUSLY

The greater part of the property in West Fargo, N. D., a few years ago the boom town of the Equity Co-Operative Packing Company, will be sold under execution sale on December 3, to satisfy a judgment of $56,754.20, entered in the Cass County district court.

Twenty-four houses, once the homes of the employees who worked in the plant, which has been closed for about a year, the hotel and 82.24 acres of land, will be sold.

Institution of mortgage foreclosure proceedings brought no answer from the directors and the other officials of the plant. It is said that the Equity Co-operative Packing Company is not likely to redeem the property because of the financial condition of the corporation.—F. P.

This Week's Recipe

FRUIT CAKE

Take one pound brown sugar, one cup buttermilk, five eggs, one pound currants, one-half pound figs, one large cup hickory nut meats, chopped fine, two teaspoonfuls baking soda, two teaspoonfuls cinnamon, one teaspoonful allspice, one large cup butter, five cups sifted flour, two pounds raisins, seeded, one-half pound dates, one teaspoonful cloves, one nutmeg. Prepare fruit and dry with flour, then mix butter and sugar; add milk and flour. Bake two and one-half hours.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

Markets At a Glance

HE approach of the Christmas season is having a stimulating effect upon business in both wholesale and retail circles. This increased interest is particularly noticeable on raisins, figs, currants and nuts, which at the moment appear in a strong market with supplies none too plentiful.

Refined sugar is unchanged but the situation can be considered an easy one with prospects for further declines in the near future. The raw market is quiet but it is understood that the Cuban Finance Committee is making plans to dispose of half of the unsold 1,400,000 tons in Cuba. It is proposed that a large part of the sugar be refined and that a sort of a tolling arrangement is being considered.

The tea markets continue to gain strength and quotations on spot are slightly advanced with some further advances in prospect. Coffees are firmly maintained under a gradual increase in the demand.

Cereals, flour and millfeeds have a tendency toward steadiness with a shortage noted in supplies of bran and shorts.

Shipments of new crop shelled almonds which arrived a couple of weeks ago are now nearly all in the hands of the retailers while shelled walnuts are still hard to procure.

The primary markets for currants has firmed up with prices considerably higher than the opening. Spot quotations in Toronto are higher but no reports of advances have been received from other quarters.

Canned milk shows a reduction, but generally speaking the markets have a firm to steady tone and price changes have been few during the week under review.

QUEBEC MARKETS

MONTREAL, Nov. 23.—Buying for the Christmas season has begun and with the market in nearly all lines standing firm, confidence is increased and buying is on a larger scale. The sugar market is unchanged. There is no change in molasses or corn syrups. Some of the local wholesalers have cut the prices on the Canadian pack of canned fruits but it does not indicate the condition of the market. Salmon is strong and indications are that the better grades will be scarce before the season is over. The tea market is strong in both black and green teas and while there is no definite change at present, black teas are likely to be higher. The nut market is unchanged and walnuts and almonds are standing firm despite the fact that the supply of almonds has been replenished. The prune market features the dried fruit situation, with a strong market ahead. Raisins are higher, while figs are easier.

COFFEE MARKET FIRM

Montreal

COFFEE—There is a firm steady tone to coffee. Prices are unchanged and no change is in view but the primary markets show stronger tendencies.

CUT IN CANNED FRUITS

Montreal.

CANNED GOODS—There is no actual change in canned goods prices but some local wholesalers have cut prices on Canadian canned fruit solely with the object of stimulating the buying. The packers prices remain unchanged and it is likely that the price lists will be again revised to bring quotations back to the initial level. The cut in some cases is considerable. Gallon apples are quoted at $4.80 and Simcoe Red Pitted cherries at $2.75. It is evident that a strong market for salmon is ahead. Exportation has been large and with it is a small pack. Sockeye salmon will be high and scarce before the season is over.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips		4 25
Asparagus, imported (2½s)		6 00
Beans, golden wax	2 00	2 05
Do., Refugee	2 10	2 15
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.		1 80
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 45
Do., 2½s.	1 80	1 85
Do., gallons		6 25
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.		5 00
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s		3 25
Do. Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS

Apricots, 2½-lb. tins		4 50
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals. doz.		18 50
Cherries, red, pitted, heavy syrup, doz., 1		3 20
Do., 2½		3 50
Do., 2	2 75	3 10
Gooseberries, 2s, heavy syrup, doz.		2 75
California Peaches—		
1s		2 90
2s		3 25
2½s		4 40
Peaches, heavy syrup—		
2-lb.		2 40
Pears, 1s, Keiffer		2 30
Do., 2-lb.	2 45	3 10
Greengage Plums, heavy syrup	2 65	2 75
Lombard plums, heavy syrup, 2-lb.		2 40
JAMS—		
Strawberry, 16-oz.		3 75
Raspberry, 16-oz.		3 75
Black currant, 16-oz.		3 80
Orange marmalade		4 65

CEREAL MARKET STEADY

Montreal.

CEREALS—The cereal market is unchanged and steady at the present basis. The colder weather has improved the movement of supplies and as far as can be seen the future is quite firm. Split peas are higher in price being advanced to 8c per lb.

Pearl Hominy		3 25
Graham Flour, 98 lbs.		7.65
New Buckwheat Flour		6 75
Pot Barley		5 25
Pearl Barley		5 25
Beans, Ont.		3.50
Do., Can.		3 30
Lima Beans		0 10
White beans		0 06
Green peas, dried	0 03	0 05¾
Split peas		0 08

PACKAGE GOODS UNCHANGED

Montreal.

PACKAGE GOODS—There are no changes in package good prices. The market is steady with a good demand for cereals. Package raisins are higher in price as quoted under dried fruits. Borden's condensed and evaporated milk is lower in price. Eagle brand is now $9.75 per case and St. Charles evaporated small size is quoted at $3.05 per case.

PACKAGE GOODS—		
Breakfast food, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78
Do., 20-lb. cartons, lb.		0 86
Corn Flakes, 3 doz. case	3 40	3 75
Cornmeal, yellow, 24s		2 85
Rolled oats, 20's		5 00
Rolled oats, 18's		2 00
Aluminum package, 20's		6 10
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		2 55
Hominy, pearl or gran., 2 doz.		8 00
Scotch Health Bran (20 pkgs), case		3 50
Pancake flour, case		2 90
Do., self-raising, doz.		1 60
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s, case		6 50
Self-rising flour (3-lb. pkg.) doz.		2 44
Do., (6-lb. pkg.) doz.		4 70
Do, buckwheat flour, per doz.		1 60
Corn starch (prepared)		0 09½
Corn starch, 1 lb. pkge.		0 08
Potato flour		0 12½
Pancake Flour (puffed rice) 24s		2 90
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 85
Shredded Wheat		4 95
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¾
Celluloid starch, 45 pkgs., case		4 00
Malt Breakfast Food (36 pkgs.)		9 50
Quaker Two-Minute Oat Food		1 80
Macaroni, Quaker		2 25
Spaghetti, Quaker		2 25

MOLASSES UNCHANGED

Montreal.

MOLASSES—No change has occurred in hte molasses market Prices are steady and the basis of 76c in puncheons. The market for corn syrup is also unchanged and has a steady tone with a fair demand.

MOLASSES—	
Puncheons, Island of Montreal.	0 76
Barrels	0 79
Half barrels	0 81
Puncheons, outside of Montreal	0 73
Fancy molasses in tins (ginger bread)	
No. 2, 2 doz. per case	4 20
No. 3, 2 doz.	4 50
5-lb. tins	8 95
10-lb. tins. per case	8 60
CORN SYRUPS—	
Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. pails, each	2 35
5 gal. 5-lb. pails, each	4 50
5-lb. tins, per case	4 70
10-lb. tins, per case	4 40
5-lb. tins, 1 doz. in case, case	5 30
10-lb. tins, ½ doz. in case, case	5 00

RICE UNCHANGED

Montreal.

RICE—No change occurred in the rice market. Prices are steadv and buying shows an improvement. The future is quite firm in view of all the influences that are now bearing on the market.

RICE—		
Carolina, extra fancy		0 09
Do., fancy)		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Ragoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras		0 07
Siam		0 14½

NOTE—The rice market is subject to frequent changes.

SUGAR UNCHANGED

Montreal.

SUGAR—There is no change in the sugar market and as far as can be seen at the present no change is expected within the next week. Refiners are watching closely the American market and as long as the price there on granulated stands at $5.30 the Canadian prices will remain unchanged. As a consequence the future price of granulated sugar depends on the condition of the American market and while it remains staple so will this market stand. Buying of granulated sugar shows a marked improvement with the lower prices and it is evident that consumers are using it more freely.

SUGAR—	
Granulated sugar, per cwt.	7 75
Do., barrels	7 80
Granulated, gunnies, 20-5	8 15
Do., cases, 20 5-lb. cartons	8 35
Do., gunnies, 10-10	8 25
Do., cases, 50 2-lb. cartons	8 50
Yellow, light, per cwt.	7 35

RED ONIONS HIGH IN PRICE

Montreal.

VEGETABLES—The only change in the vegetable market this week is the high price quoted on red onions. Some dealers are refusing to buy them and they have disappeared from a number of price lists. Potatoes are in good supply and the price is still easy. Imported celery in crates is quoted at $4.50.

VEGETABLES—		
New cabbage, local, doz.	0 60	0 75
Carrots, new, per bunch		0 35
Celery, per doz. bunches		0 75
Celery, imported, 4-doz. crate		4 50
Montreal cucumbers, per doz.		0 50
Horseradish lb.		0 60
Leeks, doz.		4 00
Mint		0 60
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green ,doz.		0 50
New potatoes, Mont. (90-lb. bag)	1 15	1 30 1 40
Do., sweet hamper		3 00
Spanish onions, per case		5 50
Turnips, per bag	0 75	1 00
Red onions, per crate	5 50	6 50
Texas Onions, per crate		3 50
Yellow onions, per cwt.		4 50
Cranberries, barrel		23 00

NUT MARKET HOLDS FIRM

Montreal

NUTS—There is no change in the nut market this week as far as quotations are concerned. There has been a decided movement in buying and almonds, walnuts, stand quite firm at the high prices. Peanuts, however, show no improvement and are easier in price. Italian chestnuts are selling at 18c to 20c per lb. and are in good demand.

Chestnuts (Italian)		0 20
NUTS—		
Do., shelled		0 54
Almonds, Tarragona, per lb.	0 22	0 24
Valencia shelled almonds	0 48	0 50
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily), per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 18
Do., shelled, No. 1 Spanish		0 11½
Do., salted red		0 18
Do., shelled, No. 1 Virginia		0 13½
Peanuts (salted)—		
Fancy wholes, per lb.		0 36
Fancy splits, per lb.		0 31
Pecans, shelled	1 00	1 50
Walnuts Grenoble, in shell		0 33
Walnuts, Marbot	0 26	0 28
Do. new Naples		0 26
Do., shelled, Manchurian	0 50	0 55
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux shelled		0 90

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

HIGHER PRICES ON RAISINS

Montreal

DRIED FRUIT—The feature of the dried fruit market is the arrival of Malaga cluster raisins. These are quoted on the market at an advanced price. The National Brand shows an advance of 50c now quoted at $5.50. Jockey Brand of 20-1 lb. packages is quoted at $7.25 an advance of 25c. Seedless raisins in cartons are quoted at 26c per lb. and in bulk at 23c. This shows an advance on the old prices. The market for evaporated apples is weak and a lower price is expected. Currants are firm in sympathy with the raisin market but no advance is quoted. There is a good demand for cut peel and specialty lines in dried fruits. The new prune market is decidedly strong and reports would indicate that a higher price is in store for the future.

DRIED FRUITS—		
Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		0 16
Peaches (fancy)		0 28
Do., choice		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)—		
Valencias	0 20	0 21
Sultana, unbleached,		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown		0 21
Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.		0 24
Do., 16 oz.		0 26
California Seedless, in bulk		0 23
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, Excelsior (36 10s), pkg.		5 50
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼'s, lb., 7 crown		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, 5 crown, 10 pounds	0 24	0 26
Do., 12 ounce packages		0 25
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), mats.		0 09
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 32
30-40s		0 13½
40-50s		0 13½
50-60s		0 12½
60-70s		0 12½
70-80s		0 11½
80-90s		0 11
90-100s		0 10

BLACK TEAS STRONG

Montreal

TEA—There is no definite change in the tea market. The whole situation towards Black and Japan teas is strong and shows improvement with the upward trend of the market. The future seems to hold a higher market for Black and Ceylon teas and Japan prices may be expected to stand quite firm.

TEAS—		
Ceylon and Indians—		
Pekoes	0 38	0 44
Broken Pekoes	0 40	0 48
Broken orange pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60

Above retail prices range of quotations to the retail trade.

Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

ORANGES HIGHER

Montreal.

FRUITS—There is little new in the fruit market except that oranges have advanced in price and Navel oranges, which are expected on this market the latter part of the week, are quoted at $7.50 a case but likely to be higher. The present price will not buy them by the carload for future shipments. Apples are moving more freely but the demand seems to be for boxed apples on account of the better grading. Grape fruit is not changed in price but the quality is not of the best. December will bring a better quality fruit.

APPLES—		
Wealthy, per barrel	4 00	6 00
Hampers, per bushel	1 50	2 00
Baldwins	6 50	7 50
Fameuse	7 00	10 00
Calverts	4 00	00
Boxes, 175s, 216s	3 25	3 50
Bananas (as to grade) bunch	7 00	7 50
Cantaloupes, 36-54s		7 00
Lemons, 300-360s		4 50
Grape fruit, Porto Rico	4 50	5 00
Cal. Valencias		2 50
Do., Blood Oranges, half boxes		3 75
Tangerines		4 25
Malaga grapes, per crate		4 00
Tokay grapes, per crate		4 50
Blue and green grapes, per bas.	0 40	0 50
Keiffer Pears, bush. hampers		2 75
Grape fruit, Jamaica	4 50	5 00

SPICE MARKET STEADY

Montreal.

SPICES—There is no change in the spice market. Prices are steady but buying is not large and is only to meet immediate requirements.

Allspice	0 18	0 20
Cassia, pure	0 27	0 30
SPICES—		
Cocoanut, 20 lb. pails, per lb.		0 46
Do., sweetened, lb.		0 36
Chicory (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 35
Pure, ground		0 35
Cream of tartar (French pure)	0 65	0 70
Do. American high test	0 75	0 80
Whole cloves		0 45
Ginger (Jamaica)		0 20
Ginger (Cochin)		0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 30
Do., 80, lb.		0 28
Do., 100, lb.		0 25
Do., ground, 1-lb. tins		0 30
Pepper, black		0 25
Do., white		0 33
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

COFFEE MAINTAINED

Toronto.

COFFEE—The market is fairly strong with prices steady under an active demand.

Coffee—		
Java, Private Estate	0 51	0 53
Begotas, lb.		0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.		0 35
Mocha, lb.	0 52	0 55
Rio, lb.	0 22	0 24
Santos		0 35

POT BARLEY LOWER

Toronto.

CEREALS—Pot barley is reduced to $3.90 per bag. Split peas are also a shade lower at 6¾c per lb. in bag lots and 7¼c per lb. in small lots. Red lentils are quoted at 18½c per lb. in bag lots and one cent higher in broken lots.

CEREALS—		
Barley, pearl, 98s		5 50
Buckwheat flour, 98s		4 75
Barley, pot, 98s		3 90
Barley Flour, 98s		6 25
Cornmeal, golden, 98s		2 50
Oatmeal, 98s		4 30
Corn flour, 98s		3 00
Rye flour		4 10
Rolled oats, 90s		2 95
Rolled wheat, barrel		6 00
Cracked wheat, bag		5 25
Breakfast food, 98s		4 75
Rice flour, 100 lbs.		10 00
Flaxseed, 98s		7 00
Peas, split	0 06¾	0 07¼
Marrowfat green peas, 98s		9 50
Graham flour, 98s		3 75
Whole wheat flour		3 85
Wheat kernels, 8s		6 00
Farina, 98s		5 35
Lentils, Red, lb.	0 18½	0 19¾

ONTARIO MARKETS

TORONTO, Nov. 23.—Business in wholesale circles is reported fairly active, especially on dried fruits and other lines in preparation for the Christmas trade. The markets generally are fairly steady, but a few price reductions are noted on canned milk, domestic sardines, split peas and pot barley. At the moment sugar is steady under the reduction of a week ago, but there is still an undertone for further reductions. Flour, millfeeds and cereals, generally, have a steadier tone. The currant market is in a strong position with spot prices advanced. Raisins, prunes, apricots and peaches are steady, although there appears to be a firmness in these lines that would warrant an advance towards the end of the year. Shelled nuts continue firm. Shelled almonds are moving freely, but shelled walnuts are still in scant supply. Spot quotations on some of the lower grades of black teas are advanced

NEW LIMAS OFFERED

Toronto.

BEANS—New crop California lima beans are offered at 9c per lb. in bag lots and ½c higher in small lots. Ontario white beans are not in as heavy a demand as one would expect at this season of the year, but the market appears to be fairly steady.

BEANS—		
Ontario hand picked, per bushel	3 25	3 50
Do., No. 1 lb. pickers, per bushel	2 90	3 15
Cal. Limas, per lb.	0 09	0 09½

DOMESTIC SARDINES LOWER

Toronto.

CANNED GOODS—There are no new developments in canned goods to report this week, Vegetables are in fair demand while fruits and jams show a fair movement. Brunswick brand sardines are now quoted at $5.00 per case while one brand of canned corn is offered at $1.20 per doz.

CANNED GOODS		
Sockeye 1s, doz.	5 35	5 60
Do., ½s, doz.		3 00
Alaska red, 1s		4 25
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 90
Pinks, 1s doz.		1 45
Lobster, ½-lb., doz.	3 75	4 15
Do., ⅛-lb. tins	2 40	2 75
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	
Canned Vegetables —		
Tomatoes, 2½s, doz.		1 75
Do., Gal. No. 10 tins, doz.		5 95
Peas, standard, doz.		1 75
Do., Early June	2 00	2 15
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 15
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.		6 60
Canadian corn	1 40	1 50
Pumpkins, 2½s, doz.	1 50	1 60
Do., Gal., No. 10 tins, doz.		5 15
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s, doz.	3 40	4 25
Do., shredded, 2s, doz.	4 75	5 25
Do., sliced 2½s, doz.		4 25
Apples, gal., doz.		5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.		3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Do. Green Gage	3 25	3 40
Cherries, pitted H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Strawberry, 4s, each	0 90	0 95
Do., 16-oz., per doz.	3 75	4 60
Raspberry, 4s, each	0 90	0 94
Do., 16-oz., doz.	3 75	4 60

HONEY QUIET

Toronto

HONEY.—At the beginning of the season there appeared to be a fairly active demand for honey in a consumptive way, but recently the demand has somewhat dropped off and at the moment the market is quiet with quotations unchanged as compared with a week ago.

HONEY—		
5-pound tins, per lb.		0 16½
10-lb. tins, per lb.		0 15½
60-lb. tins, per lb.		0 15
Comb, per doz	3 75	4 50

NO CHANGE IN PACKAGE CEREALS

Toronto

PACKAGE GOODS. — Package cereals have a fair demand but for the most part the demand is regulated by the consumption. Quotations show no change as compared with last week.

PACKAGE GOODS	
Rolled Oats, 20ss, round, case	5 00
Do., 18s, case	2 00
Do., 20s, square case	5 00
Do., Aluminum Prem., 20s	6 10
Corn Flakes 36s, case	3 75
Porridge Wheat, 36s, reg., case.	6 00
Do., 20s, family, case	6 80
Package peas, per doz.	0 90
Cornstarch, No. 1, lb. carton	0 09½
Do., No. 2, lb., cartons	0 08
Laundry starch	0 07½
Do., in 1-lb. cartons	0 8¼
Do., in 6-lb. wood boxes	0 11¼
Do., in 6-lb. tin canisters	0 12
Celluloid starch, case	4 00
Potato flour, 1-lb.	0 14½
Fine oatmeal, 20s	5 75
Cornmeal, 24s	2 80
Farina, 24s	3 25
Barley, 24s	2 75
Wheat flakes, 24s	4 80
Wheat kernels, 24s	3 70
Self-rising pancake flour 24s	2 70
Buckwheat flour, 24s	2 70
Self-rising pancake flour, 18s	3 85
Bananas, per lb.	0 08½
F. S. Hominy gran. case	3 00
Do., pearl, case	3 00
Scotch pearl barley case	2 70
Puffed rice pancake flour, 24s	2 85

CURRANTS IN STRONG MARKET

Toronto.

DRIED FRUITS—New crop Spanish Valencia raisins have arrived but the quality is not up to the mark, they have the appearance of old fruit, being sugared, although the fruit itself is soft, of good size and fine flavor. Spanish valencias are quoted at 25c to 25½c per lb. The primary markets for currants are strong with prices now 14s higher from the low point. Local quotations on currants are also higher at 16½c to 17c per lb. for Patras, and 14c for Filliatras. Quarter boxes of extra dessert table raisins are quoted at $1.90 per box. Chinese ginger in chests of about 67 lbs. is quoted at 32c per lb. with smaller lots at 35c per lb. Choice evaporated peaches are quoted at 19c to 20c per lb. Choice apricots are quoted at 32c and standard at 28c per lb.

Candied Peels—		
Citron caps, 12-lb. boxes, lb.		0 46
Lemon caps, 12 lb. boxes, lb.		0 29
Orange caps, 12 lb. boxes, lb.		0 31
Mixed containing 4½ lb. lemon, 4½ lb. orange, 3 lb. citron caps, per lb.		0 35
rained Peel, mixed, ut ready for use, in No. 1's cartons, 8 3 dozen per case, per dozen.		4 50
rrants—		
Greek, Filliatras, cases		0 14
Do., Patras	0 16½	0 17
Do., Vostizza		
Excelsior, pkgs, 3 doz. in case		5 50
Dromedary, 3 doz. to case		7 50
Fard, per box ap. 12 lbs.		3 25
Hallowee dates, per lb.		0 14½
Prunes—		
30-40s, 25s		0 19
40-50s, 25s		0 16½
50-60s, 25s		0 14¾
60-70s, 25s		0 13
70-80s, 25s		0 12½
80-90s, 25s		0 10¾
Raisins—		
California, Sultanas, lb.		0 21
Sedless, 15-oz. packets		0 25
Seeded, 15-oz. packets	0 20½	0 21
Crn., muscatels, No. 1, 25s		0 19½
Thompsons, seedless		0 23½
Valencia, Spanish		0 28½
Clusters, boxes, 20 1-lb. pkg.		6 65
Evaporated apples		0 16
Figs—		
Smyrna, bags, approx. 28 lbs.		0 14½
Layer, 4 crown	0 24	0 30
Layer, 5 crown		0 32
Layer, 7 crown		0 35
Pulled, 10 lb. box, per lb.		0 30
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Baking figs, 22 lb. box, lb.		0 12*

SUGAR STEADY

oronto.

SUGAR.—There is little to report in the sugar situation this week, the market at the moment is fairly steady although there is a tendency for further easier prices.

St. Lawrence, extra gran., cwt.	8 09
Atlantic, extra gran.	8 09
Acadia Sugar Refinery, ex. gran.	8 09
Dom. Sugar Refinery, ex. gran.	7 85
Canada Refinery, gran.	8 09

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c gunnies, 10 10s, 50s; cartons, 20-5s, 60c.

FLOUR STEADIER

Toronto.

FLOUR.—There is no change in quotations. The market at the moment has steadier tendencies.

OUR—	
First Patents, in cotton bags, bbl.	7 60
Second Patents, in jute bags, bbl.	7 40

EMPEROR GRAPES DROP

Toronto

FRUIT—Emperor grapes are easier at $3.85 in lugs and $8.00 in kegs. Apples are good sellers especially the boxed varieties. Jonathans are quoted at $3.25, Rome Beauties at $3.50 with Delicious at $4.50 per box. No. 1 Spys are in good demand at $8.50 per barrel while other varieties and grades range from $5.60 to $7.50 per barrel.

Oranges, Valencies, 100s		6 50
Do., 126s		7 00
Do., 150s, 176s	7 25	7 50
Do., 200s, 216s, 250s	7 50	8 00
Oranges, Florida, all sizes	5 50	6 00
Lemons, Messina	4 75	5 00
Pears, Oregon, box		5 50
Bananas, per lb.		0 08½
Apples—Barrel.		
Spys, No. 1		8 50
Spys, No. 2		7 50
Spys, No. 3		5 00
Greenings No. 1		7 00
Greenings No. 2		6 50
Baldwins No. 1		7 00
Baldwins No. 2		6 50
Grapes, Emperor, lugs		3 85
Do., Do., kegs		8 00
Do., Almera, bbls.	13 00	15 00
Apples, B. C. boxed	3 25	4 50
Cranberries, Cape Cod, * bbl. box		13 00
Grapefruit, Florida, 54s	5 50	6 50
Do., 64s, 70s, 80s	5 50	6 50
Do., 96s	5 50	6 50
Pomegranates, box		3 50

JORDAN ALMONDS ARRIVE

Toronto.

NUTS.—There is little change in the nut situation, the market continuing firm. A shipment of Jordan shelled almonds have arrived and are offered at 70c per lb. in case lots and 75c in smaller quantities. The first shipment of California almonds in the shell is being distributed this week. Chili walnuts in the shell are quoted at 21c per lb.

Almonds, Tarragonas, lb.	0 23	0 24
Walnuts, Grenobles, lb.	0 29	0 30
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian	0 18¾	0 20
Do., Chili		0 21
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, lb.		0 30
Do., sweetened, lb	0 28	0 32
Do., shred		0 25
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium	0 17	0 18
Mixed nuts, bags 50 lbs.	0 20	0 21
Pecans		0 30
Shelled —		
Almonds, lb.	0 48	0 55
Filberts, lb.		0 35
Walnuts, Bordeaux, lb	0 90	0 95
Wo., Manchurian		0 75
Do., broken	0 63	0 65
Jordan almonds	0 70	0 75
Peanuts, Spanish, lb.		0 11
Pecans, lb.		1 40
Brazils		0 72

NO CHANGE IN RICE

Toronto.

RICE.—There is little change in rice locally, but there appears to be a shade easier tendencies in primary markets. White sago is slightly firmer at 8½c to 9c per lb.

Honduras, broken, per rlb.	0 07½	0 08
Blue Rose, fancy	0 08½	0 09
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White sago	0 08½	0 09
Tapioca per lb		0 08
Do. (3 Goat brand)	0 09	0 11

SPICES

Toronto.

SPICES. — This market continues steady to firm with quotations on spot unchanged.

Allspice	0 15	0 18
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 45
Mustard, pure	0 35	0 40
Pastry		0 28
Pickling spices		0 18
Mace		0 75
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	0 60	0 70
Do., 80s		0 35
Chillies, lb.		0 50
Nutmegs, selects, whole, 100s	0 22	0 26
Do., ground		0 28
Mustard seed, whole		0 20
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Turmeric		0 80
Curry powder		0 35
Cream of Tartar—		
French, pure		0 40
4-oz. packages, doz.		2 00
The above quotations are for the best quality. cheaper grades can be purchased for less.		
8-oz. packages, doz.		3 50

SYRUPS

Toronto.

SYRUPS. — This market continues steady under a good demand. Quotations are unchanged.

Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 60
Cases, 5-lb. tins, white, 1 doz. in case	5 30
Cases, 10-lb. tins, white, ½ doz. In case	5 00
Cases, 2-lb. tins, yellow, 2 doz. in case	4 00
Cases, 5-lb. tins, yellow, 1 doz. in case	4 70
Cases, 10-lb. tins, yellow, ½ doz	4 00
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 20
No. 3 tins, 2-doz. case	5 50
No. 5 tins, 1-doz. case	4 60
No. 10 tins, ½-doz. case	4 25
Pails—No. 1	1 10
Pails No. 2	1 75
Pails No. 5	3 55
Molasses, table grade—	
No. 2 tins, 2-doz. case	7 75
No. 5 tins, 1-doz. case	8 95
No. 10 tins, 1-doz. case	8 60
Pails—No. 1	2 10
Pails No. 2	3 75
Pails No. 5	8 55
No. 3 tins, 2-doz. case	10 75

TEAS ADVANCE TWO CENTS

Toronto.

TEAS.—The strength in primary markets is again reflected in the spot market by prices to the retail trade being advanced two cents per pound. This advance applies to the lower grades particularly and a further advance can be expected in view of the fact that grades are still below the cost of production.

Pekoe Souchongs	0 30	0 35
Pekoes	0 32	0 58
Broken Pekoes	0 35	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans		0 55
Do., seconds		0 50
Hyson thirds	0 30	0 35
Do., pints	0 45	0 57
Do., sifted	0 55	0 60
Above prices give range of quotations to the retail trade.		

CANNED MILK REDUCED

Toronto.

MISCELLANEOUS.—A reduction is announced on canned milk, new prices are as follows: Carnation, talls $6.75 per case and baby $6.10 per case. Eagle, $9.75 per case; Reindeer $9.25 per case. Silver Cow $9.00 per case; Challenge $8.00 per case; St. Charles hotel size $6.75 per case, talls $6.75, family $5.75 and baby $3.05 per case. Reindeer coffee large is reduced to $6.00 and small to $7.25 per case. Welch's grape juice for 1922 spring delivery is quoted as follows: Large 1 doz. to case $8.50 per case; medium 2 doz. to case $7.00; junior 6 doz. to case $7.25; fountain 8 bottles to case $7.25, less 2½ per cent. in 5 case lots.

MILLFEEDS SHORT

Toronto.

MILLFEEDS.—There is a heavy demand for millfeeds. Supplies are light in view of the demand and the quiet demand for flour. Quotations are firm and unchanged.

MILLFEEDS—	
Bran, per ton	22 25
Shorts, pe rton	24 25
Choice middlings, per ton	30 25

POTATOES STEADY TO FIRM

Toronto

VEGETABLES.——The potato market is steady although there continues to be a firm feeling. Ontarios are quoted on the track in car lots at $1.30 and New Brunswick at $1.40 to $1.50. Dealers' prices to the retail trade are $1.40 to $1.50 for Ontarios and $1.65 to $1.75 for New Brunswick. The first shipment of California cauliflower has arrived and meeting with a ready demand at $6.00 per crate. Onions continue in a strong market with quotations advanced to $6.00 per sack of 100 lbs. Iceberg head lettuce is a shade higher at $4.75 per crate.

Cabbage, per doz.	1 00	1 50
Potatoes, Delaware, per bag	1 65	1 75
Do., Ontario	1 40	1 50
Beets, per bag	0 75	1 00
Carrots, per bag	0 85	1 00
Turnips, per bag	....	0 85
Parsnips, per bag	1 00	1 25
Onions, Spanish, crate	5 50	6 00
Do., sack, 100 lbs.	....	6 00
Celery, per doz.	0 75	1 00
Egg plant, 1-qt. bkt.	....	1 00
Cauliflower, Cal., case	....	6 00
Tomatoes, hot house, lb.	....	0 20
Head lettuce, iceberg, case	....	4 75
Sweet potatoes, per hamper	....	2 75

WINNIPEG MARKETS

WINNIPEG, Nov. 23,—There are very few price changes in the grocery market this week. Spot stocks of all lines are reported light by both wholesalers and retailers. Sugar remains at the $8.50 basis. Canned goods are firmly held at unchanged quotations and there appears to be a slight improvement in the demand. Sockeye salmon is practically cleaned up and other grades are held at firm prices. The coffee market continues strong but there is no change in local quotations. Thompson's package seedless raisins have arrived on the market and the dried fruit market is ruling firm. Jamaica ginger and cloves are reported scarce. The tea market continues to gain in strength and with the increased scarcity the tone is upward. Navel oranges have arrived. The vegetable market is quiet. Evaporated and condensed milk has declined.

CANNED GOODS STEADY

Winnipeg

CANNED GOODS.—Due to the light crop of tomatoes in B. C. this year, packers do not expect to make more than 60 per cent. of their delivery. This throws the demand on the Eastern pack and as this is only about 50 per cent. normal and with the old pack practically cleaned up indications point that prices will be well maintained. Sockeye salmon of the first quality is pretty well cleaned up.

Shrimps, 1s, 4 doz. case, doz.	....	3 60
Finnan Haddie, 1s, 4 doz. case	8 25	11 50
Do., ½s, 8 doz. case, case	7 25	13 00
Herring (Can.) 1s, 4 doz. case	6 50	8 00
Do., imp.,½s, 100 doz. case	21 50	32 50
Lobsters, ¼s, 8 doz. case, doz.	....	2 50
Do., ½s, 8 doz. case, doz.	....	4 80
Oysters, 1s, 4 doz. case, cs.	....	9 40
Pilchards, 1s, tall, 4 doz. case, cs.	....	7 10
Do., ½s, flat, 8 doz. cs, case	....	9 00
Salmon—		
Sockeye, 1s, tall case	....	20 00
Do., 1½s, flat, 8 doz., in case	....	21 25
R. Spring, 1s, tall, 4 doz. case	....	16 25
Do., 1½s, flat, 8 doz. case	....	17 00
Cohoe, 1s, tall, 4 doz. case	12 00	13 00
Do., ½s flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	....	6 25
Do., ½s, flat, 8 doz. case	....	8 00
CANNED FRUIT (Canadian)		
Apples, 6 tins in case, per case	....	3 30
Cherries, 1s, 4 doz. case	6 75	8 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	4 75	7 00
Do., heavy syrup, 2s, 2 doz. case	6 00	6 50
Do., Lombard, light syrup, 2s, 2 doz. case	5 75	5 25
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case	8 00	8 60
CANNED FRUIT (American)		
Apricots, 1s, 4 doz. case	....	11 00
Peaches, 2½s, 2 doz. case	....	9 15
Do., sliced, 1s, 4 doz. case	....	10 85
Do., halved, 1s, 4 doz. case	....	10 75
Do., 2s, 2 doz. case	....	6 90
Pears, 1s, 4 doz. case	....	13 40
Pineapples, sliced, 2s, 2doz. case	....	7 60
CANNED VEGETABLES		
Asparagus Tips, 1s, tins, 2 doz. case, per doz.	....	4 40
Beans, Golden Wax, 1s, doz.	4 90	5 00
Beans, Refugee, 2s, 2 doz. case	4 90	5 00
Corn, 2s, 2 doz. case	2 80	3 50
Peas, 2s, 2 doz. case	3 90	4 25
Sweet Potatoes, 2½, 2 doz. case	....	7 00
Pumpkins, 2½s, 2 doz. case	3 90	3 75
Sauer Kraut, 2½s, 2 doz. case	....	4 10
Spaghetti, 2 doz. case	....	2 05
Tomatoes, 2½s, 2 doz. case	3 95	4 25
Spinach, 2½s, 2 doz. case	....	7 00

STRONG COFFEE MARKETS

Winnipeg.

COFFEE.—Primary market conditions show very little change and although trading is very quiet prices continue firm. Locally the situation is unchanged but there is a gradual improvement in the demand.

COFFEE—		
Rio, roasted, best grade, per lb.	0 19½	0 20½
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica ,roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

CEREAL MARKET UNCHANGED

Winnipeg.

CEREALS.—There is no change in the cereal market. Rolled oats are quoted at $2.40 per bag of 80 lbs. Buying is limited to immediate requirements.

PACKAGE CEREALS		
Rolled Oats, 20s, round cartons.	4 00	4 65
Do., 36s, case square pkts.	....	3 50
Do., 18s, case	....	2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, per case.	....	3 40
Puffed wheat, 3 doz. case, per case	....	4 45
Puffed rice. 3 doz. case, per case	....	5 75
Cream of Wheat, 3 doz. case, per case	..	9 00
Grape Nuts, 2 doz. case, per case	....	3 80
Package Peas. 3 doz. case, per case	....	3 00
BULK CEREALS		
Rolled Oats, 80s, pe rbag	....	2 40
Do., 40s, pr bag	....	1 25
Do., 20s, per bag	....	0 65
Do., 10-8s, per bale	....	3 15
Do., 15-6s, per bale	....	3 65
Oatmeal, 98s, gran. or stand. bag	....	3 70
Wheat Granules. 98s, per bag	....	6 10
Do., 16-6s, per bale	....	6 60
Peas, whole, green, 100-lb. bag, per bush.		3 95
Do., split, yellow, 98s, per bag	....	7 50
Do., split, yellow, 49s, per bag	....	3 80
Beans, fancy, hand picked, 100-lb. bag, per bush.	3 80	4 25
Do., Lima, 100-lb. bag, per lb.	....	0 09½
Barley, Pot, 98s, per bag	....	3 25
Do., Pot, 49s, per bag	....	1 68
Do., Pot, 24s, per bag	....	0 85
Barley, Pearl, 98s, per bag	....	4 40
Do., Pearl, 49s, per bag	....	2 26
Do., Pearl, 24s, per bag	....	1 15
Cornmeal, 98s, per bag	....	2 50
Do., 49s, per bag	....	1 30
Do., 24s, per bag	....	0 70
Do., 10-10s, per bale	....	3 00
Buckwheat grits, whole, 98-lb. bags, per bag	....	9 35

NUT MARKET FIRM

Winnipeg.

NUTS—There is no change in the nut market. Prices are steady with a firm tone, exceut in pecans which are slightly easier on the primary market. Walnuts continue firm. Stocks are practically exhausted and the small supplies available are held at high prices.

NUTS, SHELLED—		
Almonds, per lb.	....	0 49½
Spanish Peanuts, No. 1, lb.	....	0 12½
Pecans, per lb.	....	1 40
Walnuts, per lb.	....	0 80
Brazils, per lb.	....	0 70
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, lb.	....	0 23½
Walnuts, per lb.	....	0 23
Almonds, per lb.	....	0 23
Cocoanuts per sack	....	11 00
Cocoanuts, per doz.	....	1 50
Brazils, per lb.	....	0 20
Pecans, per lb.	....	0 30

JAM MARKET STRONG

Winnipeg.

JAMS—The jam market continues in a strong position, and many staple lines are completely cleaned up. The demand for jam has shown a slight improvement.

FLOUR MARKET STEADY

Winnipeg.

FLOUR—The flour market is ruling steady due to a firmer tone being experienced in the grain market. Flour in 98 pound bags is quoted at $3.75. Merchants continue to buy in small quantities to meet with immediate requirements.

DRIED FRUITS STRONG

Winnipeg.

DRIED FRUITS.—The entire California dried fruit list is in the most closely cleaned up and strongest statistical position that has been experienced for a long ime. Old prunes are practically cleaned up and with the big sales of new crop, this leaves but a comparatively small part of the new season's prunes to sell between now and next fall. Apricots are becoming scarce. Peaches are in small supply. Latest advices received state that the total tonnage of dried fruits sold from California to date is materially greater than that of last year at this time, and as this is a very healthy condition and with a supply and demand situation interesting developments with the winter and spring trading is expected. The first car of Thompson's package seedless raisins has arrived on the local market and they are meeting with a good demand.

DRIED FRUITS

Evaporated apples, per lb.	0 18	....
Currants, 90-lb., per lb.	0 18	0 19
Do., 8 oz. pkgs., 6 doz. case, lb.	....	0 15
Dates, Hallowee, bulk, lb.	....	0 12½
Do., pkgs., 3 doz. case, lb.	....	0 15¾
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 12½
Do., black, cartons, carton	....	0 60
Loganberries, 4 doz. case, pkt.	....	0 26
Peaches, standard, per lb.	0 17	0 21
Do., choice, per lb.	0 18	0 24
Do., fancy, per lb.	0 20	0 25
Do., Cal., in carton, per carton	1 00	1 20
Do., Cal., in cartons, per carton	1 00	1 20
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton	....	1 30
Prunes—		
30-40s, 25s, per lb.	....	0 20
40-50s, 25s, lb.	....	0 17½
50-60s, 25s, lb.	....	0 14
60-70s, 25s, lb.	....	0 13
70-80s, 25s, lb.	....	0 10½
80-90s, 25s	....	0 09¾
90-100s, 25s, per lb.	....	0 08
In 5-lb. cartons, carton	0 65	0 75
RAISINS—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg.		$0 20
Do., pkg., 12 oz., fancy, per pkg.		0 16¾
Do., 16 oz., choice, per pkg.		0 19
Do., 12 oz, choice, per pkg.		0 16
Cal. 5-lb. cartons, per carton		1 20
Do., bulk, 25-lb. boxes, per lb.		0 19
RAISINS—Seedless—		
Cal., pkg., 11 oz., per lb.		0 19½
Do., bulk, 25-lb. boxes, per lb.		0 22
Do., bulk, 5-lb. cartons, per carton		1 30
Apricots, choice, 25 s, lb.		0 33
Do., 10s, lb.		0 33
Do., Standard, 10s, lb.	....	0 27
Do., Standard, 25s, lb.	....	0 29
Do., fancy, 25s, lb.	....	0 35
Do., fancy, 10s, lb.	....	0 36
Apricots, 5 lb. cartons, per carton		1 65

RICE MARKET FIRM

Winnipeg.

RICE—The rice market continues firm although a weakness and dullness is shown in the Southern market. No. 1 Japan in 100 pound bags is quoted at 8-½c and Siam in the same quantity at 6-¼c.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.	....	0 08½
Do., 50-lb. sacks, lb.	....	0 09
Siam, 100-lb. bags	....	0 06¼
Do., 50-lb. bags	....	0 06½
Sago, In less quantities, lb.	....	0 09½
lbs., per lb.	....	0 09
Sago, in less quantities	....	0 09¼
Tapioca, Pearl, per lb.	0 08	0 08½
Herring (Can.), 1s, 4 doz. cs.	7 00	8 00
Do., In less quantities, lb.	....	0 09¼
Tapioca, pearl, per lb.	0 08	0 08½

CANNED MILK REDUCED

Winnipeg

CANNED MILK—There has been a decline of 50c per case on all lines of evaporated milk. Condensed milk has also declined 80 to 85 cents per case.

JAMAICA GINGER SCARCE

Winnipeg.

SPICES—The spice market is ruling firm. Cloves are scarce and quotations are higher. Jamaica ginger is almost unprocurable and prices are ruling high. Spot supplies in the United States are low and the small quantities that are arriving are not sufficient to meet the existing demand.

Allspice, Jamaica, best qual., lb.	....	0 22
Cassia, Batavia, per lb.	....	0 35
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 50
Do., No. 0, carton, doz.	....	0 90
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	....	0 45
Ginger, washed, Jamaica, No. 1	....	0 65
Do., Jamaica, No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb.	....	0 65
lb., per lb.	....	0 70
per lb.	....	0 37
Do., medium, 110 to lb.	....	0 35
Do., carton of six, per doz.	....	0 80
Pepper, blk., Singapore, ex. lb.	....	0 22
Do., white, per lb.	....	0 35
Pickling, ¼-lb. pkg., per doz	....	0 90
Do., bulk, No. 1, per lb.	....	0 22

GROUND SPICE

Allspice, bulk, per lb.	....	0 20
Do., No. 2, per lb.	....	0 25
Do, 2 oz. cartons	....	0 95
Do., 4 oz. cartons	....	1 20
Cassia, No. 1 bulk, per lb.	....	0 27
Do., No. 2, bulk, per lb.	....	0 25
Do., No. 1, 2 oz. cartons	....	0 95
Do., No. 1, 4 oz., cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 55
Do., 2 oz. cartons	....	0 95
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 50
Do., 2 oz., cartons	....	0 95
Do., 4 oz. cartons	....	2 00

SUGAR MARKET UNCHANGED

Winnipeg.

SUGAR—The sugar market is quiet at the present time but very steady. It is intimated that a concerted effort is being made by leading members of the sugar trade in United States to bring influence to bear in Cuba, which, it is hoped, will go far toward preventing a renewal of restrictions that in the view of a majority have proved to be highly detrimental to the best interests of the industry.

Extra gran. bags, 100 lbs.	....	8 50
Do., gunnies, 5-20 lbs.	....	8 90
Do., gunnies, 10-10 lbs.	....	9 00
Do., gunnies, 20-lb. lbs.	....	9 10
Do., cartons, 50-2 lbs.	....	9 25
Yellow, No. 1 lt., bags, 100 lbs	....	8 10
Do., golden, bags, 100 lbs.	....	8 00
Powdered sugar, bbls.	....	8 90
Do., boxes, 50 lbs.	....	9 10
Do., boxes, 25 lbs.	....	9 30
Icing, barrels	....	9 00
Do., boxes, 50 lbs.	....	9 20
Do., boxes, 25 lbs.	....	9 40
Soft lumps, boxes, 100 lbs.	....	9 30
Do., boxes, 50 lbs.	10 40	9 60
Do., cases, 20 cartons	....	10 35
Do., cases, 40 ½ lbs.	....	11 10
Small lump, boxes, 100 lbs.	....	9 20
Do., boxes, 50 lbs.	....	9 30
Do., boxes, 25 lbs.	....	9 50
Do., cartons, 50 2-lbs.	....	9 60
Hard lump, barrels	....	10 25
Do., boxes, 50 lbs.	....	9 70
boxes, 25 lbs.	....	9 75
Do., boxes, 25 lbs.	....	9 75

NAVEL ORANGES ARRIVE

Winnipeg.

FRUITS—Early navel oranges of the new crop from California have arrived and are quoted at $8.50 for all sizes. Malaga grapes continue high and are bringing from $16.00 to $17.50 per keg. Lemons have declined 50 cents per case and are quoted at $8.50. Other lines show no change.

SYRUPS IN DEMAND

Winnipeg

SYRUPS—There is a fair demand for both corn and cane syrups with the trade confining their requirements to immediate needs. Quotations are unchanged.

CANE SYRUP—	
No. 2s	5 95
No. 5s	6 75
No. 10s	6 30
No. 20s	6 10
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 65
Cases, 5-lb. tins, white, 1 doz. in case	5 75
Cases, 10-lb. tins, white, ½ doz. in case	5 50

Winnipeg.

Cases, 20-lb. tins, white, ¼ doz. in case	5 50
Cases, 2-lb. tins, yellow, 2 doz. in case	3 40
Cases, 5-lb. tins yellow, 1 doz. in case	4 55
Cases, 10-lb. tins, yellow, ½ doz. in case	4 30
Cases, 20-lb. tins, yellow, ¼ doz. in case	4 30
TABLE SYRUP—	
Pure, 2½s, tins, cs. of 2 doz.	24 85
Pure, 5s, per case of 1 doz.	22 65
Pure, 10s, per case of ½ doz.	21 05
MAPLE SYRUP—	
Maple flavor 2½s, tins, per case of 2 doz.	13 75
Do., 2s, tins, case of 1 doz.	12 00
Do., 1s, tins, case ½ doz.	11 60
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 30
3-lb. tins, 2 doz. case	11 60
5-lb. tins, 1 doz. case	9 50
10-lb. tins, 1 doz. case	9 20
Molasses quotations subject to 5 per cent. discount.	
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	5 25
2s, 4 doz. In case	5 00
2½s 4 doz. in case	4 80
5s, 4 doz. in case	4 50
10s, 4 doz. in case	4 20

STARCHES UNCHANGED

Winnipeg.

STARCH—There is no change in starch quotations. There is a fair demand for all lines.

TEA MARKET ADVANCING

Winnipeg.

TEA—The strong statistical position of all primary tea markets and the increasing scarcity of many of the principal growths especially in medium and finer grades impart a pronounced upward trend to the tea situation. Locally there is no changes in quotations.

VEGETABLES QUIET

Winnipeg.

VEGETABLES—There is practically no change in the vegetable market, and trade is reported quiet. Cabbages have advanced ½c per lb. and are quoted at 1-½c. Imported green onions are arriving and are quoted at $1.50. California tomatoes in 30 lb. lugs are quoted at $5.50. There is a fair demand for potatoes and carload lots can be bought at 40c per bushel and 50c in smaller quantities.

VEGETABLES—		
Cabbage, per lb.		0 01½
Head lettuce, per case		5 50
Leaf lettuce, per dozen		0 50
Green onions, per doz.		1 50
Cucumbers, per dozen		3 50
Tomatoes, per case		5 50
New carrots, beets, per lb.		0 02
Potatoes, per bushel		0 60
Do, car lots, bushel		0 40
Celery, B.C., per lb.		0 06½
Cauliflower, per doz.	0 90	1 00
Onions, per sack		5 00

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Saskatchewan Markets

FROM REGINA BY WIRE

Regina, Sask., Nov. 22—There are few changes in the markets to report this week. The markets generally are steady under a fair demand.

Beans, Kotenashi	5 95
Rolled oats, 80s	2 58
Rice, Siam	6 50
Rice, Blue Rose	8 65
Tapioca	8 25
Sago	7 25
Flour, per bbl.	7 75
Sugar, pure cane granulated, cwt.	8 85
Cheese, No. 1, Ontario, large	0 21
Cheese, No. 1, Ontario, twins	0 21¼
Butter, creamery, lb.	0 39
Butter, dairy, lb.	0 38
Lard, pure, 3s	12 00
Eggs, new laid, local	15 60
Do., No. 1, storage	13 50
Tomatoes, 2½s, choice	4 50
Lemons, case	11 00
Corn, 2s, standard choice	3 60
Peas, 2s, standard choice	4 08
Do., 2s, Early June, choice	4 82
Salmon, Sockeye, 1s	21 00
Do., Sockeye, ½s	21.55
Strawberries, 2s, B.C. choice	8 75
Raspberries, 2s, Ontario choice	8 75
Cherries, 2s, red, pitted	7 20
Peaches, 2s, halves	7 20
Do., 2s, sliced	6 00
Apples, evaporated, lb.	0 42½
Peaches, evaporated, lb.	0 23
Prunes, 70-80	0 13
Do., 40-50	0 18

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Nov. 22—B.C. granulated sugar, hundreds, advanced 15c no change in other lines. Canned milk is reduced 25c to 80c per case while Welchs grape juice is down $1.50 to $1.75 per case. Cow brand soda advanced 10c per case and Japan teas for import are up from 5c to 10c per lb. Oatmeal and some brands of package oats are down in price. Storage eggs are higher at $15.00 per case.

Beans—Ashcroft, per cwt.		6 00
Do., Kotenashi, per cwt.	6 00	6 50
Rolled oats, 80s	3 15	3 30
Rice, Siam	5 50	6 00
Japan, No. 1	7 35	8 00
Tapioca	7 00	8 00
Sago	7 00	8 00
Flour, per bbl		7 35
Sugar, pure cane, grant., cwt.		8 62
Cheese, No. 1, Ont., large	0 22½	0 23
Alberta cheese, twins		0 22¾
Do., large		0 22¼
Butter, creamery, lb.	0 39	0 44
Do., dairy, lb.	0 20	0 28
Lard, pure 3s	12 30	12 60
Eggs, new laid, local, case	15 00	16 00
Do., No. 1 stroage, case		15 00
Tomatoes, 2½s	4 15	4 35
Pumpkin, 2½s, case		4 40
Lemons, case		10 50
Corn, 2s, standard case	3 35	3 60
Peas, 2s, standard case	4 20	4 30
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	8 40	9 25
Gooseberries, 2s		11 30
Cherries, 2s, red, pitted	9 00	9 50
Peaches, 2s, halves		5 85
Do., 2s, sliced		6 25
Apples, evaporated, lb.		0 18
Do., 25s, lb.		0 18½
Pineapples, Hawaiian, sliced 2's	6 30	7 85
Peaches, evaporated, lb.	0 16	0 20
Do., canned, 2s	7 45	7 90
Do., 70-80s	0 11½	0 12½
Prunes, 90-100s	0 10	0 10*
Potatoes, local, ton	20 00	30 00

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Nov. 22—Heavy fall of snow has created a firmer feeling in celery, cauliflower and parsley on account of damage by frost. Potatoes are unchanged. Best eggs are selling at 65c per doz. while best grades of butter are quoted at 44c and cheese at 22c per lb. Beef steer is quoted at 8c to 9½c and cow at 7c to 8½c. Hogs are down to 16c. Vegetables and fruits are unchanged. Valencia oranges are quoted at $8.25 and navels at $8.50 per case. California grape fruit is selling at $10.-50. Japanese oranges are expected to arrive during the week. The first shipment of Smyrna figs have arrived but are practically cleaned up. California walnuts are likely to be scarce.

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, Nov. 22—Clear pork is slightly higher at $32.00 per barrel. Roll bacon is a shade firmer at 39c per lb. while lard is quoted at 17½c in pails and 17c in tubs. Cheese is firmer at 21c for twins and eggs are selling at 52c per doz. an advance of 2c per doz. Grape fruit and lemons are easier, the former ranging from $6.00 to $6.50 per case and the latter at $7.00 per case. Tapioca is higher at 9½c per lb.

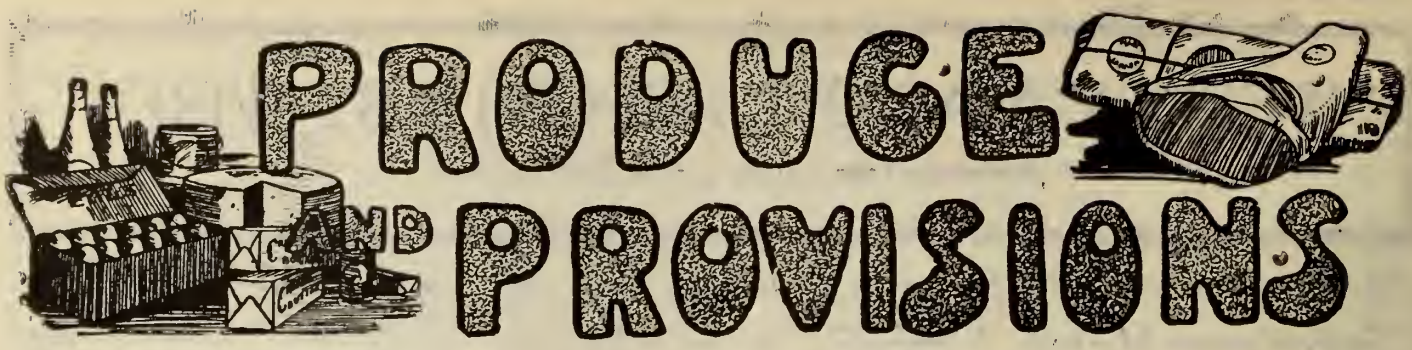
Rolled oats, bag	3 35
Rice, Siam, per cwt.	7 00
Tapioca, per 100 lbs.	9 50
Molasses, gal.	0 68
Tomatoes, cans	2 00
Do., bags	6 00
Raisins, Valencia layers	0 30
Currants, cleaned	0 19
Prunes, 90-100, 25-lb. boxes	0 10¾
Lemon peel	0 34
Orange peel	0 34
Citron peel	0 46
Walnuts	0 27
Almonds	0 22
Brazils	0 20
Peanuts	0 16
Filberts	0 17
Cocoanuts, bag	6 00
Potatoes, per bbl.	2 50	2 75
Pork, clear, bbls.	32 00
Pigs' feet, per 20-lb. pail	2 10
Hams, shoulder, per lb.	0 21
Bacon, roll, per lb.	0 23
Bacon, side, per lb.	0 39
Lard, pure, in pails, lb.	0 17½
Lard, pure, in tubs, lb.	0 17
Shortening in pails, lb.	0 14
Shortening in tubs, lb.	0 14
Butter, creamery, prints	0 45
Butter, creamery, solids	0 42
Oleomargarine	0 24
Cheese, whole, lb.	0 19	0 21
Cheese, twins, lb.	0 21
Eggs, doz.	0 52
Sugar, cut loaf, cwt.	9 55
Sugar, stan., gran., cwt.	7 95
Sugar, No. 1 yellow, cwt.	7 75
Oranges, California, case	6 00	9 00
Lemons, California, case	7 00
Grapefruit, Florida, case	6 00	6 50
Bananas, lb.	0 12
Cornmeal, gran., bags	3 25

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., Nov. 22—Fresh eggs are plentiful at 68c per doz. Cold storage eggs are selling at 50c to 52c per doz. Creamery butter is steady at 52c per lb. Spanish grapes are quoted at $11.50 per keg. Oranges are quoted at $8.00 according to sizes. Apples are arriving daily from the Annapolis valley in good condition. Potatoes are easy at $1.30 per bag.

Flour, No. 1 patents, bbl.		11 00
Cornmeal, bags		2 50
Rolled oats, per bag		3 90
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.		10 00
Sugar, standard, gran.		8 45
Do., No. 1, yellow		8 00
Molasses, gal.		0 70
Cheese, Ont., twins		0 21
Eggs, fresh, doz.		0 68
Eggs, storage, doz.	0 52	0 52
Lard, compound		0 21
Do., pure, lb.		0 22
American clear pork, bbl.		33 00
Tomatoes, 2½s., stan., doz.		2 00
Hams, aver. 9-12 lbs.		0 35
Do., aver., 12-18 lbs.		0 35
Do., aver. 18-25 lbs.		0 31
Roll bacon		0 25
Butter, creamery, lb.		0 52
Do., dairy		0 40
Raspberries, 2s Ont., doz.		4 00
Peaches, 2s., standard, doz.		3 30
Corn, 2s, standard, doz.		1 60
Peas, standard, doz.		1 95
Strawberries, 2s, Ont., doz.		4 00
Salmon, Red Spring, flats, cases		
Do., pinks		7 00
Do., Cohoes		14 00
Do., Chums		6 00
Evaporated apples, per lb.		0 15
Dried peaches, per lb.		0 22
Potatoes. Nat., 90-lb. bag		1 30
Corned beef	3 00	3 55
Onions, crates	7 00	7 50
Onions, Canadian		4 25
Onions, Spanish, per lb.		0 03¾
Apples—		
Kings, No. 1, bbl.		5 50
Kings, No. 2, bbl.		5 00
Domestic, bbl.	3 00	4 25
Grapes, Malaga, per keg		11 50
Oranges, per case	8 00	8 50



Potato Exports Double This Year

It is Estimated that Exports of Potatoes Through the Port of St. John This Year will be Approximately Three Hundred and Sixty Thousand Barrels—Shipments Have Already Commenced to Cuba

(By Special Correspondent Canadian Grocer)

ST. JOHN, N.B., Nov. 22—That approximately three hundred and sixty thousand barrels of potatoes will be shipped through St. John during the present season, was the statement made by Guy G. Porter of Porter, Hatfield, Gallagher Co. This organisation was formed some months ago, and its business is that of packing, barreling and shipping potatoes for Guy G. Porter Co., Limited, of Perth, Hatfield & Co., of Hartland and C. E. Gallagher & Co. of Bath. The proposed shipment of potatoes will comprise the largest exportation in one season through St. John of the product in the history of this port, and will afford continuous employment until the end of June for at least fifty and possibly seventy-five local men.

Cuban Shipments Through St. John

Previous to last season, shipments had been made individually by the three concerns for a period of ten years through the United Fruit Co. from Boston. Chiefly because of the shorter rail haul, the reduction of the risk caused by frost during the cold weather, the proximity to home of this port and the increased railway rate, due to the necessity of payment in American money of sixty per cent. of the charges, all exportation of potatoes to Cuba is now going through St. John. Forty-five thousand barrels have already been forwarded from this port to Havana, and a further cargo of 13,000 barrels is now being loaded on the S. S. Uffe at shed number five. Since the middle of September last. six steamers have carried cargoes of potatoes to Cuba, and it is estimated that the number of boats chartered by the Porter, Hatfield, Gallagher Co., during the season will range from twenty-five to thirty. The expectations are that about 12,000 barrels will leave this port every ten days.

Shipments are also being made from Halifax to San Diego de Cuba, Bermuda, Trinidad, and Demerara but this exportation is comparatively small as compared with the shipments through St. John to Cuba. The potato sheds on the West Side have been leased from the city and over $15,000 is being expended by this company for the purpose of creating frost-proof buildings in which to house this product while awaiting exportation.

Expect Double Export

It is felt that more than double the quantity shipped last season will be exported during the presnt one. Last year shipments to Cuba did not start until the middle of February from this port, while six boats have already left St. John since the opening of the present one in September last. Warehouses are erected in numerous parts of the counties of Madawaska, Carlton and York, and, roughly speaking, about one-third of the potato yield in this province is forwarded to Cuba and the British West Indies, Canada and the United States. The prices obtained on the Cuban market vary considerably and sometimes as high as $28 per barrel is received. On the other hand there are times during a recession with a fluctuation on the downward trend, when potatoes are sold as low as freight. The only competition which has been encountered so far this season is a very strong one from American concerns. Exporters from Copenhagen, Ireland, England, Scotland and Denmark, are now booking boats to Cuba for early in January, and these shipments from the Old Country, chiefly Holland and Denmark, will tend to increase competition. The rivalry for a market from European countries however is not nearly as keen or as steady as that from the United States, which receives the advantage of a preferential tariff. The British preferential in exporting to Bermuda, Trinidad and Demerara is twenty-five or thirty per cent. and is a decided help to the farmers of New Brunswick in the exportation of all their farm products.

Shipments To Havana

St. John, N. B., November 9.—The semi-weekly trade bulletin issued by the Acosta Company, of Havana, Cuba, says that 16,016 bags, 2,710 barrels, and 500 crates of potatoes were shipped to that country from Canada during the fortnight ended October 29, of this amount 9,030 bags and 510 barrels were shipped from New Brunswick through the port of St. John. The report says that the importation during this period was below normal, and that a good many which were forwarded arrived in bad condition. It was recommended that the medium sized product be shipped as far as possible as they stood the journey best. The price quoted during the period mentioned was $5.50 per 180 pound barrel, but on November 1, had risen to $6.50 per 180 pound barrel.

NEW CHEESE ORIGINATES AT THE EXPERIMENTAL FARM IN OTTAWA

Ottawa, Nov. 21.—A new medium high-flavor cheese has been originated by the animal husbandry division of the Dominion Experimental Farms system. It is called "meilleur" cheese or "Le Fromage Meilleur," and is being manufactured at the Central Experimental Farm, Ottawa.

To make meilleur cheese the milk is heated to a temperature of 90 degrees F., when it is renneted and cut. The curds are then cooked at a temperature of 115 degrees F., and afterwards moulded and pressed in one and three-pound sizes, ready for the curing room. The process of curing is one of the most important features in its successful manufacture.

The cheese is said to possess a very pleasing and delicate flavor, with no objectional color. The animal husbandry division regard it as a distinct and valuable acquisition to the cheese industry.

Southern Oysters Are Again Available on This Market

By D. B. Drysdale

A FEATURE of the Fish and Oyster business this season is the appearance on the market again of the southern oyster. It is the first time for some years past that this oyster has been offered to the trade and of course, there are a number of retailers who are not familiar with the term of Southern Oyster.

Now, the northern oysters are for the most part found in Long Island Sound into which numerous rivers flow carrying with them the drainage from towns along their route. They come from what would be called protected water and do not get the benefits of the ocean tides to the same extent as the southern oysters which are found in open water, only a matter of possibly fifty miles further south.

It will be recalled that it is only a matter of ten or twelve years ago that practically nothing else but the southern oyster was known on the Ontario market. In going back at this time, it shows a changed condition in the industry. The most radical change in the oyster industry came when a large concern, a number of years ago, brought in the oysters in a sealed can, with the ice on the outside and this is done to give the consumer solid meat measure, and while the price is considerably higher than it formerly was, it is an absolute fact, that the consumer is actually getting more oysters to-day for his money than at any time in the history of the oyster business. Because, new conditions have resulted in solid meat measure right through from the producers to the consumer. In the past, at some time back, the producers, the trader, and the retailer, watered the oysters but this practice is becoming more or less extinct.

However, it is worthy of note that the southern oysters are again on the market, and it remains to be seen whether the public will take them as they can be sold, of course, at considerably lower price than the Northern grown oyster. In fact, the total production of southern oysters as compared with the northern would appear to show that the southern produces a greater quantity so that, in some vicinities at least, they must find greater favor.

MANITOBA FIRST IN BUTTER SCORING CONTEST

Manitoba has again won first place with a score of 97 out of a possible 100, receiving 42 out of a possible 45 for flavor and being scored perfect in texture, moisture content, color, salting and packing in the monthly conventional butter scoring competition of the Dominion Government. Second honors went to the Battiscan Creamery of Battiscan, Que., with a score of 96.5; third to Prince Albert, Sask., with a score of 95.6; and fourth to Edmonton City Dairy, of Wetaskiwin, Alberta, with a score of 95.

For the first time the Canadian Produce Association will hold its convention in Western Canada, the delegates meeting in Winnipeg, Jan. 30 and 31. There will be between 300 and 400 attending this convention. It is also planned to hold the convention of the National Dairy council of Canada in Winnipeg the same dates while the annual meeting of the Manitoba Dairy Association will take place early in February.

Illustrating an attractive display of meats and produce—displays under glass such as the above are valuable aids in increasing sales.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Nov. 23.—There is little or no change of note this week in the provision market. Hogs are firmer in price, due to a reaction after the drop of last week. Prices on pork are very nearly to the level of 1914. There is no change in smoked or cooked meats and the market is fairly steady. The lard market is quiet with prices unchanged. Eggs are strong with higher prices for new laids and a stronger outlook for storage eggs. The cheese market shows improvement with a better export market, but there is no change in the wholesale prices. Butter is a little improved over the weakness manifest last week and a better demand for the new make of creamery is noticed. There is no change in prices on fish.

BUTTER MARKET STEADIER

Montreal

BUTTER.—There is no change in the quotations on butter. The market weakened early in the week with the arrival of fodder made creamery but the demand has improved and the market shows more stability.

BUTTER—		
Solids, creamery	0 39	0 40
Prints, creamery	0 40	0 41
Cooking butter, solids		0 32

CHEESE PRICES STRONGER

Montreal.

CHEESE.—An improved demand for export has strengthened the cheese market. The demand in the past few months has been quiet and now that export movement has started a much steadier and stronger market may be expected. As yet there is no change in cheese prices in the wholesale market. New Quebec cheese is selling from 19c to 20c per pound.

CHEESE—		
Large, per lb.		0 21
Twins, per lb.	0 19	0 20
Do., white		0 28
Triplets, per lb.		0 21
Fancy old cheese, per lb.	0 28	0 30
Stilton, per lb.		0 35
Quebec	0 19	0 20

STORAGE EGGS STRONGER

Montreal.

EGGS.—The domestic egg market continues strong with high prices on new laid eggs and stronger tendencies to storage eggs since the supply is running low. A weaker export market faces the dealers and this may to some extent counteract an advance in price.

EGGS—		
Specials, new laid	0 80	0 95
Storage, selects		0 50
Do., No. 1		0 45

LARD MARKET IS QUIET

Montreal.

LARD.—The lard market is without any feature of note. The buying is quiet and prices are unchanged.

LARD—		
Tierces, 60 lbs.	0 15	0 16
Pails, 20 lbs.	0 16½	0 19½
Tubs, 20 lbs.	0 16	0 17
Bricks	0 18½	0 19½

BARRELED MEATS UNCHANGED

Montreal.

BARRELED MEATS—There is no change in quotations on barreled meats. The market is steady under a fair demand.

Family back, bbl.		40 00
Clear fat pork	0 35 00	30 00
Heavy mess pork (bbl)		30 00

SMOKED MEATS STEADIER

Montreal.

SMOKED MEATS.—There is no change in the domestic market for smoked meats. Prices generally are steady with a better tone due to the reaction of the hog market. Supplies on hand are ample to meet requirements and no change is in view at the present time.

BACON—		
Breakfast, best	0 33	0 52
Smoked breakfast	0 28	0 40
Smoked breakfast	0 28	0 40
Cottage rolls		0 28
Picnic hams		0 19
Wiltshire	0 32	0 35
MEDIUM SMOKED HAMS—		
Wiltshire	0 32	0 35
Weight, 8-14, long cut	0 27	0 29
Do., 14-20	0 25	0 27
Do., 20-25	0 23	0 25
Do., 25-35		0 24
Over 35 lbs.		0 23

COOKED MEATS QUIET

Montreal

COOKED MEATS. — There is no change in the quotations on cooked meats. The market is quiet due to the season and prices on cooked hams have been easier but unchanged this week.

Jellied pork tongues		0 35
Jellied pressed beef, lb.		0 37
Hams, cooked	0 40	0 45
Pork pies (doz.)		
Sausage, pure pork		0 20
Ox tongue, tins		0 65
Mince meat, lb.		0 15½
Head cheese, 6-lb. tins, per lb.		0 10
Plate beef		22 00

HOG MARKET FIRMER

Montreal.

FRESH MEATS.—The hog market has strengthened up a little as a result of the low prices that have prevailed and in consequence of the smaller offerings. The advance amounts to 25c or 35c and makes the price $9.35 per cwt. for select weights weighed off cars.

The price for dressed hogs in 1914 was $10.25. There is little or no change in the condition of the beef market. Prices rule easy.

FRESH MEATS—		
Hogs, live (selected, off cars)	9 25	9 35
Fresh Pork—		
Legs of pork (foot on)	0 24	0 26
Loins (trimmed)	0 28	0 31
Trimmed shoulders		0 19
Untrimmed		0 17
Pork sausage (pure)		0 20

Fresh Beef—	(Cows)		(Steers)	
Hind quarters	0 10	0 13	0 10	0 15
Front quarters	0 05	0 07	0 05	0 08
Loins	0 15	0 23	0 28	0 30
Chuck	0 07	0 08	0 08	0 09

FISH PRICES UNCHANGED

Montreal.

FRESH FISH.—There is no change in the fish market. Prices are steady with a good demand.

FRESH	
Herring	0 07
Market Cod, fresh	0 06
Steak Cod	0 09
Dressed B. C. Salmon	0 24
Haddock	0 07½
Halibut, fresh	0 24
Flounders	0 10
Mackerel	0 16
White fish	0 18

FROZEN	
Halibut	0 22
Chicken halibut	0 16
Market cod	0 05½
Steak cod	0 08
Doree	0 15
Qualla salmon	0 12
Dressed B. C. Salmon	0 23

OYSTERS		
Shell oysters, bbl.	8 00	15 00
Standard—Per No. 1 can		2 60
Do., No. 3 can		7 60
Do., No. 5		12 25
Jars—1 doz.		4 75

EASY TREND TO POULTRY

Montreal.

POULTRY.—Wholesale prices on poultry show no change this week although there is an easier feeling in the market with large offerings. The buying too shows an increase and the market is more stable than it was and may be expected to firm up with the approach of the Christmas season.

POULTRY—		
Dressed turkeys	0 33	0 38
Geese	0 20	0 22
Ducks	0 23	0 25
Chickens	0 20	0 27
Fowl	0 17	0 24
Roosters	0 16	0 18
Live Turkeys	0 25	0 32

ONTARIO MARKETS

TORONTO, Nov. 23.—The hog market has easier tendencies with prices a shade lower, while the cattle market is firmer. An active movement is noted in barrel meats but smoked meats are fairly quiet. Cooked hams are again reduced. Butter is unchanged while cheese is firmer at slightly higher quotations. New laid eggs continue scarce, storage eggs are unchanged. Lard is unchanged, but shortening is slightly lower. Margarine has a firmer tone. Poultry is in heavy receipts with prices holding fairly steady. Fresh trout and whitefish are a shade higher.

STEADY BUTTER MARKET

Toronto.

BUTTER.—The market is rather quiet with purchases being made on a basis of day to day requirements. Quotations are the same as last week.

BUTTER—

Creamery prints	0 39	0 42

STRONG CHEESE MARKET

Toronto.

CHEESE.—The market maintains a firm tone. At outside boards prices advanced to 17¾c to 17 5/16c. Dealers have also advanced their prices to the retail trade to 20c for large new and 26c for June make, while some are asking ½c higher than these quotations.

CHEESE—

Large, new	0 20
Do., June	0 26
Stilton, new	0 23

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

LITTLE CHANGE IN EGGS

Toronto.

EGGS.—The market holds fairly steady on storage, although there appears to be a slight undertone for easier tendencies. In new laid the market is strong with few supplies which are held at high prices.

EGGS—

Selects	0 51	0 55
No. 1	0 46	0 47

LARD STEADY

Toronto

LARD.—The market held steady during the week with quotations unchanged at 15c per lb. on the tierce basis and 17c to 19c for one pound prints.

LARD—

Tubs are ½c higher than tierces and pails one cent higher than tierces.

1-lb. prints	0 17	0 19
Tierces, 400 lbs.		0 15

SHORTENING EASIER

Toronto.

SHORTENING.—Quotations are reduced one half to one cent per pound making one pound prints 13c and on the tierce basis 15c per lb.

SHORTENING—

Tierces, 400 lbs.	0 13

MARGARINE FIRMER

Toronto

MARGARINE.—There appears to be an improvement in the demand for margarine and in consequence there is a stronger feeling in the market with some brands advanced one cent per pound. Quotations on the best quality now range from 23c to 25c and second quality at 20c per lb.

MARGARINE—

Margarine, No. 1	0 23	0 25
Do., No. 2		0 20

COOKED HAMS AGAIN DROP

Toronto.

COOKED MEATS.—The quietness in this market together with the lower prices in fresh meats is being reflected in almost a weekly decline in cooked meats. Ordinary round boiled hams are quoted at 36c to 40c per lb. while square pressed are quoted at 40c to 42c per lb.

COOKED MEATS—

Boiled hams, lb.	0 36	0 40
Do., square pressed	0 40	0 42
Boiled shoulders, lb.		0 31
Head cheese. 6s, lb.		0 10
Choice jellied ox tongue, lb.		0 62
Jellied pork tongue		0 35
Bologna	0 14	0 18

Above prices subject to daily fluctuations of the market.

BARREL PORK ACTIVE

Toronto

PROVISIONS.—Smoked hams and bacon show no change as compared with last week. The market is fairly quiet and the only line of provisions that appear to show any activity is barrel pork. This movement, however, is confined to the large consumers, as lumber camps. Mess pork is quoted a shade higher at $33.00 while the range in prices of other barrel meats are unchanged.

Hams—		
Small, 6 to 12 lbs.	0 25	0 27
Medium, 12 to 20 lbs.	0 25	0 27
Large, 20 to 35 lbs., ea., lb.	0 15	0 19
Heavy, 35 lbs., and upwards		0 15
Backs—		
Boneless, per lb.	0 36	0 37
Rolled, per lb.		0 42
Peameal	0 32	0 34
Bacon—		
Breakfast, ordinary, per lb.	0 25	0 30
Do., special trim		0 33
Cottage rolls		0 23
Roll, per lb.		0 20
Wiltshire (smoked boneless) lb.		0 26
Do., three-quarter cut		0 28
Do., middle		0 31
Dry Salt Meats—		
Long clear bacon, av. 50—70 lbs.		0 19½
Do., av. 80-90 lbs		0 16½
Clear bellies, 15-30 lbs.	0 18½	0 21½
Fat backs, 10-12 lbs.	0 13½	0 15½

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—		
Mess pork		33 00
Short cut backs, 200 lbs.	37 00	38 00
Picked rolls, bbl., 200 lbs.—		
Lightweight		38 00
Heavy		33 00

Above prices subject to daily fluctuations of the market.

HOG MARKET WEAK

Toronto.

FRESH MEATS.—Despite the fact that receipts of cattle at the Union Stock Yards were very heavy during the week, values were firmer and slightly higher. In the hog market an easier feeling was manifest and prices dropped 25c per cwt. with an easier condition continuing and there is a possibility of values receding still lower. A great deal of venison is appearing on the market with a good demand at around 20c per lb. by the carcass. Quotations on dressed meats are unchanged.

FRESH MEAT—

Dressed, light, per cwt.	13 00	15 00
Do., heavy, per cwt.	10 00	12 00
Live, off cars, per cwt.		9 00
Live, fed and watered, cwt.	8 75	8 90
Live, f.o.b., per cwt.		8 25
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 18
Loins		0 23
Fresh hams, lb.		0 19
Tenderloins, lb.		0 47
Picnics, lb.		0 12½
Montreal shoulders, lb.		0 14
Boston butts, lb.		0 15
New York shoulders		0 13
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 10	0 15
Front quarters, lb.	0 05	0 08
Ribs, lb.	0 12	0 18
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 20	0 23
Hips, lb.	0 09	0 10

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 14
Spring lamb, lb.	0 16	0 18
Sheep, whole, lb.	0 05	0 07

Above prices subject to daily fluctuations of the market.

TROUT SHADE HIGHER

Toronto

FISH.—The market is fairly steady under a good demand although dealers report a slight falling off in business during the past week on account of the mild weather. Fresh trout is slightly higher at 12c and 13c per lb. while Lake Ontario fresh whitefish also shows a slight increase at 12c to 13c per lb. Fresh smelts are arriving, which are quoted at 18c per lb. No. 1 quality.

FRESH SEA AND LAKE FISH

Cod steak, lb.	0 10	0 11
Do., market, lb.		0 09
Halibut, chicken	0 16	0 17
Do., medium	0 20	0 21
Whitefish, Lake Ontario	0 12	0 13
Fresh Herring	0 07	0 08
Flounders, lb.	0 09	0 10
Fresh trout, lb.	0 12	0 13
Haddock	0 09	0 10
Spring Salmon	0 24	0 25
Fall salmon	0 12	0 13
Cohoe salmon	0 18	0 19
Mackerel	0 12	0 13
Yellow pickerel. lb.		0 17
Oysters, No. 1 tins		3 25
Do., No. 3 tins		9 25
Do., No. 5 tins		15 00
Do., glass jars, doz.	5 00	5 75
Do., shell, per bbl.		16 00
Smelts, No. 1, per lb.		0 18

FROZEN FISH

Halibut, medium	0 21	0 22
Do., chicken	0 16	0 17
Do., Qualla	0 13	0 14
Flounders	0 09	0 10
Pike round	0 06	0 07
Do., headless and dressed		0 08
Salmon, Cohoe		
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11

SMOKED AND SALT FISH.

Haddies, lb	0 10	0 12
Fillets, lb.	....	0 17
Kippers, box	2 25	2 75
Bloaters	....	2 00
Ciscoes, lb.	....	0 18
Salmon snack, lb.	....	0 24
Digby chicks, 5 to bundle	....	1 00
Boneless Digbys, 10 lb. box	....	1 50
Shred cod, box 24 cart.	....	2 20
Cod, 1 lb. tablet, box 24s.	....	3 20
Quail on toast	..	0 14
Holland Herrings, mixed 10-lb. keg.	....	1 10
Do., milkers, 10 lb. keg	....	1 20

POULTRY STEADY

Toronto

POULTRY.—A fairly steady market prevails under heavy receipts which are mostly finding the way to the coolers.

Prices paid by dealers—	Live.	Dressed.
Turkeys	0 30	0 35
Chickens, spring	0 22	0 25
Roosters	0 12	0 15
Fowl over 5 lbs.	0 20	0 23
Fowl, 4 to 5 lbs.	0 15	0 20
Fowl, under 4 lbs.	0 10	0 16
Guinea hens, pair	1 25	1 50
Geese	....	0 23
Ducks, 4 lb. and over	0 20	0 28
Prices quoted to retail trade:	Dressed:	
Turkeys	0 40	0 50
Ducklings	0 25	0 35
Hens, heavy	....	0 30
Geese	....	0 32

MANITOBA MARKETS

WINNIPEG, Nov. 23.—The butter market continues with a firm tone, while cheese has easy tendencies. Storage supplies of eggs are scarce and packers are bringing eggs in from the United States to meet the demand. Cooked pork tongues have declined one cent per pound but other lines show no change under a quiet demand. Bacon and smoked ham show an improvement in the demand and a decline has been recorded. Receipts of poultry are heavy and lower prices are quoted. Lard and shortening show no change. The hog market is showing a weaker tone. Fresh pork cuts have also declined in sympathy with the decline in the hog market. The demand for fish is improving.

BUTTER HOLDS STEADY

Winnipeg

BUTTER.—The butter market is holding a steady position with a fair demand. No change in price has occurred and best table grade is quoted at 42c.

BUTTER—		
Creamery, best table grade		0 42
Creamery, best table grade		0 40
Margarine	0 20	0 23

NO CHANGE IN CHEESE

Winnipeg.

CHEESE.—An easy tone continues in the cheese market. The demand locally has shown an improvement and sales are reported heavier than for some time past.

CHEESE—	
Stilton cheese, large, lb.	0 23
Ont., large, lb.	0 19½
Ont., twins, lb.	0 20¼
Ont., triplets, lb.	0 20½

EGGS ARE SCARCE

Winnipeg.

EGGS.—The egg market continues in a strong position and with the big demand storage supplies have been practically cleaned up. Packers are bringing eggs in from the States to meet their requirements. New laid in cartons are quoted at 55c with No. 1 candled retailing at 44c per dozen.

NO CHANGE IN LARD

Winnipeg.

LARD.—There is no change in the lard or shortening market. Lard in tierces of 400 lbs. is quoted at 15c and shortening in the same quantity 14c per lb.

Pure lards, No. 1 quality, per lb. (in tierces 400 lbs.)		0 15
Do., wooden pails, 20 lbs. pail	3 40	3 90
Shortening, tierces of 400 lbs.		0 14
Do., per pail, 20 lbs.		3 20

PORK TONGUES REDUCED

Winnipeg.

COOKED MEATS.—Another reduction of 1c per lb. is announced on pork tongues and there is a good demand for this line at the price quoted. Prices on other lines of cooked meats remain unchanged.

COOKED MEATS—	
Ham, skinned, 8-14 lbs.	0 43
Do., 13-16 lbs.	0 43
Roast ham, lb.	0 46
Roast shoulders, lb.	0 30
Pork tongues, lb.	0 29
Head cheese, 6-lb. tins, lb.	0 13
Jellied ox tongues, lb.	0 53
Luncheon cooked meats	0 16

SMOKED HAMS LOWER

Winnipeg

PROVISIONS. — Best quality of smoked ham has been reduced to 38c per pound. The hams weighing from 35 lb. up are offered as low as 23c. per lb. Th demand shows an improvement. Best quality back bacon is quoted at 47c. and belly 46c. Other grades however can be bought as low as 26c. per lb. according to quality.

Hams—	
8 to 16 lbs., per lb.	0 38
16 to 20 lbs., per lb.	0 38
Boneless, 8-14 lbs., per lb.	0 36½
Skinned, 14-18 lbs., per lb.	0 38
Skinned, 18 to 22 lbs., per lb.	0 38
Bacon, 6 to 10 lbs., per lb.	0 46½
Cottage rolls, boneless	0 24

HOG MARKET WEAKER

Winnipeg.

FRESH MEATS.—The hog market is showing a weaker tendency and prices declined $1.00 per cwt. Live selected hogs are quoted at $9.00. Fresh pork cuts are reduced. Legs are quoted at 19c to 25c per lb. Loins of pork have declined 2c per pound and are selling at 26c to 28c. Fresh hams and shoulders have also taken a drop. The cattle market is maintaining a firm tone. Steers of good quality are quoted at $4.00 to $4.75. Heifers are in good demand and best quality is selling at $4.50. Veal calves are selling from $4.00 to $5.50. The sheep and lamb market is slightly easier good quality lambs being quoted at $7.50 to $8.00 and mutton sheep from $3.50 to $4.75.

Selected, live, cwt.		9 00
Heavies	5 00	7 00
Light	9 00	9 25
Sows	4 00	6 00
Fresh Pork—		
Legs of pork, up to 35 lbs., lb.	0 19	0 25
Spare ribs		0 16
Loins of pork, lb.	0 26	0 28
Fresh hams, lb.	0 20	0 26
Shoulders	0 14	0 16
Fresh beef—from steers and heifers—		
Hind quarters, lb.	0 10	0 13
Front quarters, lb.	0 05½	0 07½
Whole carcase, good grade, lb.	0 07	0 10
Mutton—		
Choice, lb.		0 18
Choice long hinds (legs and loin)		0 24
Choice stews		0 07½
Lambs—		
Choice, 30-45 lbs.		0 22
Veal		
Good veal, 40 to 80 lbs., hind quarters		0 21

POULTRY LOWER

Winnipeg.

POULTRY.—Receipts of poultry have been heavy with a tendency in all lines for lower prices. Choice ducks and geese are quoted at 28c per lb. with young turkeys varying from 37c to 40c.

Poultry—		
Broilers, 1½ to 2 lbs., per lb.		0 30
Do., 2 to 2½ lbs., per lb.		0 32
Chickens, 2½ to 3½ lbs., per lb.		0 26
Do., 3½ lbs. and up, per lb.		0 28
Fowl, 3½ lbs. and under, per lb.		0 22
Do., 3½ lbs. and up, per lb.		0 24
Turkeys, young, per lb.	0 37	0 40
Roosters, per lb.		0 20
Ducks, per lb.		0 28
Geese, per lb.		0 28

FISH MARKET ACTIVE

Winnipeg.

FISH.—There is a good demand for fish from both the city and country points. Market conditions are steady with no change in quotations.

FISH—	
Brills	0 09
Herring, Lake Superior, 100-lb. sacks	3 00
Halibut, cases 300 lbs., chicken	0 13½
Halibut, broken cases, chicken	0 14½
Salmon, Cohoe, in full boxes, 300 lbs.	0 16
Salmon, Cohoe, in broken cases	0 17
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 09
White"sh, dressed, case lots	0 12½
White"sh, dressed, broken cases	0 13
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East. Nat., 40 count, per count	3 00
Fillets, 15-lb. boxes, per lb.	0 17
Salt Fish—	
Holland Herring, milkers, 9-lb. pails, pail	1 00
Holland Herring, mixed, 9-lb. pails, pail	0 95

With the Approach of the Holiday Season you Should Feature Prominently

DAVIES Mince Meat

This is the one season of the year when there is a big demand for Mincemeat, and as most housewives will be so busy making Christmas cakes, puddings, etc. they will have little or no time in which to prepare Mincemeat.

For this reason, it is to your advantage to feature prominently Davies Wholesome Mincemeat, as it is made specially to meet the requirements of the most fastidious housewife.

Made from selected apples, dried fruit, spices, and those other pure ingredients, giving it all the rich flavour of home-made mincemeat.

We offer you three grades:—

PEERLESS BRAND MINCEMEAT
BAKERS MINCEMEAT
STANDARD MINCEMEAT

Write us to-day for prices and particulars.

Special and preferred attention given mail orders.

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO
MONTREAL SYDNEY HAMILTON

Fish Foods

With the Smack of the Sea in Them

From the depths of the Atlantic come these delightful little sea foods to the counters and shelves of the Canadian grocery trade, later to be included in the order of every good housewife who appreciates quality at its very best.

When you open up a case of Connors Bros.' **Brunswick Brand** you can rest assured that every can in that case is filled with as toothsome and well-flavored a sea food as careful selection and scientific processing can produce. And when you offer a customer a can of **Brunswick Brand Sea Foods**, you know that its quality is certain to satisfy her and to bring her back for more. You know the various lines, do you not? Check off here any particular ones you are short of:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round tins)

Kippered Herring
Herrings in Tomato Sauce
Clams

Connors Bros. Limited

BLACK'S HARBOR, N. B.

Winnipeg Representative: Chas. Duncan & Son, Winnipeg, Man.

A BIG ADVERTISING CAMPAIGN IN PROGRESS

Booklets,
House to House Distribution
Posters
Press Advertisements
Money Prize Schemes
Store Advertising

This big campaign is covering nearly the whole of Canada, and should mean more dollars for you.

We intend to make bigger sales than ever before. Help US and you will help YOURSELVES. Have your stocks ready. Let your customers know you keep this popular beef-food. Take advantage of the universal demand and get your share of the trade.

OXO CUBES

THE BEEF CUBES THAT SELL

OXO LIMITED

Montreal - Toronto - Winnipeg

ROYAL ACADIA SUGAR

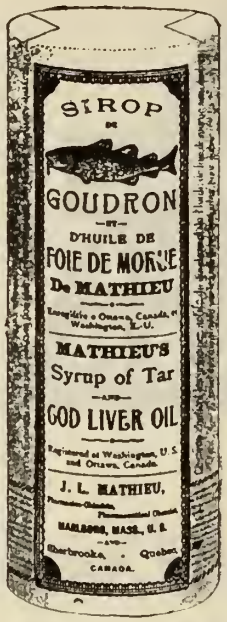
The Good Quality Never Varies

"Every Grain Pure Cane" is the real, concise description of Royal Acadia Sugar. Recommend it to all your customers--it will certainly give satisfaction.

Sold in 2 and 5-lb. cartons, 10, 20 and 100-lb. bags, half-barrels and barrels.

Acadia Sugar Refining Co., Limited

Montreal, Que., Halifax, N. S.



Mathieu's Syrup of Tar and Cod Liver Oil — a splendid body builder.

A Highly Profitable Side-line that is a steady Winter Seller

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

The season for Colds, La Grippe and Influenza is here again and your customers will be looking for a reliable cough remedy that can be depended upon. Why not offer them Mathieu's Syrup of Tar and Cod Liver Oil, the nationally known cough remedy that has won confidence and praise wherever it has been sold? This Mathieu remedy possesses no injurious or habit-forming drugs and its profit margin is excellent.

Try Sample Order

J. L. MATHIEU COMPANY

PROPRIETORS

SHERBROOKE, QUE.

ANNOUNCING ARRIVAL
FIRST CAR

Stripes Brand

Florida Grape Fruit

This brand of Grape Fruit is the finest in quality, pack and general excellence coming to Canada.
Cases weigh 10 to 15 lbs. heavier than ordinary brands.
If you once try this brand you will have no other.
A steady supply available throughout the season.

Exclusive Handlers in Ontario

WHITE & CO., LTD.,

TORONTO

Wholesalers in Fancy Fruits

APPLES

Get our quotations before you purchase

GEORGIAN BAY FRUITS

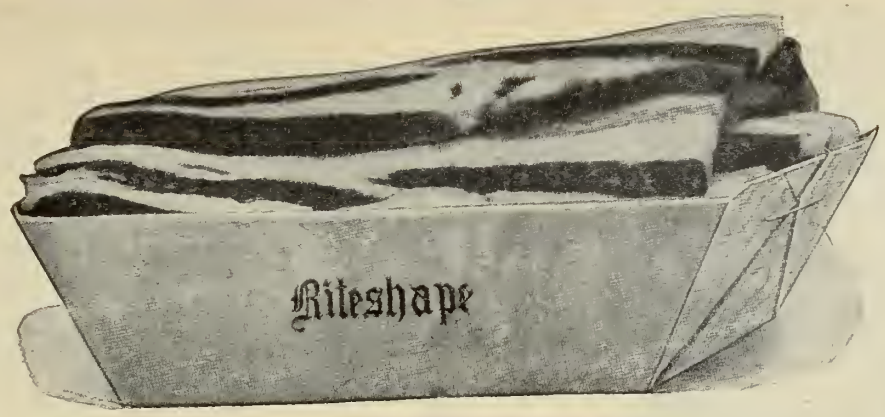
Before you place your order for your apple requirements for winter use it will pay you to get our prices. You'll find them most reasonable and our service and delivery all you could desire.

Georgian Bay Fruits are well known for their fine quality and flavor. You can count on them to please your customers. Write us.

LEMON BROS.

Owen Sound, Ontario

Fruit, Produce & Commission Merchants



Bacon Looks Best in a "Riteshape"

AND so does butter, lard, fruit, fish—in fact most every food product you sell in bulk looks its very best when served in a Riteshape. But it not only looks better—it KEEPS better. No odor, no contamination, no waste. And here's another thing—you can do up average quantities—such as half-pounds, pounds and two pounds all ready for serving quickly when the rush comes. The Riteshape certainly does save your goods, your time and your money besides giving you the best opportunity for tasty displays. The Riteshape is made in all sizes from ½ lb. to 10 lbs. Each dish carefully examined and warranted perfect.

WRITE FOR SAMPLES AND PRICES

The Victoria Paper & Twine Co., Limited

430 Wellington Street West, Toronto

Sole Canadian Wholesale Distributors for the manufacturers—THE OVAL WOOD DISH COMPANY, NEW YORK

The new macaroni "Tasty Cuts"

Tasty cuts is delicious, superfine macaroni cut in convenient lengths.

It comes in attractive cartons wrapped in wax paper which keeps it fresh and crisp in any climate.

Made in our new modern plant and dried by electricity, it has a flavor all its own.

The contents of one package provide a delicious dish for a family of five.

10c. per package Retail

Get it from your jobber or write direct

Dominion Macaroni Company Limited

Sales Office: HAMILTON - ONTARIO

"DOUBLE CREAM" CUSTARD *is different* to ordinary Custard Powders.

Thousands of Dollars have been spent in perfecting this delicious dessert, until to-day, we are happy to say, it is so good, so delicious and creamy, **that it makes you want to begin dinner with dessert instead of Soup.**

Made in a few minutes—a different way for every day. (No eggs required.) Simply Milk and Sugar and the Double-Cream Powder—Boil 10 Minutes—and it is ready to serve.

Inexpensive and Economical, for when you stop to think that a 20c Tin will make 6 Pints of Delicious Creamy Custard—then what on earth will equal it for economy?

Made in four flavors

Vanilla----Almond----Lemon----Standard

Packed in 6 oz. and 16 oz. Tins for store trade and in 10 lb. Tins and 200 lb. Barrels for Hotel, Mining Camp and Lumbering Trade.

It is grand value for the consumer and shows the retailer a handsome profit.

No Home Should Be Without It

SOLD BY THE BEST AND LEADING WHOLESALE GROCERS FROM WINNIPEG TO VANCOUVER.

Mail your order for 1 Case of 6 oz. Tins and 1 Case of 16 oz. Tins.

To THE HARRY HORNE CO., Limited, TORONTO, ONTARIO.

and mention the name of your Wholesale Grocer, and you will receive shipment without delay.

INDEX TO ADVERTISERS

A

Acadia Sugar Refining Co. 43
Adsco Products Co. .. . 10
Aird D. M. & G. A..... 10
Albert Soaps, Ltd. 12
Amorosi & Maligodi ... 12

B

Bain & Co., Donald H.. 6
Bowser & Co., Ltd., S. F. 4
Blackburn, R. C. 9

C

Wm. Cane & Sons Ltd. 5
Clark Limited, W... .. 1
Clay Glover H. Co., Inc. 13
Colman-Keen (Canada Ltd.) 16
City Dray Co., The 8
Colville Co. 8
Connors Bros., Ltd. .. . 42
Connecticut Oyster Co. —Front Cover

D

Davies & Co., Wm. Ltd. 41
Dayton Scale Co. ..... —Back Cover
Dominion Canners, Ltd., B. C. 45
Duncan, C. & Son 6

E

Eddy, E. B. Co., Ltd. .. 4
Estabrooks Co., Ltd., T. H. 15
Eureka Refrigerator Co. Limited 5

F

Farley-Myers, Ltd. 6
Frost Moorman & Co. .. 9

G

Gosse-Millerd Packing Co., Inc. 13

H

Hamblin-Brereton 9
Hanson Co., Ltd., J. H. 10
Harry Horne & Co., Ltd. 46

K

Keens Colman Ltd. 12
Kiwi Polish Co. 11

L

Lachaine, Geo. D. 10
Lake of the Woods Milling Co., Ltd. 2
Laporte Martin Ltd. ... 3
Lemon Bros. 44
Langley Harris & Co., Limited 9
Liberty Packing Co., Regd. 44

M

McLaughlin, J. K. 9
Mackenzie & Co. Ltd. W. L. 6
Macdonald Reg., W. C. Inside Front Cover
John MacKay & Co, Ltd. 3
MacKintosh Toffee Co. 40
Mann & Co., C. A. 9
Maple Tree Producers Association, Ltd. .. . 12
Mathieu J. L. & Co., Ltd. Ltd. 13

N

National Licorice Co. .. 12
New Brunswick Potato Exchange Co. 47

O

Oakey & Sons Ltd. Jno. 10
O'Donnell & Co., John J. 9
Oval Wood Dish Co. .. 45
Oxo Limited 43

P

Purnell & Panter 8
Patrick & Co., W. G. ... 9
Pennock & Co. H. P. ... 7

R

Red Rose Tea 15
Robertson Murphy Ltd. 47
Robinson Patent Barley. 16
Ross Can Co. 47

S

Saxonia Fruit Co. 5
Scott-Bathgate Co. Ltd. 8
So-Clean Ltd. 47
Soper, E. N. & W. E. .. 9
St. Arnaud Fils Cie ... 10
Stickney & Poor Spice Company 5

T

Tippet & Co., Ltd. 10
Toronto Pottery Co. Ltd. 47
Toronto Salt Works ... 47
Trent Mfg. Co. 47

V

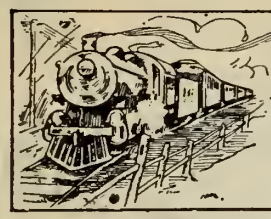
Victoria Paper & Twine Company 45
Vogan's Ltd., ... 15

W

Watson & Truesdale .. 7
White & Co. 44
White, Cottell's 47
Williams Storage Co. .. 7
Wiley, Frank H. 6
Walter Woods Ltd. 10

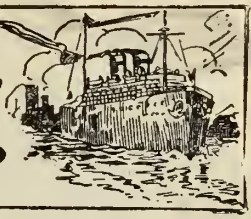
Y

Yorke, Geo. G. 9



BUYERS' MARKET GUIDE

Latest Editorial Market News



TEA POTS,
MIXING BOWLS
And other lines of Rockingham and Cane Ware.
Special price on Crate lots.
The Toronto Pottery Co., Limited
Toronto - Canada

We are now located in our new and more spacious warehouse at
60-62 JARVIS STREET
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS, GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, an enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

CALIFORNIA RAISIN CROP SMALLER

The California Associated Raisin Company estimates the 1921 crop of raisins to be 127,805 tons, which is nearly 48,000 tons short of last year. Half is Thompson's (natural), 50,000 muscats, 13,250 sultanas and balance other varieties. They report big orders being filled for England including more than 1,200 tons of Thompson's seedless last month and 10,000 cases of seeded package goods.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

Advertising Balloons
There is no surer way of getting your message or slogan right into the homes. Effective yet inexpensive. Trade marks, special designs and any wording can be imprinted.
Robertson & Murphy Limited
247 St. Paul St. West, Montreal

Say You Saw It In Canadian Grocer, It Will Help To Identify You

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

J. & J. Taylor's Safes

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor safe 18 inches deep, two feet 9 inches wide. four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer. 153 University Ave., Toronto

FOR SALE

VANCOUVER, B.C. — FOR SALE, STORAGE Warehouse in centre of City, with Trackage, also well established Truck and Dray business. Can be sold as a going concern or each separate. Apply Box 120, Canadian Grocer, 153 University Ave., Toronto., Ont.

SPECIAL SALE — SHOWCARDS, PRICE tickets. M. Moorby, Newmarket, Ont.

AGENTS WANTED

JOHNSTON BAIRD & CO., PICKLE AND Sauce Manufacturers, Glasgow, Scotland, experienced in export packing, desire up-to-date agents in the various provinces of Canada. State experience and references.

WANTED—BY A SALESMAN WITH ESTABlished connection with wholesale and retail grocery trade of Nova Scotia, one or two good lines on commission basis. Only reputable houses with a saleable proposition considered. Address P. O. Box 112, Windsor, Nova Scotia.

POSITION WANTED

GROCER WHO SPENT SEVERAL YEARS BEhind the counter wants position as clerk in Toronto store or wholesale warehouse. Not afraid of work and can give best of references. Apply Box 130, Canadian Grocer, 153 University Ave., Toronto.

WANTED

WANTED — ELECTRIC COFFEE MILL WITH peanut butter attachment to buy at best cash price. Engeland & Son, Milverton, Ontario.

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to nearest office. The offices are: 314 Carter Cotton Bldg., Vancouver; 901 Confederation Life Bldg., Winnipeg; 153 University Ave., Toronto; and Southam Bldg., 128 Bleury St., Montreal.

CANADIAN GROCER
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Cheque Enclosed is Money Order for $4 (four) dollars for 52 copies, one each week.

Name .....
(Write plainly)
Address .....
(Write plainly)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $6 a year; single copies, 25c., in advance.

Send for a Sample Copy today!
We shall be pleased to hear from you.

The careful opinions—backed by solid facts,—the accurate news and the weekly market reports that appear in the FINANCIAL POST are your sure guides to the knowledge that means safety to your investments. THE FINANCIAL POST,
143-153 UNIVERSITY AVE., TORONTO

What the retailer displays attractively, he sells. Your goods in his Christmas window is one of the best advertisements you can get.

These Windows Create Business

MANUFACTURERS who can get their goods included in the window display of a good dealer, do not have to wait for the consumer to specify their products. Eighty per cent. and more of the customers of the best Canadian merchants, depend upon "the family grocer" to sell them satisfactory foods. They buy the goods they can see, the goods that are shown in the window and on the counter.

The Power of Suggestion Is a Big Factor In Getting The Retailer's Co-operation

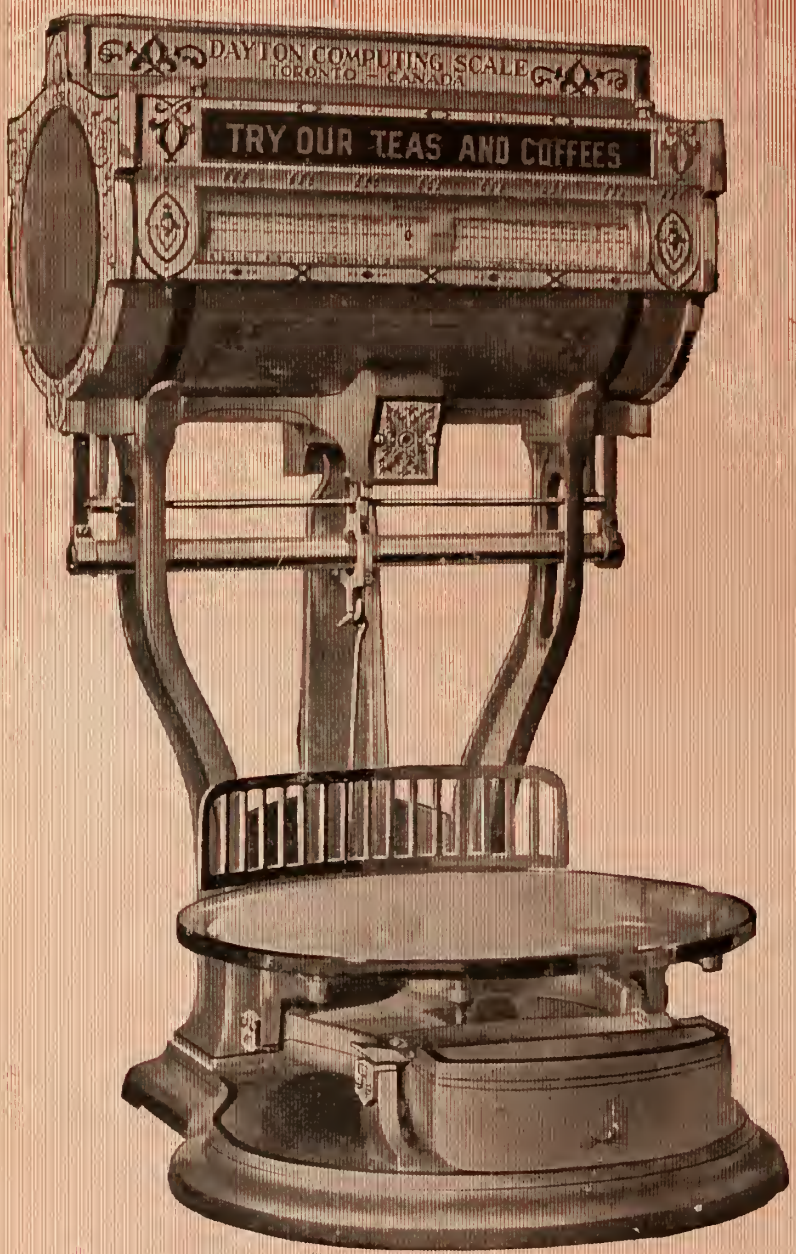
Show the merchant how your goods fit into his Christmas displays. 6,000 of the best grocers in Canada—readers of Canadian Grocer—will soon be making their greatest effort of the year. The clerks particularly need your help. Give them this information in the **"Christmas Selling Issue"** of December 2, coming out just at the time they are planning the Christmas displays. There will be practical articles in this issue on dressing windows, preparing Christmas advertisements for the local paper, selling Christmas goods, etc. It will be a splendid issue for your announcement. Last form closes Tuesday, November 2?

Canadian Grocer

Southam Bldg., 128 Bleury St., Montreal.
901 Confederation Life Bldg., Winnipeg.

153 University Avenue, Toronto.
Carter Cotton Bldg., Vancouver.

Here's the answer:



Behind it—30 years of successful scale-building

Dayton Scales from tip to tip are constructed on tried and tested scientific principles. Here are a few of the many exclusive features which explain why the Dayton is "The Big Thing in a Million Stores": Ball-bearings; adjustable feet; thermostat; overhead check; interchangeable advertising signs.

TIME and again we've been asked: "Why is the Dayton the highest priced scale in the world?"

Over and over again, we've given the answer: "Because it's the best in principle and construction."

Dayton policy stands for QUALITY—the best product that the best workmanship can turn out. If a better scale could be built we would be building it—and the cost would be an afterthought.

A million Dayton users can tell you why the highest priced scale in the world is the cheapest scale in the end.

The improvement in Dayton products, Made in Canada, is shown from figures of our Engineering Departments and other cost data to be 30 per cent. in workmanship, materials and design, in addition to the advantages proceeding from Canadian patents that make the Dayton scale stand out with the features unknown on any other scale in the world.

HERE IS THE ANSWER—The sale figures of Dayton scales this year to date, show a healthy increase over last year notwithstanding the great change in business conditions. This is proof that the merchant realizes where he gets the best value, for after all, the prerogative is always in the buyers' hands.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

Frank E. Mutton, Vice-President and General Manager. HEAD OFFICE and FACTORY—Royce and Campbell Avenues, Toronto.
For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. Johns, Nfld.
Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

FEATURING—SELLING CHRISTMAS GOODS.

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV PUBLICATION OFFICE: TORONTO, ONT., DECEMBER 2, 1921 No. 48

Canadian Toy Dirigible—The Wonder Toy of the Year!

Marvelous Christmas and All Year 'Round Seller

Size: 26" long
8" deep
Sells on Sight

Retails
25c.
Looks Like
a $5 Toy

MAKE QUICK, EASY PROFITS

IDEAL LINE FOR CHRISTMAS

Toy Dirigibles--- Just inflate one, hang it up and watch them sell! Each dirigible is in an individual envelope (with simple directions for assembling) ready to hand customer. No time lost in talking, selling or handing them out. They take practically no room. Price $2 per dozen. (10% discount on dealers' orders for one gross or more. See special offer.)

15c. & 25c. Transparent Envelope Packages--- A neat little counter display stand is supplied free with first order. These packages are splendid value, wonderful sellers and repeaters. Price: 15c. size, $1.20 per dozen; 25c. size, $2 per dozen. (10% discount on dealers' orders for one gross or more. See special offer.)

"Mohican" Christmas Boxes-- Fancy Holiday packages retailing at 50c., 75c., and $1. (Price: $4, $6, and $8 per dozen. 10% discount on dealers' orders for one gross or more. See special offer.) Each box contains excellent value in assorted styles and sizes, including attractive picture balloons, squawker and valve numbers. Every family will want several boxes for Christmas and New Year's.

Mammoth Decorating Balloon--- Inflates to nearly fifty inches circumference. Has picture of Santa Claus and words "A Merry Christmas" imprinted. Each in an individual Christmas envelope. Price $2 per dozen. (10% discount on dealers' orders for one gross or more. See Special Offer.)

SPECIAL INTRODUCTORY OFFER:

As a starter we will supply a one gross opening order assorted—Airships, Envelope Packages, Christmas Boxes and Mammoth Decorating Balloons—at 10% discount. This offer applies only to first and immediate orders, our regular terms being 10% discount on orders for one gross or more of each item.

3% additional discount for cash with order. Regular terms Net 30 Days.

ROBERTSON & MURPHY LIMITED,

245 St. Paul St. West
MONTREAL.

REPRESENTATIVES:—F. D. Cockburn & Co., 149 Notre Dame Ave. E., Winnipeg, Manitoba, Saskatchewan and Alberta. Geo. Holden, Ltd., 929 Standard Bank Bldg., Vancouver, British Columbia.

The Sweet "Buy and Buy"

It is as music to the MACDONALD dealer's ears that the demand is becoming more and more insistent for the tobacco with a heart. Men are buying MACDONALD'S because they know it is good tobacco and because it is the best value for the money. The MACDONALD demand is permanent—assured. The advertising appearing everywhere is constantly creating new users of MACDONALD'S. You can turn their steps to *your* store by keeping the MACDONALD Brand well displayed, and always in stock. And you couldn't find any other line so profitable for you to push as "the tobacco with a heart."

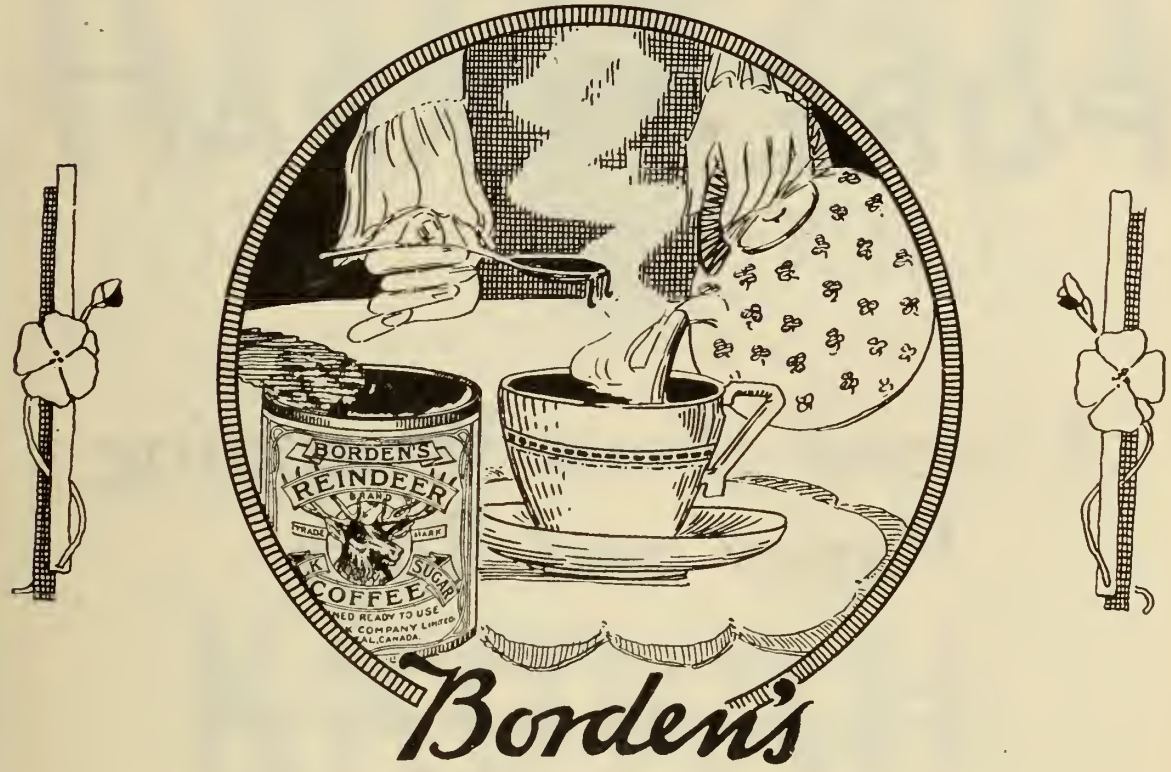
The Tobacco with a heart

MACDONALD'S

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
Chocolate Flavor Malted Milk



Borden's Reindeer Coffee

with Cream and Sugar

Here is a popular **Borden** product that will prove a big seller this winter. By simply adding boiling water, a cup of the most delicious coffee can be instantly made—no sugar or cream is required because they're both in the coffee. Does away with the old-fashioned coffee pot and percolator, and its great convenience, wholesomeness and economy have won great favor with housewives everywhere.

Instantly appreciated by the thousands who sampled it at the Canadian National Exhibition.

Now is the time to feature it prominently, and by suggesting its handiness to every customer you will find this big seller will reap you splendid returns. Your jobber sells it.

Each day sees its Popularity widening

MONTREAL **The Borden Co. Limited** VANCOUVER

WAYAGAMACK PURE KRAFT

A word about Wrapping Paper and Bags

According to Shakespeare
"The Apparel oft proclaims the Man"

It is equally true that the appearance of a parcel often indicates the standing of a merchant. An inferior quality of paper or paper bag creates a bad impression amongst customers, especially if the parcel should arrive at its destination in a damaged condition, which is so often the case where inferior grades of wrapping paper and bags are used.

The best is always the cheapest in the end. As a wrapping paper

Wayagamack Pure Kraft

is unrivalled. It is fifty per cent. stronger than other qualities of paper and bags of equal weight and consequently is cheaper. This can be easily proved through practical demonstration by the wholesaler from whom you obtain your supplies. There are, of course, imitations, therefore when ordering wrapping paper, bags, envelopes, notion bags, etc., always insist on being supplied with

Wayagamack Pure Kraft

which means

Strength and Security

"KKOVAH"

OUR GOODWILL

and your goodwill are built up on giving satisfaction. We will not endanger our goodwill by supplying inferior goods. Will you?

"KKOVAH" CUSTAR D

Merits your attention. Your customers demand the best.

MANUFACTURED BY

SUTCLIFFE & BINGHAM LTD.

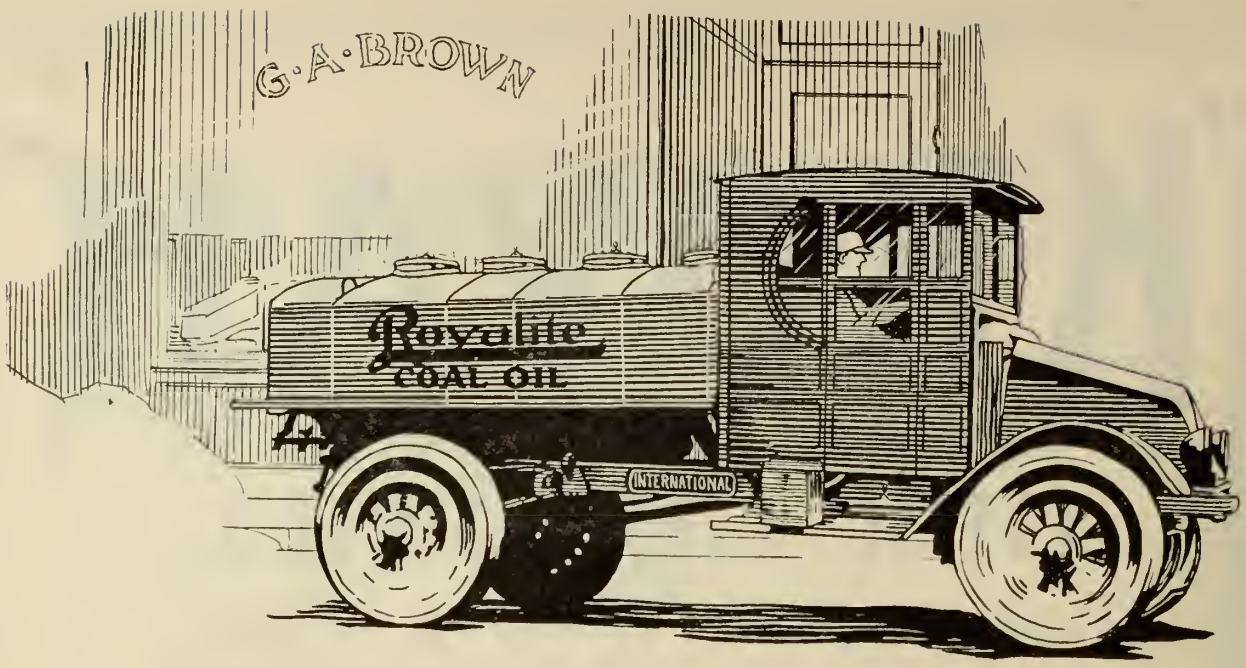
Toronto, Ont. **Manchester, Eng.**

DISTRIBUTED IN CANADA BY

LANGLEY, HARRIS & COMPANY, LIMITED

Winnipeg **TORONTO** **Montreal**

From whom prices and particulars can be obtained



Loads of Profit—

Practically every customer who enters your store is a prospect for the sale of Imperial Royalite Coal Oil for at least one of its many uses. That's why the Imperial tank wagon which stops regularly at your door brings loads of profits.

It is the natural tendency for people to buy everything they can at one store and more often than you think coal oil is the **staple** that is the cause of a customer buying exclusively from you. Stock Imperial Royalite Coal Oil and you take advantage of this fact.

No coal oil you might handle will give the satisfaction that Imperial Royalite does. It is the most economical, dependable coal oil on the market. You cannot sell a better oil at any price—yet it is lower in cost than most others.

Imperial Branches and warehouses at convenient distributing centres throughout Canada insure prompt delivery and ample supplies at all times.

'Phone our nearest branch and ask to have the Imperial tank wagon call.

IMPERIAL Royalite SAFEST AND BEST COAL OIL

IMPERIAL OIL LIMITED

Canadian Company—Canadian Capital
Canadian Workmen

CLARK'S PORK & BEANS

are well known to you, Mr. Grocer, and they are also well known to your customers. Their purity, reputation and economical price make them

QUICK SELLERS

and this, coupled with a good margin, makes them a very profitable line for you. Look over the CLARK list mailed to you for "Other Good Things."

MADE IN CANADA— BY CANADIANS

What *you* want—

is PROFITS and customer good will. That's why you'll find it profitable to *push* PALMOLIVE SOAP.

Records will *prove* that PALMOLIVE is the best selling toilet soap on the market. And they will prove that it is the best satisfaction-builder, for satisfaction is the result of a service well rendered, and PALMOLIVE SOAP is prized for its quality, as well as its modest price.

It is only our tremendous volume of production which makes possible the low price at which PALMOLIVE SOAP is sold. Produced in small quantities it might easily cost five times as much.

Its selling qualities are a combination of high quality and sustained, intelligent selling effort.

We are making the same drive in Canada that has made this soap a household necessity in the States.

Powerful, dominating, convincing advertising is running in a sustained campaign in all important newspapers in Canada. It is being advertised to YOUR customers. This intensive newspaper advertising we support with beautiful magazine advertising, illustrated by the leading artists of the country. And, in addition, we are using artistic posters on billboards.

Everything that years of advertising experience has taught us we are bringing to bear to build up YOUR sales.

PALMOLIVE SOAP is a toilet necessity which gives satisfaction. Containing the finest olive and palm oils it is a soothing, delightful and refreshing necessity of the bath and toilet. Its rich, creamy, abundant lather enters the pores and cleanses them with healing effect. It is a soap so delicate, so efficient that it is used in preference to soaps many times more expensive.

There is PROFIT FOR YOU in pushing PALMOLIVE SOAP. Ask your wholesaler's salesman for our special price list and learn how you can *multiply profits* by pushing this soap.

Ask any wholesale grocer's salesman!

THE PALMOLIVE COMPANY OF CANADA, Limited
Toronto, Ont.

Made in Canada

1416

Kolacafé

REG'D.

Thirty delightful cups of coffee made instantly for 30 cents.
It is the pure essence of Blue Mountain coffee, English chicory, and Kola Nuts, with a flavour all its own.

Your Wholesale Travellers

They know ALL about it.

"**Kolacafe**" is a winner where-ever introduced. It shows a good profit to the Retailer. Order **1** dozen from your Traveller and recommend it to your friends. They will like it and ask for more. **It's good,**
AND IT'S SCOTCH

Agent for Ontario:

George G. Yorke
WHOLESALE GROCERY BROKER
40 Adelaide St. West, -:- TORONTO

John Mackay & Co., Ltd.

Edinburgh - Cupar - Glasgow

PANCAKES ARE NOW BEING SERVED .....

The pancake season is now in full swing and good corn syrup will be much in demand. If you want to insure faster sales and steady repeats it will pay you to sell

BEE HIVE CORN SYRUP

BEE HIVE
BRAND
WE GUARANTEE THIS SYRUP TO BE PURE & WHOLESOME
IT CONTAINS 90% PURE CORN SYRUP AND 10% PURE CANE SYRUP
ST. LAWRENCE STARCH CO. LIMITED
MANUFACTURERS
CORN SYRUP
FOR TABLE USE

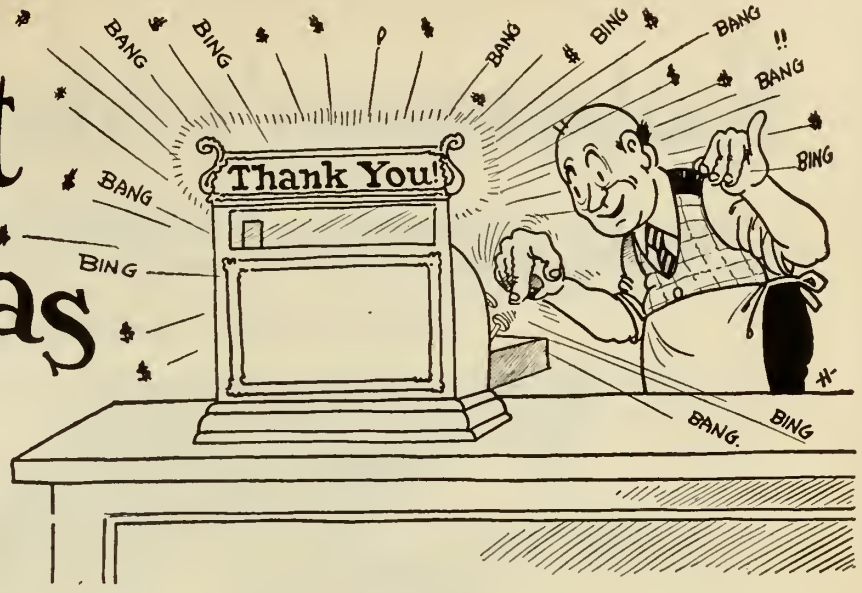
...the old established Favorite.....

BEE HIVE SYRUP is known and preferred from coast to coast by quality seekers. Its long established reputation for unusual flavor and high standard quality makes selling talk unnecessary. Just let your customers know you sell it. Many merchants find that a pyramid display in their windows with a card suggesting its many uses, such as a spread for bread, for making Xmas candy, for desserts, for conserving sugar, etc., greatly stimulates sales. Why not try it?

St. Lawrence Starch Co. Limited

PORT CREDIT, ONT.

The Merriest Christmas Bells



The New Navel Orange Crop

Will Help You Ring Them

Soon and Often

The latest reports on the new California Navel Orange Crop indicate that there will be a liberal supply of good fruit for all markets.

There will be an abundance of the medium and small sizes—200's, 216's, 252's, 288's, 324's—the same sizes which have been plentiful this past season. The quality is excellent.

Oranges yielded retailers a satisfactory profit this past year when other lines sagged. This year's big crop offers even greater opportunities.

There will be plenty of oranges, not only for Christmas, but for the weeks before Christmas as well.

The greatest profits will come to merchants who start their winter orange business early by buying now and pushing oranges actively during the weeks preceding Christmas. The oranges you sell now will not only show you an immediate profit, but they will stimulate the orange business you will do at Christmas time—and later.

Some merchants, in the past, bought three boxes of oranges for their Christmas trade and saved those three boxes for Christmas.

Those same men by pushing oranges before Christmas can sell a box a week in the three weeks before Christmas and because they have stimulated their orange business will probably sell five boxes at Christmas.

They take a profit on eight boxes during the Christmas period instead of three.

You can make this business profitable if you want to. Just try pushing oranges, starting today, and see the results for yourself.

Window Displays Will Help

Don't forget to use a supply of this cheerful, bright-colored fruit in connection with your Christmas window displays. A Christmas window would not be complete without oranges and they will help increase your sales.

Ask us for the decorative display material which you will want for your Christmas windows. Fill out the coupon and send it at once so that we may send the material to you in ample time.

California Fruit Growers Exchange
Dealer Service Department
Los Angeles, California

California Fruit Growers Exchange,
Los Angeles, California.

Send me the following material for my Christmas windows. (Check the items you want.)

☐ Sunkist String ☐ Sunkist Card Set ☐ Sunkist Cloth Banner

Name.....

Address.....

City..... Province .....

Robertson's Marmalades

There are hosts of Retail Grocers throughout Canada, who for many years, had been accustomed to order their supplies of

ROBERTSON'S MARMALADES

from their wholesale. The war came and the old reliable friend disappeared for a time from the accustomed place on their shelves, but now

ROBERTSON'S MARMALADES

are coming back again to stay, and will ask the grocer for their old place on the shelf which they used to occupy.

ROBERTSON'S MARMALADES

have three good friends, namely, the Wholesale Traveller, the Retail Grocer, and the Public. Why? Because,

ROBERTSON'S MARMALADES

are in a class by themselves, always reliable, they move rapidly from off the grocer's shelf and are carried off in the hands of discerning and satisfied customers.

All Marmalades packed by

MESSRS. JAMES ROBERTSON & SONS,

LIMITED,

PRESERVE MANUFACTURERS,

PAISLEY, - SCOTLAND

will be on sale from the Atlantic to the Pacific as formerly.

SELLING AGENTS:

L. A. MacNab & Co.,
City Club Buildings,
St. Johns, Nfld.

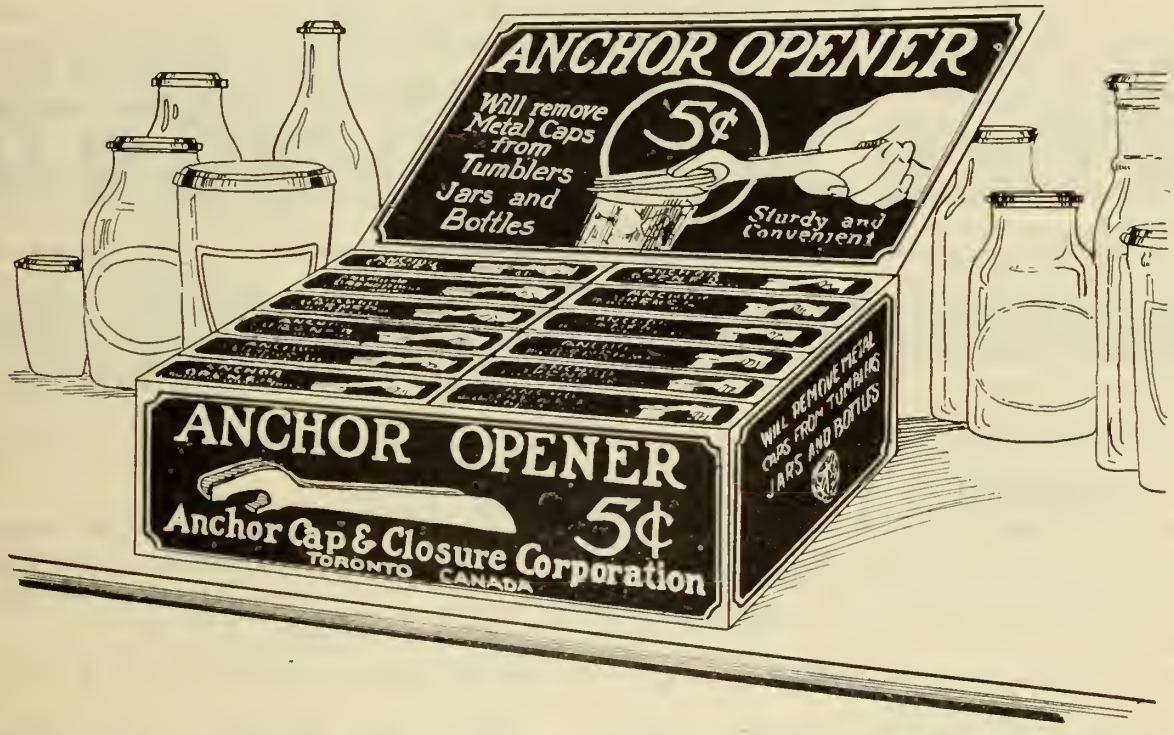
C. L. Marshall & Co.,
Gooderham Building,
Front St., Toronto.

The Smith Brokerage Co.,
St. John, N.B.

J. W. Gorham & Co.,
Simpson Building,
Halifax.

C. & J. Jones, Winnipeg, Western Agents, including B.C.

Many "live" grocers are making big "DOUBLE PROFITS" with this display



Put this attractive "Anchor Opener" Display Carton in your windows or on your counters and surround it by an effective group of "Anchor Sealed" Products. A display like this will not only speed up your sales of Anchor Sealed goods, but will also sell many boxes of these handy, ingenious openers, on each of which is **a profit of 50%.** Repeat sales and reports from grocers all over Canada show that **Anchor Openers** are filling a long felt want since they quickly remove Anchor Caps without fuss, muss or trouble.

Fill out coupon at once and get up a similar display. Other grocers are getting these big **"double profits."** Why not you?

Anchor openers are packed in handsome display cartons each containing three dozen openers in individual containers. These cartons cost you $1.20 net and you sell each opener for 5c which gives you a profit of 60c on each carton.

Anchor Cap & Closure Corporation

275 Wallace Ave., Toronto.

MAIL THIS TO-DAY

Anchor Cap & Closure Corporation
275 Wallace Ave., Toronto

Enclosed find (P.O.) (money order) for $.....

for which (express) (mail) me..... cartons of Anchor Openers.

NAME .....

ADDRESS .....

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

FARLEY MYERS LTD.
Manufacturers Agents' and Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

DONALDSON PHILLIPS AGENCIES LTD.
744 Hastings West. VANCOUVER Cable Address "LIVEWIRE"
MERCHANDISE BROKERS, IMPORTERS, EXPORTERS
Canned Salmon, Nuts, Dates, Seeds, Cocoa-butter, Cereals etc.

S. G. FREEZE
Manufacturers' Agent & Merchandise Broker
Agencies solicited
Satisfactory representation guaranteed
806 Herald Bldg., Calgary, Alberta

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

The advertiser would like to know where you saw his ad.—tell him.

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

CAN GIVE YOU

SERVICE

and by **service** we mean we give our principal's account **preferred attention** in every respect; **we** have a **sales organization** second to none; **exceptional warehouse accommodation** at all points, along with the **financial responsibility** which means much to the **manufacturer** who wants some guarantee of **stability** from their representatives.

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER, MONTREAL.
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

WILLIAMS STORAGE LIMITED

W. R. WILLIAMS, PRESIDENT AND MANAGER

The Largest Storage, Distributing and Forwarding House in Western Canada

Concrete and Steam-Heated Warehouses - Excellent Track Facilities

LOW INSURANCE

"SERVICE" is Our Motto - WINNIPEG

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

Now is the Time to Buy—don't wait.

Consult these Advertising Pages.

Our Advertisers will *save* you Money—buy now.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Ship Your Goods to the Well Known Firm of H. L. Perry Co., Limited, Storage (Free and Bond.) Distributing and Assembling of Pool Cars Our Specialty

COMMISSION DEPARTMENT

Coupled with the above service, we have a Commission Department with a competent staff, operating throughout the entire West.

This department will execute any buying or selling commissions for you.

This Combination of Departments offers a service that is unique.

THE H. L. PERRY CO., LTD.
214 Princess St. - WINNIPEG

½ million buyers see an advertisement similar to this every week. Display the Tea.
The Codville Company Ltd.

5

Storage and Distribution

Winnipeg

Insurance 30c

We operate the largest fleet of motor trucks in

Western Canada

Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

The City Dray Company

LIMITED

Frost and Wood Building,
Cor. Pacific and Princess Streets.

Track P. 18 **Winnipeg**

A CANADIAN made PRODUCT

Tid-Bits

THE ULTIMATE MACARONI PRODUCT

MADE IN CANADA BY
THE COLUMBIA MACARONI CO. LTD
LETHBRIDGE ALBERTA

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

Merchandise Brokers — Manufacturers Agents
WE COVER CANADA
LOGGIE, SONS & CO.
32 Front TORONTO — St. West CANADA

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

George G. Yorke
40 Adelaide Street West, TORONTO
Agent for -
Joseph Travers & Sons Ltd.
London Eng.
The largest and oldest Wholesale Grocers in the Empire.

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

R. C. Blackburn & Co.
MANUFACTURERS' AGENTS AND MERCHANDISE BROKERS
60 Front St. West
TORONTO

J. R. Wilson & Company
BROKERS
EXPORTERS IMPORTERS
Dried Fruits--Food Products
27 Wellington Street, East
TORONTO, CANADA

D. W. Clark & Sons
248 Avenue Road
TORONTO
Grocery Brokers and Commission Agents
We invite correspondence from Domestic or Foreign manufacturers who desire to secure proper distribution.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Standard Goods Win Abiding Trade

Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143

ST. ARNAUD FILS CIE.

GROCERY BROKERS

Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

GEO. D. LACHAINE

Manufacturers' Agent and Commission Broker Representing:

The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N. S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P. Q.
Over 30 years in Business. Best references and Connections.
18 Dalhousie Street, QUEBEC.

TIPPET & CO., LIMITED

Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

ADSCO PRODUCTS CO.

Covering Quebec Province, 15 travellers. Are in a position to market Food Products. If you are requiring distribution get in touch with us.

Adsco Products Co.
581 St. Paul St. West. MONTREAL
Telephone Main 3726.

The Advertisers would like to know where you saw their advertisements—tell them.

Be Sure you Ask Your Jobber for

Dominion Spring Clothes Pins

Manufactured by

The J. H. Hanson Co., Ltd.
MONTREAL

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.
Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

Xmas Pudding

YOU can greatly increase your Xmas business by taking orders for our Xmas puddings. We will gladly send you a sample pudding from which you may make sales. Our pudding is the finest made in Canada and is sure to please your most particular customer. Write us at once for our price list, order forms and advertising. advertising.

D. M. & T. A. Aird
180 LEGAUCHETIERE ST. E. MONTREAL

WALTER WOODS LIMITED

BROOMS, BRUSHES, BASKETS, WOODENWARE, WILLOW WARE, GROCER SPECIALTIES

HAMILTON - WINNIPEG

"And Tom Smith Sells Good Paint!"

He was a bit surprised at first to find Paint and Varnish displayed in Tom Smith's General Store. But when he discovered that Smith could meet every requirement in this direction with such a reliable line as Elastica he just naturally decided to give Smith his paint custom in addition to his regular trade.

Here is extra business, for every General Merchant—good money-making extra sales and profits to be had with little effort. **Your** customers buy in **your** store. Why not get their paint and varnish business also? Logically it is yours and it **will** be yours if you stock Elastica.

TRADE ELASTICA MARK.

The Complete Line of Paints and Varnishes

May we show you the possibilities of Elastica as part of your regular stock in trade? Detailed information will be mailed you promptly on receipt of post card request.

"Save the surface and you save all" Paint & Varnish

INTERNATIONAL VARNISH CO. LIMITED.

Montreal Winnipeg TORONTO Halifax Vancouver

1921 DRIED FRUITS

LAST CALL !

More than ever it is important that you should not miss a single sale, because of lack of stock. The size of your order does not matter, we will send along your requirements, large or small, without delay.

We have a most complete stock of Dried Fruits and Nuts, priced moderately for the 1921 Crop, and we suggest that you get in touch with us immediately. Remember the Dried Fruit Market is on the upturn.

WE OFFER
1921 CROP OF DRIED FRUITS

Currants

Fine Filiatras Loose, cases 80 lbs. Choice Filiatras 50-16-oz. Pkgs.

Seeded

Sun Maid 36-15-Oz. Pkgs. White Ribbon 48-11-Oz. Pkgs.

Seedless

Thompson's Loose, 25-Lb. Boxes

Sultanas

Turkish Fancy 5 Crowns 36-15-Oz. Pkgs. Turkish Loose 5 Crowns 30-lb. boxes.

Muscatels

California 3 Crowns Loose, 25-Lb. Boxes. California 4 Crowns Loose, 25-Lb. Boxes. Malaga 3 Crowns Loose, 22-lb. Boxes

Table Raisins

Countess, Boxes, 20-1-Lb. Bundles; Duchess, Boxes, 20-1-Lb. Bundles, Duchess Boxes. 5½-Lb. Loose. Princess Boxes, 22-Lb. Loose. Empress Boxes, 20-1-Lb. Bundles. Windsor Boxes, 20-1-Lb. Bundles.

Prunes 1920 Oregons

30/40-40/50-50/60 in 25-Lb. Boxes. Very sound, at a special value.

Prunes 1921 Californias

All sizes from 30-40 to 90-100, in 25-Lb. Boxes.

FIGS

Smyrna, 4 Crowns, 10-Lb. Boxes; Smyrna 6 Crowns, 10-Lb. Boxes, Spanish Matts, 28-Lb. Boxes.

PEELS

Citron, Orange, Lemon, 10-Lb. Bxs. Wagstaff Cut Mixed, 36-1-Lb. Packages. Morton's 240-½Lb. Pkgs.

NUTS

Whole: Moyette, Marbot, Tarragona, Sicily Filberts, Pecans, Brazils, Peanuts, in 100-lb. Bags.

DATES

Dromedary 1920, 36-10-Oz. c-s. Excelsior 1920, 36-10 Oz. c-s.

EVAPORATED FRUITS

Apples, Standard 25-Lb. and 50-Lb. cases. Apricots Choice 1921, 25-Lb. Bxs. Apricots, Std. 1921, 25-Lb. Bxs. Peaches, Choice 1920, 25-Lb. Boxes.

BUY AT PRESENT LEVELS
WRITE FOR QUOTATIONS TODAY

Laporte, Martin Limitee

Wholesale Groceries, Provisions and Manufacturers

Grocery Dept.
584 St. Paul St. West.

Warehouse and Cold Storage:
25-29 William Street

Provision Dept.:
173 St. Paul St. East.

Telephone, "Main 3766"

Telegraph "Laporte"

For next summer's business you will need an economical, efficient and attractive refrigerator—**in fact, you need a Eureka Refrigerator!**

Can you do better than to install a Eureka Refrigerator?

Ask your friends who have a Eureka! They will tell you how good it is; how their waste is more than cut in two; how their ice bill is the smallest possible; how the Eureka stands up and gives the most satisfaction—and too, the Service they get from the Eureka Refrigerator Co., Ltd.

These are all real reasons why you, too, should have a Eureka Refrigerator in your store.

There is none better! We would like to prove this to your satisfaction in your store.

Write for free illustrated literature and prices.

We would ask you to remember our usual spring rush and place your order before it—and you will get real Service.

Eureka Refrigerator Co. Limited

HEAD OFFICE AND FACTORY - OWEN SOUND, ONT.

STICKNEY & POOR'S

RAPID COOKING

TAPIOCA

A Healthful, Nutritious Food that your customers will buy readily.

Put up in attractive one-pound packages.

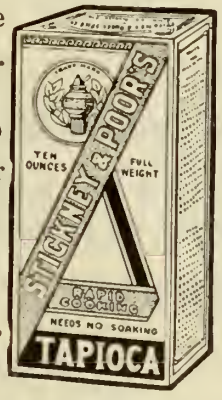
RAPID COOKING,

EASILY PREPARED

Suggest it to your customers.

Your co-operating servant,

"MUSTARDPOT"



STICKNEY & POOR SPICE COMPANY

1815 Century Old - Century honored 1921

HALIFAX

Mustards - Spices - Seasonings

"Saxonia Brand Fruits"

Packed in half and one-pound packages.

PRESERVERS OF

Candied, Glace, Crystallized and Drained, Citron, Lemon, and Orange Peels, Pineapple, Ginger, Assorted Fruits, Bigarreaux Cherries, Maraschino Cherries, etc.

Saxonia Fruit Preserving Co., Ltd.

Factory

First Avenue and Ernest St., Montreal, Que.

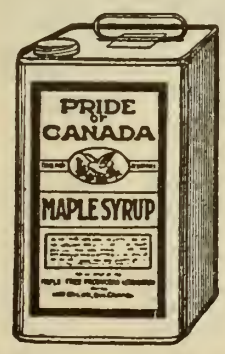
Sole Agents for Canada

The John T. McBride Co., Limited

189 St. James Street, Montreal, Canada

PRIDE OF CANADA

Pure Maple Syrup



Will please your most particular customers.

Guaranteed Absolutely Pure.

Have a good Stock on hand for the Winter Trade

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. Mackenzie & Co., 95 King St. E., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

IT will pay you to have a good supply of the big orange-wrapped boxes of

WESTON'S
ASSORTED
CHOCOLATE BISCUITS

For Your Xmas Trade

Something entirely new in biscuit confectionery. In the carefully packed pound boxes you will find the new

KREEMY AND FRUITIE CHOCOLATES

CHOCOLATE MACAROONS

CHOCOLATE MARSHMALLOWS and

CHOCOLATE SHORTBREAD

WESTON'S Profitable Xmas Biscuit Specialties

Noah's Ark—Every kiddie will want a box of biscuit animals.

Bonny Shortbread — No Xmas. is complete without the real Scotch Shortbread —Weston's is supreme.

Also
WESTON'S Ruffles and Many Other

GEORGE WESTON LIMITED
131 PETER STREET, TORONTO

If you have not seen Weston's fine Xmas lines, write us for full particulars. It will pay you.

. . . "The Taste Will Tell" . . .

NEARLY A THIRD OF A MILLION IN ONE WEEK

¶ For week ending November 19th, the sales were **312,866 pounds of "SALADA,"** or 39,156 pounds more than in the whole year of 1896. Many times during this year we have done more business in a single week than we did in the entire fifth year that "SALADA" was before the public.

¶ During the last three years the **tremendous** increase in the consumption of "SALADA" tea has made many people realize that the reward for **quality** and real service to the public is always just.

"You don't need to sell SALADA, it sells itself."

"SALADA"

TORONTO
MONTREAL
WINNIPEG
VANCOUVER

"The tea with the guarantee."

NEW YORK
BOSTON
DETROIT
CHICAGO

HARRISONS AND CROSFIELD, LTD.

IMPORTERS OF EASTERN PRODUCE

Coristine Bldg.
Import Dept.

Montreal
Telephone Main 6959

IMPORTATIONS
Enquiries Solicited
FOR
PEPPERS
ALL KINDS OF SPICES
TAPIOCAS
SAGOS
MILD COFFEES
COCOAS
Desiccated COCOANUT
Etc.

Head Office	Foochow	Brisbane	Allied	Quilon
London, Eng.	Singapore	Adelaide	Companies	Batavia
Branches	Penang	Perth		Bandoeng
Colombo	Kuantan	Wellington	New York	Tangjong
Calcutta	Jesselton	Auckland	Philadelphia	Baley
Calicut	Sandakan	Dunedin	San Francisco	Kuala Lumpur
Cochin	Melbourne	Christchurch	Shanghai	Medon
Tangier	Sydney		Hankow	Kobe

Still the Strongest and Best —and the Leading Seller

In grandmother's day the thrifty housewife preferred Cow Brand Baking Soda because its **greatest strength** made it more economical and more efficient. To-day this old established favorite is still the strongest and best and its sales records indicate that most women know it.

CHURCH & DWIGHT, LTD., Montreal

Are You Getting Your Share Of Business and Large Profit, Selling Cream of Malt and Hops?

If so, that shows that you are a live dealer; if not, get in line and keep up with the times.

You don't have to push these goods, just put a can of CREAM OF MALT and HOPS where your customers can see it.

Next time your wholesale grocer calls, ask him about CREAM OF MALT and HOPS, if he cannot supply you write us direct.

Canadian Malt Extract Co.
16 Pearl St., Toronto, Ont.

Mr. Grocer,—

All stoves are bound to have grease spilled on them, so why not recommend a polish that will cut this grease as well as give a high lasting lustre?

Nonsuch Liquid Stove Dressing will do it.

Order a case from your wholesaler to-day.

"MADE IN CANADA"

By

The Nonsuch Mfg. Co., Ltd.
TORONTO

Selling Agents for Manitoba, Saskatchewan and Alberta:
STROYAN, DUNWOODY CO., Confederation Life Bldg., Winnipeg.

Agents for British Columbia:
QUELCH & STERLING Vancouver, B. C.

7 Direct Lines Out of Stratford

Make It the Quickest Shipping Centre

We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits" — ***saving double freight and double cartage.***

Phones—Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.

James Lloyd & Son **Box No. 266** **Stratford, Ont.**

Red Rose for Economy

In these times when thrift is so important a factor—answer your customer's request for an economical tea by recommending Red Rose.

After all, tea, from her point of view, costs her so much per cup. Red Rose with the rich strength of Assam tea makes 250 cups of full flavored tea to the pound—more cups than ordinary tea makes, and each cup cheaper in the end.

Will it not pay you to emphasize Red Rose and build up a solid trade that will help all your other lines! Order a case NOW.

T. H. Estabrooks Co., Limited

Montreal, P.Q. St. John, N.B. TORONTO, ONT. Winnipeg, Man. Calgary, Alta.

Get our prices before you order

XMAS CONFECTIONERY

Xmas Stockings to retail at 5c to $2.50. See our Lucky Tubs and Doll Sticks at from 5c to 15c each retail. These are the greatest repeaters we ever offered.

MR. JOBBER AND MR. RETAILER—WRITE US FOR PRICES.

CHAS. LAUDER CO.

Wholesale Confectioners

TORONTO

Guaranteed Plump, Clean and Uniform Throughout—

WATERLOO BROOM AND BRUSH COMPANY'S high grade brooms are made under the supervision of a broom expert of 40 years' experience. They are made from carefully selected broom corn and are guaranteed plump, clean and uniform throughout.

Unlike ordinary brooms they never lop over but retain their shape to the last thread and give longer service. We protect our patrons against advance or decline in prices and absolutely refuse to sell to any pedlars. Write for quotations. Special attention to mail orders.

Waterloo Broom & Brush Company, Limited

PHONE 286 WATERLOO, ONT.

The two fastest selling and most profitable mustards

COLMAN'S KEEN'S

It always pays to sell old established quality products like Colman's and Keen's Mustards. Through their greater strength and absolute purity these two high grade mustards have forged to the front and have steadily maintained an outstanding leadership both in quality and sales. Order now for Christmas trade.

COLMAN-KEEN (Canada) Ltd.

520 KING ST. W., TORONTO

Bodley's Chocolate Walnut Kiss
Bodley's Chocolate Marshmallow Bar
Bodley's Chocolate Lunch
Bodley's Fruit Cake Bar
Bodley's Chocolate Smacks

BODLEY'S fine new chocolate creations are delightfully different confections that will prove mighty popular and profitable sellers for your Xmas candy department. Our price list will interest you.

C. J. BODLEY, LIMITED TORONTO

CANADIAN GROCER

VOL. XXXV TORONTO, DECEMBER 2, 1921 No. 48

Cost Of Labor Is The Biggest Factor In Maintaining The Prices Of Biscuits

In 1914 Biscuit Manufacturers Were Working on a Scale of 50 Hours per Week, and Since 1918 the Hours Have Been Reduced to 44 Hours Per Week—Freight and Cartage too Have More Than Doubled Since 1914

THE following letter was recently received from a subscriber in Western Ontario.

Editor Canadian Grocer:—

We enclose three invoices from ———for your perusal and return. We would be glad to have your unbiased opinion in regard to the present prices on sodas and sweet biscuits with the comparison of the price of flour in the years 1914, 1916 and 1921, allowing for an extra expense the wholesaler may have to offer.

This, we are sure, if taken up in your paper thoroughly should make every retailer in the country feel that he is being charged far too much for this line of goods.

Your kind attention will oblige

Yours very truly

T.H.C.

Labor Costs Hold Prices Up

In discussing this question with a large biscuit manufacturer, Canadian Grocer was informed that the biggest factor in keeping biscuits at the present basis of values is the cost of labor. He claimed that since 1914, the cost of labor had as a matter of fact increased 100 per cent. This increase is made up of higher wages and shortened hours of production. In 1914 biscuit manufacturers were working on a scale of 50 hours per week and since 1918 the hours have been reduced to 44 hours per week. Another factor is the cost of transportation. Freight and cartage have more than doubled since the year 1914.

"In the matter of ingredients," stated the manufacturer, "it seems that just as soon as there is a reduction in the price of flour, everyone thinks that there should also be a reduction in the price of biscuits. People appear to overlook the fact that flour is only one item. Butter, fruits sugar and jams although down considerably from the peak prices, are still about double the 1914 prices. Take Thompson's raisins for instance. In 1914 we bought them at around six cents a pound, while this year we are paying 22 cents. We were buying sugar in 1914 around $4 per hundred. The lowest price we have paid this year was $7.50, and that only recently. I cannot see why merchants, and the public in general can expect biscuits to be as low as in 1914. We have made reductions, and in all probability, there will be further reductions about the end of the year. But as long as wages are at present levels, and for our own part we are not making any effort to reduce them, prices cannot be expected to be as low as they were seven or eight years ago."

Three Cents in Three Years

Turning up records, this manufacturer showed Canadian Grocer that from the years 1911 to 1915, prices of biscuits were maintained, and in March of 1915, there was an increase of approximately one cent per pound. In 1917 and 1918 another cent a pound was added in each year, making three cents per pound increase in the three years. From the beginning of 1918 until the peak prices were reached in March 1920, increases amounted to approximately six cents on soda biscuits, and 12½ cents on other regular lines of sweet biscuits. The peak prices were maintained from March 1920 until January 1921 when a reduction was announced. Another reduction was made in May and another in October, the reductions since the peak prices being two cents on soda biscuits, four cents on arrowroot and three to four cents on other lines.

In comparing the two tables which accompany this article, we find that biscuits have been keeping pace with the rising cost of materials, labor and transportation for the years 1914 to 1920, as shown by the figures. On the other hand, however, the decrease in the cost of manufacturing from the peak price is 43 per cent., while the decrease in the price of biscuits has only been 10 per cent. On the surface this is apparently

(Contiued on page 26)

COMPARATIVE PRICES OF BISCUITS 1914-1921.

The peak prices on soda and sweet biscuits was reached in March 1920. Since that date there have been three reductions, totalling two cents per pound on sodas and two to four cents per pound on sweet biscuits. The total increase in the price of biscuits, taking seven of the principal sellers, from 1914 to 1920 was 126 2-3 per cent. while the decline since then was 10.29 per cent. Following is the range:

	1914	1915	1920	1921
Sodas	07	08	17	15
Arrowroot	14	15	32	28
Sandwich	14 ½	15 ½	33	29
Marshmallow	13 ½	14 ½	33	30
Ginger Snaps	12 ½	13 ½	28	25
Cocoanut Bars	13 ½	14 ½	31	28
Tea	15	16	30	28

"Wholesalers Should Discourage Starting of Untrained Men in the Grocery Trade"

John MacDonald, Grocer in Vancouver, B.C., Declares That in the Interests of Their Own Business, the Wholesaler Should See the Folly of an Untrained, Inexperienced Man Entering the Trade

VANCOUVER, B. C., Nov. 28. — "The wholesalers depend on the medium sized grocer for the bulk of their business," says John MacDonald, at Main Street and 21st Avenue, Vancouver. "It surely should be to the wholesalers' advantage to keep their customers in a healthy business condition," said Mr. MacDonald. "Those stores, which through the ignorance of their management are selling groceries at prices that do not repay the cost of doing business, cannot continue to pay their bills. It is not sufficient for the jobber to feel that it is a merchant's own business if he wants to run himself into the sheriff's hands.

Can Sell Below a Safe Level

"No merchant, nor number of merchants can so conduct their business as to lower the selling prices of goods below the safe level, and injure only themselves. If persisted in, this practice of suicidical price competition will put all the jobbers' customers, all the wholesalers debtors into a state little better than insolvency. The grocer cannot continue to give service, which costs money to give, unless he collects from the public the cost of providing such service.

Indifference of Wholesalers

"I cannot see what the wholesalers are thinking about, to view with indifference the symptoms of a deadly malady among their customers, in the fond belief that the health of their own businesses is not endangered. At the risk of annoying some people with a reference to "how it is done in the Old Country," said Mr. McDonald with a smile, "I would just say that if a retailer in Scotland or England was observed to be selling his goods at a price that did not include his direct and indirect cost, his wholesaler would promptly investigate. First he would take the price cutting as an evidence that 'all was not well" with the merchant, and investigate his financial condition. Then he would probably take steps to have the business liquidated with the least disturbance possible to business in general, if found not able to carry on. On the other hand, if the business was sound, he would absolutely forbid the continuance of the price slaughter, on pain of severance of credit relations if continued. Nor would any other wholesaler seize the occasion to curry favor with the retailer so offending.

Jobbers Somewhat To Blame

"Though I suppose it is more than frail human nature can stand to see someone with cash in his hand eager to start into the grocery business—and not encourage him to spend it, I certainly cannot absolve the jobbers from all blame in having helped to create the condition that exists today.

"In the interests of their own good business, in the interests of their customers, in the interests of the community as a whole it should be feasible for the wholesalers to take a stand on this question. Surely men of the calibre of the executives in the wholesale houses could see past the actual cash savings of an untrained entrant into the grocery business—see more than the cash sale of an initial stock, and consider the welfare of their customers as a whole.

Make Careful Enquiry

"A few careful inquiries would soon determine whether the customers had the knowledge of merchandising that would not be alltruism. It would be better hard-headed business than the present unctuous eagerness to take the money of each and every misfit—every potential irritant and failure that aspires to the easy life of a retail grocer.

"The false doctrine that small losses are not fatal if you can roll them up into a big total seems to be attracting an increasing number of disciples. It is in the best interests of wholesalers as well as retailers that a healthier condition of retailing be brought about as speedily as possible," said Mr. MacDonald in conclusion.

Cost of Labor Is the Biggest Factor

Continued from page 25

quite a spread between the decrease in the cost of manufacturing and the decrease in the price of biscuits.

"The reason for this difference," stated a manufacturer, "is that these comparison prices are for the present day, while the fact is, we make our purchases practically six months ahead, so that today biscuits are being manufactured from material purchased at considerably higher prices than the same material can be bought at today. We are using flour, for instance, that cost us nearly $3 per barrel higher than the present price; the same applies to molasses and sugar."

It is perhaps natural that merchants should expect more reductions when they see prices of some of the ingredients, decline, but the information given below on labor and transportaton costs presents a side of the problem that must also be taken into consideration. Opinions from other merchants are invited.

Comparative Cost of Manufacturing Biscuits 1914-1921

Taking nine of the principal ingredients that go into the making of soda and sweet biscuits, together with the cost of labor and transportation, the increase in the cost of materials and manufacturing from the year 1914 to the peak prices in 1920 was approximately 127 per cent., while the decrease from the peak price during the past year was 43 per cent.

Following are the comparative costs on Oct. 30 of each year:—

	1914	1920	1921
Flour per bbl.	6.70	13.00	7.80
Sugar per cwt.	7.11	17.90	8.00
Butter per lb.	0.27	0.53	0.38
Lard per lb.	0.12	0.31	0.16½
Raisins per lb.	0.08	0.24	0.21
Currants per lb.	0.08	0.22	0.14
Jam, Bakers, per lb.	0.07½	0.20½	0.16½
Eggs, No. 1, per doz.	0.29	0.65	0.46
Molasses, Barbadoes, gal.	0.36	1.35	0.71
Labor			
Girls, av., per hour.	0.14½	0.35	0.35
Boys, av., per hour	0.10½	0.27½	0.27½
Bakers, av., per hour	0.31	0.70½	0.70½
Laborers, av., per hour	0.20	0.48	0.48
Freight and Cartage av., approx.	0.66	1.35	1.35

Lines That Mean A Quick Sale At Christmas

"People Are in a Frame of Mind to Buy at the Merchant's Suggestion at This Season," Says G. O. Werrett, Simcoe, Ont.—"All That Is Necessary Is to Show the Goods"

THE CHRISTMAS season is the grocer's opportunity to increase his turnover more than at any other time of the whole year, according to G. O. Werrett of Simcoe, Ont. "People are in a frame of mind to buy at this time and selling requires less efforts than is usually the case," he remarked. "All that is necessary is to show them the goods. It is a festive occasion and the consumption of food plays a big and important part in a fitting celebration of the same. The customer is open for suggestions. She comes into the store with an open mind, looking to her grocer to help in her selection of those delicacies that will give her Christmas dinner or supper just that little mark of distinction that the housewife so much likes to achieve.

Specialities Show Best Profit

"The specialities are the lines that will show the grocer the biggest profit during the Christmas buying period. The grocer will find them well worth while and easier to turn over in the fortnight before Christmas, than, as I have said before, any other time. Of course from the first of December on, I am selling lines such as the raisins and currants, peels and such like for the Christmas cake and pudding. But for a week or ten days prior to the holiday itself is the time to "push" the so called specialities. Poeple are in a spending mood, as it were, and what seems to them too high priced foods ordinarily, the price is not the all important consideration at Christmas. Quality is the big factor and quality will sell every time, and in most instances, irrespective of the price."

Effective Selling Talks

Mr. Werrett sells goods all the time. He not only makes attractive window displays but he also shows the goods on the counter, introducing and recommending them with effective selling talks. He finds that during the Christmas shopping, such lines as candied pineapple, candied cherries and candied pears are big sellers. "Last Christmas we sold a very fair amount of these high-grade delicacies, and largely because we suggested them to our trade when placing their regular orders," Mr. Werrett remarked to a Canadian Grocer representative.

A feature of Mr. Werrett's trade at all times is the attention he pays to the sale of specialities. It is his aim to carry only goods of reputable quality, goods perhaps that have to sell at a little higher price, but which in the long run, it pays to stock. "If people are pleased with the article, they will want it again," Mr. Werrett added, "and so assuring oneself of the quality first, the merchant is really building for future business, instead of merely for the time being. He is making for his store a

(Continued on page 31)

Illustrating the Christmas window display of Jenkins and Son, Charlottetown, P.E.I. Santa Claus stockings, Christmas crackers, fruit, bottles of wine and fancy boxes of chocolates attractively arranged make this display a genuine trade bringer.

Showing Christmas Merchandise To Best Advantage

WHILE perhaps the style of Christmas window dressing has somewhat changed during the past twenty-five years or so, the fact still remains, however that grocery store windows during the Yuletide season are generally accepted as the main attraction in the shopping district. It makes no difference whether that shopping district is the main street of a town of a few thousand population, a bunch of two or three stores at some cross roads or the buzzing centre of a metropolitan city, there is something about a display of candies, nuts, raisins, figs and other dainties, gathered together from the four corners of the earth, that has an attraction that cannot be compared with any other line of merchandise.

Twenty or thirty years ago, a friendly rivalry, flavored with much enthusiasm, existed between the merchants of nearly every town, to see who would have the most attractive display in their window during the Christmas season. Some of these displays were marvels of artistic ability when one is to think of the limited goods they had to work with in comparison with the vast array of present day merchandise, comprising fancy packages of every description and the large assortment of ready made decorations that can be purchased for a small sum.

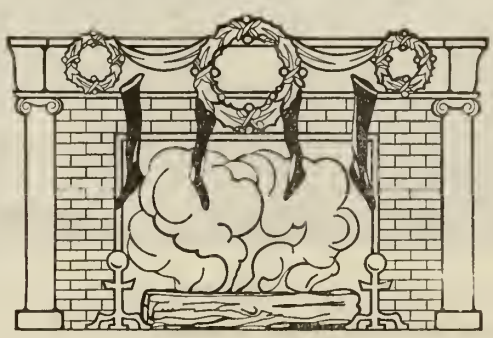
Handled In Bulk Form

Some of the older merchants in the business, recall the time when practically all Christmas fruits were handled in bulk form. There were no package raisins, dates or currants. Currants arrived at the store in barrels weighing 300 to 600 pounds, and it was no uncommon sight to see one of these barrels, stripped of its staves, forming the centre piece of a Chrstmas window display. Cases of dates were also stripped of their juicy covering. Yards and yards of cranberries were strung on string and draped in the window. A couple of weeks before Christmas, one of the boys would be despatched to the country to bring in evergreen to be later made into ropes and wreaths for decorating the windows and the store. Sometimes the front of the store would be completely covered with evergreen. A little holly would come in but it was used very sparingly as a decoration but usually a small sprig would be sent out with every order that left the store. Raisins all arrived in boxes of twenty-eight to fifty pounds each, figs came in bales and prunes in boxes of fifty and one hundred pounds, also in barrels of about two hundred pounds. All these fruits had to be broken up and sometimes "dressed" before they were ready for selling and placing on display.

Christmas Window Of Earlier Days

A Christmas window display in the earlier days would contain upwards of a ton of merchandise, would take a couple of men, after the fruit had been prepared in the back shop, a whole day and working into the small hours of the night to get the window in shape and trimmed. It would then require another couple of days to shovel it out again.

Although merchants a quarter century or more ago realized the selling power of a window display during the Yuletide Season, generally speaking, little attention was paid to the windows for the balance of the year, other than using the windows as a handy place in which to dump things. But a Christmas window display in a retail grocery store in those days was certainly something to talk about. A display of this character, with its unusualness and novelty of bulk, placed in a window today would, no doubt, create such an interest that police reserves would need to be called out to keep the traffic moving.

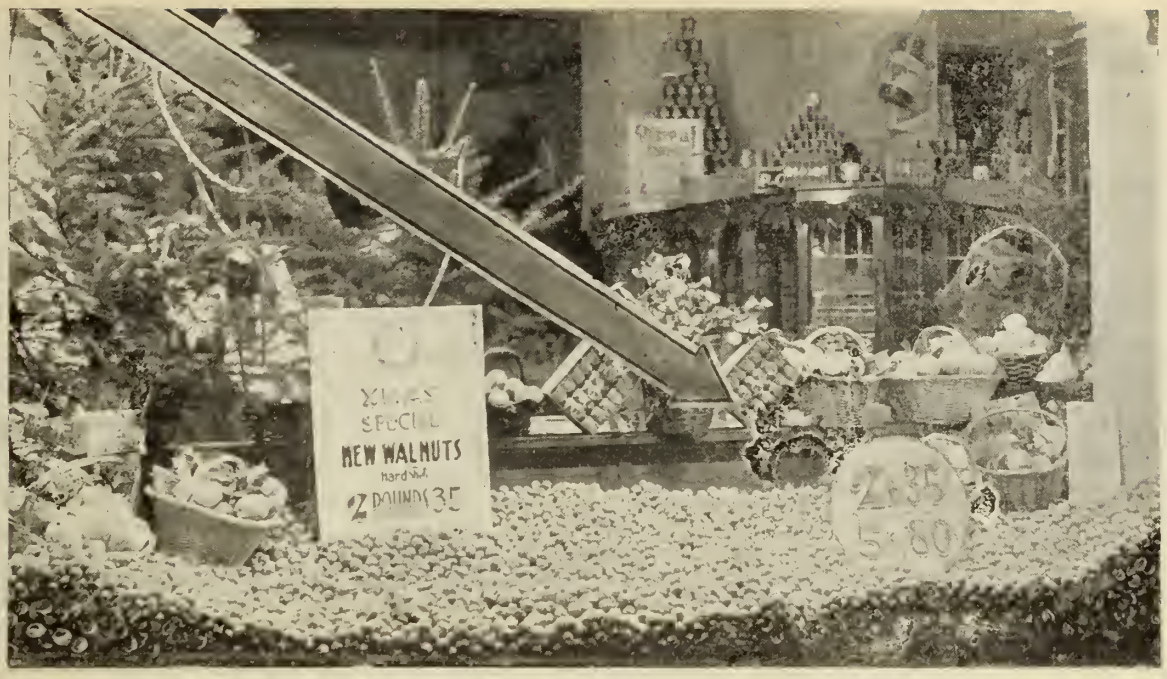


Less In Window Displays Now

With the passing of the years and the improvement in the packing of goods and the coming on the market of branded merchandise nicely packed in handsome packages, the style of window dressing has also changed and merchants are no longer faced with the laborious job of placing a ton or two of merchandise in the window in order to make a showing. The smaller quantity in the window often tends to enhance the quality and likewise increase the sales.

This point was forcibly impressed upon the writer a few years ago while walking down the main thoroughfare of a metropolitan city. In a window of a confectionery store was placed a cone shaped fixture, the top of which was on a level with the eye of the passer-by. Draped over the fixture and covering the better part of the floor, was a cloth of a dark orange color and something of the texture of velvet. Curtains of the same material were arranged as a background. Carelessly placed a little to one side, but leaning against the elevated portion, was a handsome wreath of holly. On top of the cone shaped fixture was a single box of chocolates. A little below the box of chocolates was attached a small neat card reading: "Our Dollar Chocolates. There are none Better.' The very fact that this merch-

(Continued on page 29)



A splendid selling window display of Christmas lines, dressed by J. McTaggart and Son, Vancouver, B C. Note the hampers, a comparatively new idea but one that is fast becoming popular in some stores.

This Grocer Gets an Early Start at Christmas Selling

Montreal Retailer Makes Early Inquiry Among His Customers to Ascertain Just When They Are Commencing Their Christmas Cooking and Starts at Once to Boost Raisins, Currants, Nuts and Peels

SOME retail grocers have already opened their Christmas campaign for extra business, business that is quite apart from the usual order of things, and this means increased turnover and larger profits. In some lines the Christmas shopping has already started. One grocer in Montreal told Canadian Grocer representative that by inquiry from his customers he has found that they have begun their Christmas cooking. Just as soon as he found this out he began to feature flour, nuts, cut peels, spices and dried fruits. The result was a marked increase in the sales of these lines.

This increased business came through salesmanship, from just a few words with each of the customers. For instance this grocer and his clerks in an off-hand way ask: "Are you intending to do your own Christmas baking?" The answers to this question have determined his course in building up sales. He found that about 40 per cent. of his customers were going to do their own baking and 30 per cent. were going to buy their puddings and cakes while another 30 per cent didn't know just what they would do. That meant that 60 per cent. were prospects for bakery-made puddings and cakes. To the 40 per cent. he makes a feature of flour, spices, dried fruits and peels with already good results.

For the other 60 per cent. he got the agency from one of the local bakers for their puddings, cakes, etc. This baker gave him sample puddings and Christmas cake and these he cut into slices and put under a glass case. One pudding, with the cotton bag still around it, he cut in two and left for display. The baker gave him advertising matter and the grocer went ahead and solicited orders for both the pudding and the cake. At the present time the orders are piling up and these will all be filled a few days before Christmas. He will have made his profit, a clear profit without any outlay and no worry. The only return for the profit he made was to use a little salesmanship for the baker's lines.

SHOWING CHRISTMAS MERCHANDISE
Continued from page 28

ant had enough confidence in the quality of his chocolates to devote an entire window to the display of one box was sufficient evidence for the public and they crowded the store from morning until night.

This illustration perhaps would not be practical for every grocer, but it drives home the point that to make a window pay its share of the rent, it is not necessary to jam it full of merchandise.

Christmas Lines That Sell

In trimming a window for the Christmas season it would be wise to keep in mind the fact, that there are certain goods that sell almost exclusively during the Christmas season. These goods, therefore, should be given the greater prominence and lines that are considered all year round sellers should be kept in the background. There are also lines that can be considered last minute sellers, while others are in demand three to six weeks previous to Christmas. The wise merchants take these points into consideration and concentrate their selling arguments, be they newspaper advertising, window and interior displays, or selling talk in the store, or a combination of all of them, upon such lines that are required for baking the Christmas cake, plum pudding, mince pies, etc., during the early part of the Christmas campaign. After that comes icing sugar, almond paste and fancy candies for decorating the cakes, and the nearer Christmas approaches, these lines are gradually left in the background and fancy lines are moved to the front until the last two or three days all selling efforts are placed upon oranges, nuts, candies, biscuits, crackers, fancy fruits in glass, table raisins, grapes and other goodies that go to make the Yuletide the Festive Season of the year.

Get Best Lines for Sale During Christmas Trade

J. T. Butler, St. Clair Avenue, Toronto, Declares That Selling High-Grade Lines at Christmas Time Will Advertise the Store in a Way That Will Mean Building Sales for the Future

"IF YOU get the best of everything at Christmas time, you cannot fail to sell it," remarked J. T. Butler, 1038 St. Clair Avenue, Toronto, to a Canadian Grocer representative the other day. "High quality foods at Christmas time will advertise your store in a manner that will be well worth while. People will remark to their friends, when partaking of some delicacy that was purchased at your store, 'Oh! where did you get this?' When told that it was purchased at Butler's, why the store is at once advertised, and a reputation for carrying goods of a first class kind is being established."

Small Baskets For Display

Window displays are an important factor in building and increasing sales in the Butler store. Mr. Butler believes in paying a good deal of attention to this feature. He uses small baskets for the counter, and also for the window, in making displays. These baskets are of a decorative kind, and lend an artistic arrangement to a display, as well as setting forth goods to the best possible advantage. Stockings and the red and white candy canes are also used effectively in the Christmas window displays.

Special selling effort is directed toward Christmas delicacies two weeks before Christmas, but of course the heaviest selling is in the few days that immediately precede Christmas. Last year Mr. Butler sold a large number of fancy baskets of fruits. These included high-grade apples, oranges, malaga and tokay grapes, fancy table raisins and such like. They had a big demand and Mr. Butler intends repeating the sale this year.

What Counter Displays Do

Counter displays mean a whole lot in the way of stimulating business in this store. Mr. Butler keeps lines that he wants to introduce on the counter and when people are buying, he suggests something from the counter. Recently he introduced a certain tea cake preparation in this way, and at the present time, he states, it is enjoying one of the biggest sales of any line in his store. The housewives are buying it right along, and he showed the Canadian Grocer representative where one customer had just ordered six packages. Another instance of what a counter display did, combined with a good selling talk, is told in the case of a certain brand of peanut butter. Mr. Butler decided to push the sale of it in the half-pound jars, and with this end in view, placed a number of them on the counter. In one week he sold three dozen jars, which was the biggest turnover he had ever had in a commodity of this kind.

Pays For Itself

A glass enclosed meat counter is equipment in the Butler store that is well worth while, according to Mr. Butler. In addition to showing meats and produce to advantage, the top of it is always used for showing special lines. "The top of that counter has more than paid for the whole thing," remarked Mr. Butler. "It sells a large amount of goods and particularly in the summer, more so it seems than in the winter months.

This Plan Increases Sales

Mr. Butler has found this plan of selling to bring results. A man came into the store while the Canadian Grocer representative was there. He asked "How much for a half measure of apples?" "Forty cents a measure" was Mr. Butler's reply. He sold the man the measure. Instead of answering the question direct, telling how much for half a measure, he gave the full measure price, and the man bought more than he first intended. "In the same way," added Mr. Butler, "a woman asks how much is sugar? I say 9 cents a pound, quickly adding 5 pounds for 45 cents. In nine cases out of ten I sell the five pounds. It is just another way of increasing sales by suggestion."

You Want Your Xmas Cake And Pudding To Be The Best, Of Course!

Then it is essential you buy only the finest ingredients. The currants and raisins must be plump and juicy, the peels rich and mellow, the spices aromatic and flavoring of the sunny south. You get all this and more when your requirements come from Jones's.
Bring in your recipe and we will weigh up the exact measurements.

CURRANTS—

Three varieties .....

RAISINS—

Finest California Seeded .....
Seedless .....
Valencias .....
Sultanas .....

CANDIED PEEL—

Mixed Fruit .....
Mixed Choice .....
Citron .....
Orange .....
Lemon .....

ALMONDS—

Jordan .....
Valencia .....
Ground Almonds, in tins .....

Also a full line of the finest Flavoring Extracts and Spices.

Phone 4500 and your order will have the same careful attention as though given personally in the store.

Jones & Company

An advertisement such as the above is timely for your early selling efforts of Christmas goods—It features the ingredients for the pudding and the cake.

Window displays such as illustrated above have proved a wonderful stimulus to business for the Montreal Public Market, Montreal. The generous use of price tickets is a factor in assisting sales which permits the passerby to see the price without bother of going into the store to ask.

Displaying Fruits And Vegetables At Christmas

There Is Something Very Appealing About a Good Display of Green Stuff and Combined With Other Christmas Lines Can Be Very Effective

WINDOW DISPLAYS of fruit and vegetables are always attractive but especially so during Christmas season. There is something appealing and tempting to the appetite, about a nice display of green vegetables and fresh fruits, that few people passing can resist the temptationg to stop and look, even though there is a frosty tang in the air and a crackle of snow under foot.

Fresh vegetables are now practically procurable the entire year round. Hardly are the domestic lines over before the same lines are appearing on the market from the countries to the south. Then there are the hot house varieties, so that the merchant is rarely at wits, ends to find material to supply his customers with such lines as cauliflower, head and leaf lettuce, celery, brussels sprouts, mushrooms. tomatoes, cucumbers, green onions and radishes.

If the merchant's window space is not sufficiently large to permit of a special display of vegetables, then a combination fruit and vegetable display would easily pay for the time and trouble spent on trimming the window. Fruit and vegetables blend very nicely together, the colors harmonize, and such a window would be bound to attract a great deal of attention and the sales increased thereby.

Value Of Price Cards

The Montreal Public Market, Montreal Que., has won a name for its attractive window displays. The window shown in the illustration shows just how attractive a window can be made with fruits and vegetables and at the same time have a selling punch behind it. This store makes a feature of placing price cards upon every thing displayed, both in the window and in the store, so that customers readily know the cost of the article without the trouble to ask. It is one thing to command attention, but it is another to make a sale, and that is where value of the price card comes in and the well dressed windows have always proven a decided boon to the business of this store.

LINES THAT MEAN A QUICK SALE

Continued from page 27

reputation that will mean much for it, in the way of stimulating trade."

Some Lines That Sell

The Christmas season is also a good time to sell such lines as asparagus tips and mushrooms of a very high-grade kind. Last year Mr. Werrett sold an amount of these lines that was very gratifying. He also gives some attention to the sale of fresh fruits and vegetables, such as grapes, tomatoes and lettuce. These are big sellers, lending themselves to attractive displays, which usually means a quick turnover and a satisfactory profit.

Over one hundred pounds of mincemeat were sold in the Werrett store during the period immediately preceding and immediately following the Christmas holiday last year. This mincemeat was of a particularly good quality, and it practically sold itself. Mr. Werrett stated. Of course he showed it prominently in the store, but it did not require any strenuous selling effort. "We had repeat orders on it all the time, and it was a high-priced article too," he added.

Export Movement Is Affected by Emergency Tariff

The current issue of the Weekly Bulletin of the Commercial Intelligence Service, dated November 21, carries a table which records: (1) the articles which Canada has been exporting to the United States affected by the act with the respective rates of duty; (2) quantities and values of these articles exported in Octorber, 1920 as compared with those in October, 1921—the fifth full month of the operation of the Emergency Tariff Act—and (3) quantities and values for the five months June-October, 1921 as compared with the corresponding period in 1921.

For the month of October, 1921, the value of Canadian exports to the United States affected by this tariff was $7,329,-028, as against $28,619,582 in the corresponding month of 1920; and for the five-month period, June-October, $17,-399,096, as against $62,166,044.

The following are among the commodities which show decreases for the five-month period of this year, as compared with the corresponding period last year: Butter and substitutes therefore 1,285,-088 lb. as against 4,105,432 lbs.; fresh or frozen beef, veal, mutton, lamb and pork, 12,627,500 lbs. as against 19,966,-200 lb.; meats of all kinds, prepared or preserved, n.o.p., 601,525 lbs, as against 1,707,420 lbs.; milk, fresh, 697,482 gallons, as against 921,283 gallons; milk,

(Continued on Page 36)

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.

MONTREAL TORONTO WINNIPEG VANCOUVER

Vol. XXV. TORONTO, DEC. 2, 1921. Nov. 48

Christmas Selling

ALREADY many merchants have made their preparations to handle the extra business which is sure to materialize during the next few weeks. The greater the preparations, the greater will be the reward in the form of increased sales and consequently larger profits.

With few exceptions all Christmas lines are now available and for the most part they have arrived this year from one to three weeks earlier than for several years past. The one exception is shelled walnuts, but these too, are on the water and likely to be distributed to the trade about the second week in December. Taking deliveries altogether, the merchant is in better shape this year to spread his Christmas business over a period of weeks than has been the case for some time past.

These early arrivals, however, mean little to the merchant unless he takes steps to acquaint his trade of the fact and to create a Christmas atmosphere about the store that will put customers in a buying mood. As a rule everybody delays from day to day a certain amount of Christmas buying until to their surprise Christmas week is upon them, and then they shop with a fury. There always have been, and no doubt always will be, some people who will put off their Christmas buying until the last minute, but the remedy, to a great extent, is up to the merchants. At the latest, the first week in December should see selling plans well under way. Window displays of materials for Christmas baking should be the first consideration for the next couple of weeks.

At the same time these goods are in the window — which are the first to move in the list of Christmas lines—a good plan is to trim a show case with fancy Christmas lines such as, stockings, crackers, Christmas cake, plum puddings, boxes of chocolates, jars of fruit, maraschino cherries, etc. These goods usually sell the best the last week, but by putting them well to the front early in the campaign, although probably there will not be great volume of sales, it will be good missionary work and when the time comes for the customers to buy these lines they will know at once where to get them.

The appearance of the store, too, is always a stimulus to business. It is wonderful the amount of inspiration there is in a bit of green decoration about the store during the Yuletide Season. In this regard the common evergreen is not to be despised. It is inexpensive. Stores located in rural towns will find no difficulty in procuring a sufficient quantity and even merchants in larger centres could procure it from some of their country friends for a very small sum of money, and the money so spent would be found to be a good investment.

Labor Costs and Biscuits

FROM time to time merchants and others are prone to ask, why is it that the prices of certain foodstuffs are not lower when the raw products are down to, or very close to, pre-war levels. On the face of things it looks to the ordinary layman that someone might be holding up prices, and is loath to get back to replacement costs. The explanation of the continued high price of biscuits is set forth in an article in another column of this issue. This article illustrates very effectively just what bearing the cost of labor and transportation has upon the cost of biscuits and is a good example that might also be applied to other foodstuffs as well. In the tables showing the cost of manufacturing biscuits in 1914 as compared with the present year, we notice that ingredients that go into the making of biscuits are pretty close to the 1914 prices, but the biggest factor in keeping biscuits at the present levels is the fact that labor is still 138 per cent. higher and freight and cartage, 104 per cent. higher than during the first, three months of the World War.

It therefore appears that prices on food commodities cannot be expected to reach the pre-war level until such a time as labor and freight rates are greatly reduced. We are promised that freight rates are to be reduced, the first having become effective on December first. This reduction, however, is a very small amount, and figures only about four per cent. from the total freight rate.

Freight Rates Are Down

A GENERAL reduction in freight rates went into effect on Thursday of this week. The reduction as announced is ten per cent., but not a straight ten per cent. on rates as existing at the close of November. The deduction is from the increases in rates made effective by the order of the board issued in December, 1920, when the increases of 40 per cent. in the East and 35 per cent. in the West, made effective September 13, 1920, were reduced to 35 per cent. in the East and 30 per cent. in the West. The new order now in effect means a decrease in rates to a basis of 25 per cent. in the East and 20 per cent. in the West above the rates effective prior to the first increase in September, 1920.

As the real decrease from rates that have existed up to December the first is only a matter of four per cent., merchants must not be misled, and inclined to think that the decline is a ten per cent. drop. While the difference in prices of commodities as a result of this reduction can only be very slight, manufacturers, wholesalers, and retailers alike will appreciate the fact that the reduction is a step in the right direction.

Editorials in Brief

The wise merchant does not wait for competition to crowd him. He protects his interests by anticipating competition, by pushing harder before he is compelled to do so.

Your Christmas circular should be as frank and sincere as you know how to make it. Pick out one of your customers and write straight to her. Try to tell the few simple, common-sense reasons why she should buy goods at your store instead of somewhere else.

Looks For Business Revival In 1922

Roger W. Babson, Head of Babson's Statistical Organization, Forecasts the Trend of Business Events—Sees Good Business For Many Lines Next Year—Food Products Among the First Industries to Show Recovery.

AN EVER-PRESENT question wherever business conditions are under discussion, "Has the turn come yet?" An interesting viewpoint, and one that has behind it a good deal of study, was presented to a group of business men in Montreal this past month by Roger W. Babson, head of Babson's Statistical Organitation. He declared that "considering all industries and all sections in Canada and the United States we have not yet turned the corner." This turn, he thought, would take place some time in 1922.

He made it clear that he did not believe any hard and fast answer could be given to the question "How will business be in 1922?" That must depend on the business itself, for he laid down the theory that "the industry that was the first to be hit will be the first to recover, and the industry that was the last to be hit will be the last to recover." He would allow a little leeway in carrying out this theory and went so far as to present a list of the chief industries and listed them in order, declaring that the rule he had laid down would be followed almost literally. This list marked in the order in which he would place it follows:

1, silk; 2, food products; 3, leather, shoes; 4, wool and cotton; 5, clothing; 6, slaughtering, meat products; 7, paper; 8, building materials; 9, railway equipment; 10, iron and steel; 11, automobiles 12, coal, oil and shipping.

Business Revival Will Start in 1922

NOT only in regard to different commodities does the rule of "first and last" apply, but to sections and to various types of the business community, and even to nations. Dealing with the United States, the speaker held that as New England was the first to be hit it would be the first to recover, and so far as California was concerned it hadn't been hit yet, and the Pacific coast would be the last to recover.

Moreover, the wholesaler and the manufacturer were the first to be hit and would be the first to recover. They had taken losses, they had kept their books properly and would have a fairly good year in 1922. "Unfortunately," he added, "the retailer was not hit as early, and many will have something to learn before good business comes back to them. In wholesale lines 25 per cent. of goods are back to pre-war prices, and another 25 per cent. within 20 per cent. of pre-war prices. When it comes to the retailer this does not hold true."

Dealing with nations Mr. Babson held that the theory was equally applicable. Germany and Austria, after committing a crime upon civilization had found their credits undermined, and France had erected a barrier against these countries, commonly known as exchange, but France had suffered from Germany as a result. England had erected a similar barrier against France and it too had suffered, and Canada had erected a barrier against England. The United States had erected a barrier against Canadian credit, and said that they would take Canadian money only at a discount. They had piled up the bulk of the gold in the world but could not eat it or drink it nor build houses with it, and found that they must go to Germany for goods and let Germany have credit, and so the vicious circle was formed.

Cannot Prosper Alone

"WHATEVER our prejudices may be, God so made the world that one nation cannot prosper without all nations prospering. The United States can get back to prosperity, today, not by hoarding its gold, but letting the rest of the world have it. The United States should buy all the raw materials it can from Canada and encourage Canada to buy as few manufactured goods from the States as possible."

Following this out the speaker declared that silk, food products and leather goods, including boots and shoes should have a good business in 1922, while woolens and cottons would show an improvement. The clothing business would receive an impetus this winter if the weather was keen. He was not bullish "on paper, and rather bearish on building materials, railroad equipment, or iron and steel, motors and oils." He applied this attitude to the stock market as well as to the industrial conditions and held that what was hit first would be the first to recover. Consequently, railroads that had been booted about for the past five or ten years, and coppers would be the first to recover, but oils, and shipping, motors, steels and equipment stocks had either not suffered much yet, or had been late in receiving the blow, and were not yet "purchases" insofar as investment funds were concerned.

Cycles in Business

MR. BABSON developed the "cycle" idea in dealing with the general conditions of business, giving definite locations to prosperity and depression, to high and low bond prices, and commodity prices, and to employment and unemployment. He even considered as a serious and influential factor in determining business conditions the question of honesty or dishonesty in business, and the attitude of the individual workmen or groups of employees in regard to efficiency. Whether one agrees with him in detail or not it will be of interest to study out the cycle that he has drawn up, taking the two groups under each number as co-related or co-existing conditions occurring together probably more than resulting the one from the other. This he aptly termed the "industrial clock," with its twelve "hands" in the following order:

1. Peak of prosperity—Large profits.
2. Inefficiency—Declining bond prices.
3. Dishonesty—Declining stock prices.
4. Crime wave—Declining commodity prices.
5. Lack of confidence—General unemployment.
6. Breaking up of homes—Decline in real estate prices.
7. Increasing thrift—Lower money rates.
8. General efficiency—Increasing bond prices.
9. Honesty and Low Prices—Increasing stock prices.
10. Religious Interest—Increasing commodity prices.
11. Activity in all lines—General employment.
12. Prosperity—Increasing money rates.

Following out his theory of the existtence and operation of immutable laws and the futility of artificial expedients to change conditions, Mr. Babson went on to decry unemployment conferences that were taking place and urged his hearers not to be fooled by them. Unemployment conferences could have no his hearers not to be fooled by them. Unployment conferences would not get men jobs. Men could not monkey with the multiplication table any more than with the ten commandments. "Monkeying with either means a delay in the final cure." If men would go to work determined to give an honest return for the dollars they were paid that would bring a cure, and there would never be one till honesty was substituted for dishonesty, industry for indolence, efficiency for inefficiency, and righteousness for unrighteousness.

Always Follow the Market Regardless

Experience Has Just Shown That Failure to Follow the Market Down, Regardless of Cost, Hurt All Merchants Who Thus Failed —Follow Replacement Value Always, Whether It Be Up or Down

By Henry Johnson, Jr.

I HAVE just come across this rather hysterical-sounding editorial. (Not in Canadian Grocer.)

"BEWARE THE MARK-UP. Now that retail prices have assumed some semblance of stabilization retail merchants must be careful not to throw away the advantages this temporary normalcy brings. The big temptation right now is to mark goods up to what might be termed, by way of excuse "replacement valuation." Such a policy at the present time would be a grave mistake. Retail merchants might as well face the fact that they are under suspicion. The public generally believes the retail merchant has been, is, and, if given an opportunity, will continue to be a profiteer. The fact that he is not a profiteer does not alter this suspicion. Every unwise price adjustment, every advance in market prices, convicts him further in the eyes of the ultimate consumer. To raise prices in accordance with increased primary prices at the present time, therefore, is a mistake. Retail merchants, if they are to keep the confidence of the general public, must trim closer to the edge in mark-ups than ever before. Until the man on the street is convinced that fairness still rules in the retail business it will be necessary to make sacrifices. The buyers' strike cannot be ended by unwise following of every wholesale price fluctuation."

What folly that is! Experience has just shown us that failure to follow the market down, regardless of cost, hurt all merchants who thus failed, played into the hands of mail order fellows and was good only for those who did follow. I was not backward in saying so. The answer usually was: "We did not go up with the market, so it is 'unfair' to ask us to come down with it." But the logic of facts cares little how "unfair" conditions may be. Consumers did not argue—they smiled, or got hot, but they did not buy. Men who would not sell at a new level, held on and were forced to sell still lower—and the customer was convinced beyond argument that they were robbers. Now, with some markets advancing, this editor asks us to go over the ground again. What of the man who has no stock and who must buy on the new higher market? If he prices in accordance to his cost, he will be high compared to the man who bought before. Does that not breed renewed suspicion? If all followed the market and advances came all along the line when the market advanced, would not such general condition rather tend to convince the customer that all merchants must be fair since such concerted deceit would be impossible?

Mr. Editor, get your facts on straight. The strict following of business rules is the only show merchants have to curb suspicion and regain confidence. That is because such following is logical, right, proper and in line with the facts of the situation. It is truth put into merchandising—and truth will prevail. Don't try to monkey with economic laws. They are stronger than any of us—as we have just seen provided we had eyes to see.

Follow replacement value always. Follow it up and down. Follow it just as promptly as you have advices. Let all merchants be trained to that doctrine and many of our troubles will vanish into thin air.

* * *

New England, October 21, 1921.

Dear Sir:—I read your article on maintained prices with interest, especially regarding the tea on which the possible profit was limited by the fixed price. Suppose you mean ——. The salesman for that was in my store a week or so ago. We sell very little and feel less like putting it out now. I started to give the salesman a small order when I made exception to the very small margin we are getting on tea, something on which the people expect that we make up for small pickings on other articles. Told him that 15c margin on a pound of tea at 90c was altogether wrong, especially the way the tea market has been for the past year. His argument was that our turnover was so great that it made up the extra profit. I told him they might as well charge 80c and then we would get more profit all round —they real and we imaginary. Then came the joker. He said they shipped through the jobber, but would rather ship direct (only a 12 pound box.) Say, they must be Scotchmen, but a little too "canny" I think. So I told him I was doing business for my own profit and not the ——— Co. and would not give him an order. From that point on he knocked a popular brand of tea, "Peko Buds," which I had not spoken about at all, though we are selling four Peko to one of ————, and make 25c on 70c tea. Would you push Peko Buds or ————? Glad to read your stuff.

Actions Speak Louder Than Words

On receipt of his letter I wrote that man as follows:

"I have read your letter with great interest and shall use it in a story. It is precisely the kind of stuff I am after.

"In my opinion you took the only right course. It is absolutely wrong for any importer or manufacturer to expect any retailer to handle such an article on a margin less than 25 %. That is the narrowest margin on which he should handle the smallest quantity, bought through regular jobbing channels. Whenever he buys a larger assortment or quantity than the minimum, he should get margins which advance steadily above 25 %.

"Yours is the kind of work that counts. When the individual retail grocer stands up for his own individual rights and decides that, so far as his individual store is concerned, such an abuse cannot be put across, the abuses will cease forthwith. There is no use having associations, in conventions assembled pass all kinds of resolutions for or against certain practices so long as such resolutions are promptly forgotten as soon as the assembled grocers leave the convention hall. All such stuff is "what dreams are made of"—void and of no effect. Such things may sound and read well. They may be pleasing to men who are vain enough to enjoy seeing their names in print, but ever and always they get nobody nowhere—and never will be until the individual takes the resolutions seriously for his own guidance in his own store and acts on them."

"United We Stand — Divided We Fall"

That's old stuff. It is familiar to everybody. But it is true—as true today as when first uttered. But don't get it wrong nor fail to note that it would never have been anything but empty words had there not been a nucleus of men willing to back the words with their deeds.

No reform ever was made effective except by those willing to be "the goats" as we foolishly, thoughtlessly say when we decline to stand in the breach unless "they will all do it." I wrote this man further: "What you have written will point the way for thousands of retail grocers to take definite action on an abuse which should not be permitted to gain a foothold anywhere. I thank you, heartily for your letter and for the action which made it possible."

"Divisa et Impera"

Showing plainly that they knew the force of united action, the military fellows of Ceasar's time—maybe it was ol' Julius himself, in fact—used to say: "Divisa et Imperia,"—"divide and conquer." So the next step after individual action on your own behalf comes united action with your neighbors. That means

(Continued on Page 36)

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Quebec

The death occurred at Granby, Que., of Nelson Mitchell, a merchant of that town. He was 67 years of age, and had been president of the Board of Trade.

Pascaal's Ltd., makers of candy confections have opened their new Canadian plant at 101 Mossom St., Montreal under the management of A. E. Okill.

Ontario

Robt. Benson, St. Catharines, Ont. has disposed of his grocery store, fixtures, stock and dwelling to John Park of Grantham. Mr. Park took possession on December first.

A petition from the Board of Trade of St. Mary's, Ont., for an early closing by-law was turned down by the town council.

Francis Young who has been a resident of Roches Point, Ont., for the past fifty years passed away last week. He had conducted a grocery business for the past forty years.

Fire completely destroyed the store and dwelling, owned by A. E. Pickard, general merchant at Bronte, Ont. The fire broke out in the bakeshop and rapidly spread to the adjacent oil house where barrels of oil and 1,000 bags of charcoal caught, intensifying the flames, to such an extent that neither the store nor the stock could be saved.

The warehouse of Fenwick and Hendry, wholesale grocers, Kingston, Ont., was recently entered through the night. Employees next morning discovered that three iron bars on a lower window at the rear of the storehouse had been torn down. It was difficult to estimate just what quantity of stock had been stolen owing to the heavy stock carried.

Several stores in Bobcaygeon, Ont., were recently entered and considerable quantities of goods were stolen, as well as money removed from the tills.

Arthur Scarff, of McConnell and Scarff, provision dealers, Windsor, Ont., died at his home in that town last week. He was 54 years of age and a native of Woodstock, Ont. He had been in business for a quarter of a century.

Two armed men entered one of the chain of stores of Wm. Carroll, in Hamilton, Ont. last Saturday night and held up the staff of clerks. About thirty dollars were removed from the till. No trace of the bandits has been found.

Harry C. Beckett, for Many Years in Wholesale Grocery Trade, Passes Away

The Late Mr. Beckett Always Took a Very Active and Keen Interest in the Association Work of the Wholesale Trade—Was One of the Founders of the Origina Gluild

HAMILTON, Ont.—(Special)—The death occurred on Monday of H. C. Beckett, senior partner in the wholesale grocery firm of W. H. Gillard & Co., and a man who has been connected for many years with association work on behalf of the wholesale grocery trade. Mr. Beckett had been in somewhat poor health for the past year or two, but only during the last month or so did he become seriously ill.

As one of the founders of the former Wholesale Grocers' Guild, (now the Wholesale Grocers' Association,) Mr.

The late H. C. Beckett, of Hamilton, Ont., from a picture taken a few years ago.

Beckett was interested in association work for a great many years. He held practically every office in the association and was the author of a great many changes affecting the trade during the time he was connected with it. He has been credited with the authorship and working out of the equalized sugar rates that are in effect to-day. He was one of the early advocates of the price maintenance plan for manufacturers. Through thick and thin he constantly advocated not ouly the right of the manufacturer to establish a retail price, but stoutly maintained that this was the proper method if benefit were to be secured by the wholesale and retail trade.

Mr. Beckett was also a long time advocate of an Inland Trade Commission, to be appointed by the Government to supervise business and regulate channels of trade. He was always on the witness stand when cases affecting the wholesale grocery trade were being considered. He spent several hours on the stand in the memorable Guild case that ended with a verdict in favor of the Guild. When the Board of Commerce was inquiring into the alleged combine of retailers and wholesalers, Mr. Beckett was again one of the prominent witnesses.

He was 61 years of age and had been connected with the wholesale grocery business from the time he was 18. He is survived by one daughter and six sons. Among the latter is Hubert of the W. H. Gillard Company and Gerald of the E. B. Eddy Company of Hull.

The following members of the Canadian Wholesale Grocers' Association from Toronto attended the funeral. T. H. Kinnear, A. H. Paffard, J. A. W. Craig, F. W. Humphrey, W. P. Eby, A. C. Pyke, C. S. Parsons, J. A. Lumbers, F. M. Sloan and R. K. McIntosh.

A Stunt That Helped Increase Coffee Sales

London, Ont.,—The T. A. Rowat, Co., had a coffee window display recently that attracted much attention. A tilted coffee pot placed on a box covered attractively with colored tissue paper poured a long stream of golden coffee into a cup placed under the spout. This effect was secured by removing the bottom from the cup and placing a small electric pump in the box. Rowats have built up a really big trade in coffee and continuous advertising, including stunts like that just mentioned.

Rule Twenty-Four of Freights Classification Is Suspended

Representatives of Canadian Wholesale Grocers' Association Wait on Freight Association in Regard to Same—Meant an Increase of From 20 to 50 Per Cent.

FOLLOWING an interview of representatives of the Canadian Wholesaler Grocers' Association with the Canadian Freight Association in Montreal recently, rule 24 of the present freight classification has been suspended. This rule went into effect last May and has been enforced since that date. It raised the classification on all packages which weigh less than 20 pounds or measure less than 36 united inches, length, width and depth added. It meant an increase in freight paid on articles coming under this rule of from 20 to 50 per cent.

The list of articles handled by the wholesale grocer affected by this rule is very extensive.

Included 150 Lines

In requesting the suspension of this rule on behalf of the Wholesale Grocery Trade of Canada, a list of over 150 different grocery lines regularly handled by the trade was submitted. This list gave the weights and measurements of each article, which for good reasons could not be packed in larger containers.

Works a Hardship

It was also pointed out that this rule works a great hardship upon the wholesale grocer as well as the retailer in the increased freight costs and thus tends to retard a reduction in food values. After a full discussion of the whole matter the Freight Association came to an unanimous decision to immediately suspend the rule with the provision that it might be taken up again at a later date, but only after conferring with our association.

In regard to Package Cereals

The proposed Canadian Freight Classification No. 17 changes the classification on Package Cereals, from 8th in carloads and 4th in less than cars to 5th in carloads and 3rd in less than cars, was also given a hearing before the Freight Association. It was vigorously opposed by the Association as well as several cereal manufacturers. The change of classification proposed meant a very large increase in freight charges on cereals, such as corn flakes, grape nuts, post toasties, shredded wheat, etc., which it was felt was not justified at the present time.

After hearing all parties interested the decision arrived at was to let the proposed classification stand and protect package cereals by a commodity tariff, based on 4th in less than carloads and 8th in carloads, as at present. This is quite satisfactory to the wholesalers as it means that higher freight rates as proposed will not apply.

The Association was represented at these hearings by Zeph. Hebert, Montreal, one of the Executive, St. Clair Balfour of Hamilton, F. M. Sloan, Toronto, H. C. Beatty, Montreal and A. P. Pyke, Secretary.

EXPORT MOVEMENT IS AFFECTED

(Continued from Page 31)

preserved, condensed, or sterilized, 1,195,385 lbs. as against 8,354,725 lbs.; cattle, 59,730 head, as against 141,685 head; sheep, 62,873 head, as against 106,102; potatoes, 293,229 bushels, as against 797,845 bushels; wheat, 3,401,816 bushels, as against 9,965,010 bushels; wheat flour and semolina, 58,173 barrels, as against 216,912 barrels; wool, 102,966 lbs. as against 1,987,766 lbs. Among the commodities which show increases in exports are: Cheese and substitutes therefor, 1,241,864 lbs., as against 364,689 lbs.; flaxseed, 1,976,482 bush. as against 594,257 bushels; apples, 350,025 barrels as against 17,458 barrels, and molasses, 555,952 gallons, as against 356,888 gallons.

ALWAYS FOLLOW THE MARKETS REGARDLESS

(Continued from Page 34)

logically, associated effort—association work.

If you each could know, as I know it from first hand observation, experience and information, how effective real organized effort is, there would not be a hamlet on the continent without its actively virile, energetic grocers' association.

The members would take it seriously. They would go to meetings regularly and be on time. They would take that work as seriously as their business—in fact it is business or it is nothing. You, Mr. Reader, can put this into effect in your town—you alone. It will take work—nothing worth while comes without work. You will not seem to be "getting yours" to speak of for a long time; perhaps never. But as you see the work grow and the effect increase, you will find therein a finer and more satisfying reward than any you now hope for.

Such devotion elevates your calling. Your trade takes on the dignity supposed to attach to a profession—though heaven knows I have seen professors enough who were as babes and sucklings compared to the average grocer, but the fact always remains that dignity and satisfaction result from any work that is taken seriously, that is respected by the doer of it, that is honestly performed. There is no more dignified work in the world than that of supplying the daily food and household necessities of the people and such is the grocer's splendid work.

So maybe we can take this thought home from all the wanderings I have written: That each must act for himself, first—determined and unafraid of anybody. That then each must join with as many others as he can find to join him—let it be one other if he can find no more—for the general advancement. With that spirit adopted, persisted in and spread, the grocery business soon will be elevated far above its present status both of individual dignity and general security.

Grading Likely To Be Compulsory Next Season

Regulations making compulsory the grading of dairy products to be exported, in all likelihood, will be put into effect next season by the Federal Department of Agriculture. Dairy produce graders from all provinces of the Dominion, gathered recently for their annual conference which is held under the auspices of the Dairy and Cold Storage Branch of the Department of Agriculture.

At the last session of the Dominion Parliament the Dairy Products Act was passed, empowering the Minister of Agriculture to institute compulsory grading of all dairy products intended for export from Canada. At the time it was expected that such regulations would come into effect in 1922.

Mr. Ruddick emphasized the necessity for grading to ensure uniformity of quality if Canada was to hold her own against the strong competition in the principal dairy produce market, Great Britain. Canada, he remarked, was now the only large dairy produce-exporting country in the world in which a system of compulsory grading was not in force. All her biggest competitors in the British market, Ireland, Denmark, Holland, New Zealand and Australia, had established grading systems some of which, notably in the case of Denmark, were much more stringent than the regulations proposed for Canada. In this connection he stated that Denmark passed a regulation prohibiting the export of any cheese until it was at least six weeks old.

J. H. Chrichton is now in business with a stock of groceries at 2208 Bloor St., West, Toronto.

Percival M. Inglis 367 Spadina Road, Toronto, is leaving the city next week to spend the winter in California returning via New Mexico, Texas, Georgia and New Orleans. Mr. Inglis has been connected with the Dominion Sugar Co. at Chatham, Ont.

WESTERN CANADA NEWS

Western

A. F. Menzies, grocer at Parkview, and Ness Sts., St. James, Man., has sold his business to Wm. R. Mayes. Mr. Mayes took possession on Nov. 16th.

D. D. Ferguson, sales manager of the W. L. MacKenzie Company, Ltd., Winnipeg, who recently underwent an operation is reported to be doing nicely.

C. F. Mitchell of the California Fruit Growers' Exchange, Winnipeg, who has been confined to the house with an attack of lagrippe and bronchitis, is now recovering and is out again.

Charles L. Comings of Richardson Green Limited, Winnipeg, grocery brokers and manufacturers' agents, is on a business trip to the South and before returning will call at the main points in California and on the Pacific Coast.

A. F. Menzies, formerly in business at the corner of Parkview and Ness St., St. James, Man., is building a new store at Colbourne and Rosedale, Winnipeg, Man. He will carry a full line of groceries and meats. The building will be ready early in the New Year.

The Western Grocers Limited, Winnipeg, have purchased the wholesale grocery business of Vivian & Windle, Brandon, and are running the same under the same name of The Western Grocers Limited. C. W. Vivian is manager of same.

Will Investigate Operations of Can. Sales Tax System

New York, Nov. 29—Sixty members of the United States Congress, have gone to Canada for the purpose of studying the Canadian sales tax system, with a view to its application in the United States.

The noteworthy array of law-makers have gone to Canada from Washington and New York, has been commissioned, in a way, by American public opinion, to learn if the tax system cannot be simplified as the tax system of Canada has been.

Basket Sale

A merchant in Western Canada advertised a "Basket Sale" to take place on a certain Saturday. About the middle of the week the firm distributed dodgers, announcing the sale of baskets at $1. each filled with groceries. The whole contents of the baskets if bought singly would amount to something over $1. and the basket was thrown in. The plan proved a great success and the baskets went like hot cakes.

Manufacturers Agree That These Lines Shall Be Uniformly Priced

Will Not Be Supplied to Any Merchant Who Does Not Undertake to Maintain the Fair Price Set, Says an Official of the Vancouver Retail Merchants' Association—What a British Columbia Merchant Thinks

VANCOUVER, B. C., Nov. 28.—An official in the Retail Merchants' Association in Vancouver is authority for the statement that four manufacturers have arranged with the organized retailers, that their lines shall be uniformly priced—sold at the price set, and not supplied to any merchant that will not undertake to maintain the fair price set.

Sells This Customer

Here is an interesting interview with one B. C. merchant. The name of the grocer will be McMerchant, largely because that is not his name:

Three days before the Canadian Grocer representative called on McMerchant, he was asked by one of his customers for a jar of "Cut-rate" peanut butter. "I am sorry, madame," said McMerchant, "but I have not a jar of 'Cut-Rate' brand peanut butter in the store, at present. Will you have a jar of 'Protecto' brand. Here it is, and my customers speak very highly of it."

"No," said Mrs. Byer, "I would like the 'Cut-rate' brand. We've been getting it for several months now."

"Would you try a jar of 'Protecto' at no risk to you, Mrs. Byer," said McMerchant, "then, if you will bring me back the last half of the jar and tell me you didn't like it as well, I'll gladly refund you the total purchase price, 25c."

"Well, if you are that confident that it will suit me, Mr. McMerchant, I will try a jar."

She did, and she has had another jar, a larger size since. The product was not peanut butter, but it is one used quite as frequently, and the conversation is substantially true. On that same price protected line that merchant has, in the last few weeks, built up a splendid trade.

Public Becomes Dissatisfied

"From an advertiser's standpoint," said McMerchant, "what is the use of a manufacturer advertising his line, creating a demand, going to the expense of achieving and maintaining a standard excellence of quality, and then letting the odd price cutter use it for his own purposes long enough to spoil the possibilities of a merchant handling it with profit.

"There are several lines that I have handled in the past that were very satisfactory to me. The turnover was rapid and the margin met my cost of doing business, and a slight profit besides. The cut-rate store used those articles, in turn, just long enough to dissatisfy the public with the legitimate selling price, and then dropped them. I am not handling the lines I'm thinking of now, because I feel that as soon as I have again got my customers in the habit of using those brands, they will be again used as 'sucker-bait' and the cumulative effect of the support I have given the manufacturer will again be lost to me.

The Case of Stamps

"If the ordinary individual ever had the opportunity to buy a dollar's worth of two-cent stamps for 83c by rushing down to some price cutter at 8 o'clock Tuesday morning, he would feel vexed every time he had to pay cent-for-cent, for the next ten years. It isn't a question of whether a letter could be carried for less than three cents. The question is that no letter is carried for anybody for less than three cents, and a three-cent stamp costs three cents all over. When buying stamps your mind is absolutely free from the disquieting thought that some one, some place, is doing better."

Editor's Note:—This subject of price maintenance is a live one and Canadian Grocer will be glad to have other expressions of opinion in regard to it.

This Week's Recipe

Plum Pudding

Take one cup finely chopped beef suet, two cups fine bread crumbs, one cup molasses, one cup chopped raisins (seeded), one cup currants, one teaspoon salt, one teaspoonful cloves, one teaspoonful cinnamon, one teaspoonful baking soda, one cup milk; flour enough to make stiff batter. Place in a double boiler and boil four hours. Serve with a rich sauce; lemon sauce is good.

The United Farmers' Co-operative store at St. Charles near Sudbury, Ont. was totally destroyed by fire on Saturday night last. The loss is estimated at $15,000 partly covered by insurance. General merchandise and groceries were valued at $11,500.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

Markets At a Glance

THE sugar market has an unsettled tone, owing to the fact that the Cuban Finance Committee is apparently having some difficulty in disposing of the large stocks of sugar before the new crop is available on the market. Some arrangements have been made for a large portion of this sugar to be tolled, but some authorities claim that this cannot be done with any degree of satisfaction as it will tend to throw refined sugar on the market on a competitive basis. These arrangements have also caused an easier feeling in the market for uncontrolled raws with the result that lower prices are named.

Following the strength in grains, cereals have a firmer feeling and rolled oats are generally quoted higher. Flour is also higher and millfeeds are showing signs of scarcity at a higher price level.

The dried fruit market throughout has firmer tendencies with currants and raisins particularly stronger and higher.

Canned goods are moving steadily, but there appears to be a firm undertone in all lines. Nuts are firmly maintained, while teas are stronger with prices steadily advancing.

The price movements in produce during the week have been toward higher levels. Stocks of butter are below the level of last year, which has strengthened the market. Storage stocks are fast dwindling and heavy shipments are arriving from the United States. Cheese is firmer and higher with a good movement to the United Kingdom and the United States.

QUEBEC MARKETS

MONTREAL, Nov. 30—Despite the fact that Christmas is quickly approaching and will be here and gone in less than four weeks, wholesalers report sluggishness on the market which they attribute solely to the fact that as yet retailers and consumers have not been convinced of the nearness of the Christmas season and its opportunities. The market is, on the whole, strengthening up to be an advantageous one for the buyer. Flour has advanced in price and shows more strength. The dried fruit market is much stronger with higher prices on currants. Prunes are strong and higher prices are looked for. Walnuts have gone even higher. Matches are higher in price. There is no change in the sugar market. Molasses and corn syrups are steady. Canned salmon is higher in price, as forecasted. Teas are strong and are holding the strong position attained recently. Rolled oats and oat meals are higher in price with a strong market and a good demand. Lemons are lower in price, but oranges, even with a small demand, have advanced. Onions are still advancing and dealers are refusing to handle red onions at the present price. Potatoes continue in their easy course with good offerings. The rice market is steady with indications of a strong market ahead.

ROLLED OATS ADVANCE

Montreal

CEREALS—The cereal market is much stronger this week with higher prices on rolled oats which are quoted in general at $3.55 per bag. Oatmeal, standard granulated and fine, are quoted at $3.75 per bag. The whole market on rolled oats is firmer with a bigger demand. Pot barley and pearl barley on the other hand is easier in price and in small quantities pot barley is quoted at 4c. and pearl barley at 5½c. per lb. Split peas are also easier quoted at 7½c. per lb.

Rolled oats, bag	3 55
Oatmeal	3 75
Pearl Hominy	3 25
Graham Flour, 98 lbs.	7.65
New Buckwheat Flour	6 75
Pot Barley	4 00
Pearl Barley	4 90
Beans, Ont.	3.50
Do., Can.	3 30
Lima Beans	0 10
White beans	0 06
Green peas, dried	0 03 — 0 05¾
Split peas	0 07½

SALMON HIGHER

Montreal.

CANNED GOODS—The canned goods market in general is steady with prices holding, although some wholesalers have as stated under this heading a week ago made cuts in the price of canned fruits. the market for salmon has been gaining strength and this week an advance in price is quoted on sockeye salmon. This advance makes the price of Clover Leaf salmon halves $3.10, an advance of 10c. Talls are quoted at $5.70 and the flats at $5.80 Other brands show an advance in proportion. It is evident that the higher grade of canned salmon will be very strong in price this season and no doubt there will be a shortage since the catch this year was small.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	4 25
Asparagus, Imported (2⅛s)	6 00
Beans, golden wax	2 00 — 2 05
Do., Refugee	2 10 — 2 15
Corn, 2s	1 45 — 1 50
Corn, extra quality	1 60 — 1 75
Carrots (sliced), 2s	1 45 — 1 75
Corn (on cob), gallons	7 00 — 7 50
Spinach, 3s	2 85 — 2 90
Squash, 2½-lb., doz.	1 80
Succotash, 2 lb., doz.	1 80
Do., Can. (2s)	1 80
Do., California, 2s	3 15 — 3 50
Do., (wine gals.)	8 00 — 10 00
Sauerkraut, 2½-lb. tins	1 60
Tomatoes, 1s	1 55 — 1 60
Do., 2s	1 45
Do., 2½s	1 80 — 1 85
Do., gallons	6 25
Pumpkins, 2½s (doz.)	1 50 — 1 55
Do., gallons (doz.	5 00
Peas, standard	1 71½ — 1 82½
Do., early June	2 02½ — 2 12½
Do., extra fine, 2s	3 25
Do. Sweet Wrinkle	1 57½
Do., 2-lb. tins	2 75
Peas, New Pack—	
Standard, 2-lb.	1 82½
Early June, choice	2 05
Do., standard	2 00
Fine French, 2-lb.	2 80

CANNED FRUITS

Apricots, 2½-lb. tins	4 50
Apples, 2½s, doz.	1 60 — 1 85
Do., 3s, doz.	1 60 — 1 70
Do., gallons, doz.	4 80 — 5 40
Currants black, 2s, doz.	4 00 — 4 05
Do., gals. doz.	18 50
Cherries, red, pitted, heavy syrup, doz., 1	3 20
Do., 2½	3 50
Do., 2	2 75 — 3 10
Gooseberries, 2s, heavy syrup, doz.	2 75
California Peaches—	
1s	2 90
2s	3 25
2½s	4 40
Peaches, heavy syrup—	
2-lb.	2 40
Pears, 1s, Keiffer	2 30
Do., 2-lb.	2 45 — 3 10
Greengage Plums, heavy syrup	2 65 — 2 75
Lombard plums, heavy syrup, 2-lb.	2 40
JAMS—	
Strawberry, 16-oz.	3 75
Raspberry, 16-oz.	3 75
Black currant, 16-oz.	3 80
Orange marmalade	4 65

COFFEE MARKET STRONG

Montreal.

COFFEE—The coffee market maintains its strength without any advance in wholesale prices. Dealers state that as long as possible they intend to hold the prices steady. The tone of the market is stronger with a good movement of supplies.

DRIED FRUITS BRISK

Montreal

DRIED FRUITS—There are no special features of note in the dried fruit market except its general strength with an improved demand. Raisins, prunes and currants are strong while other lines are quite steady. Higher prices are expected on prunes. Figs and dates are in good demand. Local importers state that there is practically nothing on spot in Montreal and that recent receipts of figs, currants, dates and raisins are cleaned up. It only took one day to clean out one whole car load of figs consigned to a local importer. Late in the week prices on currants in primary markets advanced one cent.

DRIED FRUITS—		
Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		0 16
Peaches (fancy)		0 28
Do., choice		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)—		
Valencias	0 20	0 21
Sultana, unbleached,		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown		0 21
Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.		0 24
Do., 16 oz.		0 26
California Seedless, in bulk		0 23
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, Excelsior (36 10s), pkg.		5 50
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼'s, lb., 7 crown		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, 5 crown, 10 pounds	0 24	0 26
Do., 12 ounce packages		0 25
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), mats.		0 09
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 32
30-40s		0 13½
40-50s		0 16½
50-60s		0 14
60-70s		0 12½
70-80s		0 11½
80-90s		0 11
90-100s		0 10

PACKAGE GOODS UNCHANGED

Montreal.

PACKAGE GOODS—No change is recorded this week in package goods. The demand for package cereals is good and with the strength of the rolled oats market the package lines in rolled oats should also strengthen.

PACKAGE GOODS—		
Breakfast food, case 18		3 60
Cocoanut, 2-oz. pkgs., doz.		0 78
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case	3 40	3 55
Cornmeal, yellow, 24s		2 85
Rolled oats, 20's		5 00
Rolled oats, 18's		2 00
Aluminum package, 20's		6 10
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs), case		3 50
Pancake flour, case		2 90
Do., self-raising, doz.		1 60
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s, case		6 50
Self-rising flour (3-lb. pkg.) doz.		2 44
Do., (6-lb. pkg.) doz.		4 70
Do, buckwheat flour, per doz.		1 60
Corn starch (prepared)		0 09½
Corn starch, 1 lb. pkge.		0 08
Potato flour		0 12½
Pancake Flour (puffed rice) 24s		2 90
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded Wheat		4 95
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¾
Celluloid starch, 45 pkgs., case		4 00
Malt Breakfast Food (36 pkgs.)		9 50
Quaker Two-Minute Oat Food		1 80
Macaroni, Quaker		2 25
Spaghetti, Quaker		2 25

RICE MARKET STEADY

Montreal.

RICE—Advice from New Orleans show a stronger market for rice. Rough rice is quiet with only a fair demand by the millers. There is a much better feeling in clean rice due to a decided improvement in export business on that market. The clean rice market is very strong and many of the mills are running light since the growers are refusing to accept lower prices. The millers expecting that the high price will cut down the demand are preferring to run at a small capacity instead of accepting the high price. On the other hand this will develop a smaller supply and in consequence a stronger market. The present prices on rice are holding firm with a fair demand.

RICE—		
Carolina, extra fancy		0 09
Do., fancy)		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Ragoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras		0 07
Siam		0 14½

NOTE—The rice market is subject to frequent changes.

PEANUTS ARE LOWER

Montreal.

NUTS—There is little change in the nut market. Peanuts are easy in price and roasted supplies, the best quality, is down to 21c. Walnuts, almonds and pecans are holding the strength they have developed during the past few months. The demand for nuts shows a marked improvement during the last few weeks and a new supply of walnuts is not expected until the second week in December.

NUTS—		
Almonds, Tarragona, per lb.	0 22	0 24
Do., shelled	0 48	0 51
Valencia shelled almonds	0 48	0 50
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily), per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 18
Do., shelled, No. 1 Spanish		0 11½
Do., salted red		0 18
Do., shelled, No. 1 Virginia		0 13½
Peanuts (salted)—		
Fancy wholes, per lb.		0 36
Fancy splits, per lb.		0 31
Pecans, shelled	1 00	1 50
Walnuts Grenoble, in shell		0 33
Walnuts, Marbot	0 26	0 28
Do. new Naples		0 26
Do., shelled, Manchurian	0 50	0 55
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux shelled		0 90

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

LEMONS REDUCED

Montreal

FRUITS.—There are a number of changes in the fruit market. Apples are higher in price with smaller offerings. The boxed seem to have the preference with a premium in price. Spies are quoted at from $9.50 to $10.00 per barrel. Nearly all the apples offered on the market show an advance of 50c per barrel. Lemons are easier in price and fancy lemons are offered at $3.90 per box. Oranges have gone still higher, although there is only a limited demand.

Valencias are quoted at $7.50 to $8.00 per case. Grape fruit is a little easier with prices varying from $4.00 to $4.90 per case for Porto Rico which show an improvement in quality.

APPLES—		
Wealthy, per barrel	5 00	7 00
Hampers, per bushel	1 50	2 00
Baldwins	7 00	8 00
Fameuse	7 00	10 00
Boxes, 175s, 216s	3 25	3 50
Bananas (as to grade) bunch	7 00	7 50
Lemons, 300-360s		3 90
Grape fruit, Porto Rico	4 00	4 90
Cal. Valencias	7 50	8 00
Do., Blood Oranges, half boxes		3 75
Malaga grapes, per crate		4 00
Tokay grapes, per crate		4 50
Blue and green grapes, per bas.	0 40	0 50

COCOANUT EASIER IN PRICE

Montreal.

SPICES.—The spice market is quiet with no changes in prices except on cocoanut which has an easier tendency with some lower prices quoted. Peppers are perhaps a little weaker on primary markets but wholesale prices are unchanged. The demand at this season is light since most retailers have their supplies on hand.

SPICES—		
Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cocoanut, 20 lb. pails, per lb.		0 30
Do., sweetened, lb., packages.		0 39
Chicory (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar (French pure)	0 44	0 60
Do., American high test	0 65	0 80
Whole cloves		0 45
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 30
Do., 80, lb.		0 28
Do., 100, lb.		0 25
Do., ground, 1-lb. tins		0 30
Pepper, black		0 24
Do., white		0 32
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

SUGAR MARKET STEADY

Montreal.

SUGAR.—No change has occurred in the sugar market. The future of granulated sugar cannot be seen far ahead but as far as refiners can predict, at

the present time, the market looks steady.

SUGAR—

Granulated sugar, per cwt.	7 75
Do., barrels	7 80
Granulated, gunnies, 20-5	8 15
Do., cases, 20 5-lb. cartons	8 35
Do., gunnies, 10-10	8 25
Do., cases, 50 2-lb. cartons	8 50
Yellow, light, per cwt.	7 35

MOLASSES PRICES STEADY

Montreal

MOLASSES.—No change has occurred in the molasses market. The trend of the market is firm since the advance of a few weeks ago. Buying is however light, and only for immediate requirements. Corn syrups are steady with a good demand.

MOLASSES—

Puncheons, Island of Montreal	0 76
Barrels	0 79
Half barrels	0 81
Puncheons, outside of Montreal	0 73
Fancy molasses in tins (ginger bread)	
No. 2, 2 doz. per case	4 20
No. 3, 2 doz.	4 50
5-lb. tins	8 95
10-lb. tins, per case	8 60

CORN SYRUPS—

Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. pails, each	2 85
5 gal. 5-lb. pails, each	4 50
5-lb. tins, per case	4 70
10-lb. tins, per case	4 40
5-lb. tins, 1 doz. in case, case	5 30
10-lb. tins, ½ doz. in case, case	5 00

TEAS HOLD FIRM

Montreal.

TEAS—There are no new developments in the tea market. Ceylon and Indian teas are holding quite firm at the advanced prices and the Japan market is maintaining its full strength with a good demand throughout.

Ceylon and Indians—		
Pekoes	0 38	0 44
Broken Pekoes	0 40	0 48
Broken orange pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60

Above retail prices range of quotations to the retail trade.

Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

HIGHER PRICES FOR FLOUR

Montreal.

FLOUR—The flour market has reacted with advanced prices. The demand has shown a marked increase since there is every prospect for another advance. The market has recently strengthened following the wheat market. The future of wheat promises to be stronger and in contradiction of the usual order, that when navigation closes flour reaches its low level, it has strengthened to an advance just at the close of the season. This promises a stronger future for flour. The advance amounts to one cent on the smaller bags both cotton and paper.

FLOUR—

Hard wheat, 24½'s	1 16	1 15
Do., 14's	0 69	0 68
Do., 7's	0 37	0 36

SPANISH ONIONS HIGHER

Montreal

VEGETABLES—The only change in the vegetable market is the further advance in the price of onions. Spanish onions are quoted at $6 per case or in half cases at $3.50. Red onions are practically off the market. Potatoes continue in the same easy course. Cranberries remain high in price.

VEGETABLES—

New cabbage, local, doz.	0 60	0 75
Carrots, new, per bunch		0 35
Celery, per doz. bunches		0 75
Celery, imported, 4-doz. crate		4 50
Montreal cucumbers, per doz.		0 50
Horseradish lb.		0 60
Leeks, doz.		4 00
Mint		0 60
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green ,doz.		0 50
New potatoes, Mont. (90-lb. bag)	1 15	1 30 1 40
Do., sweet hamper		3 00
Spanish onions, per case		6 00
Turnips, per bag	0 75	1 00
Red onions, per crate	5 50	6 50
Texas Onions, per crate		3 50
Yellow onions, per cwt.		4 50
Cranberries, barrel		23 00

PREPARED COFFEE REDUCED

Montreal.

MISCELLANEOUS—Reindeer prepared coffee is reduced 25c. per case on the large size and 75c. on the small size, making the price $3.00 for the large and $7.25 for the small. Matches are advanced in price. Dominion silent matches are now $8.02 for 8's and others are listed in proportion. Johnson's fluid beef cordial is advanced to $14.40 a case.

ONTARIO MARKETS

TORONTO, Nov. 30.—The cereal market generally has firmer tendencies with higher prices on rolled oats. Flour is also firm with millfeeds higher and in scant supply. Canned goods are steady with a firm undertone. Thompsons seedless raisins are higher while currants are in a strong position with higher prices in primary markets. Malaga raisins are showing signs of becoming exhausted. Shipments of new crop fard dates are expected to arrive in about ten days. The sugar market has an easy trend. New crop nuts are now practically all on the market and prices are firmly held. Tapioca is slightly higher while rice appears to have easier tendencies. Black peppers are stronger with a tendency for higher prices. The tea market continues to occupy a strong position with wholesale quotations again advanced.

NEW LIMAS ARRIVE

Toronto.

BEANS.—There is little change in the bean situation as far as Ontario beans are concerned, the market remaining quiet under a fair demand. At one brokers' office the statement was made that they have had offers for several cars of Ontario beans for shipment to United States and if the order went through it would have the effect of strengthening the market. There are others, however, who claim that the market is as likely to go down as up. But at the moment there does not appear to be any real reason for higher prices and merchants are well advised to buy fairly close. New crop limas are now on the market at 9c. to 9¾c. per lb. California limas are strong at the coast and prices are even higher than a few weeks ago.

BEANS—

Ontario hand picked, per bushel	3 25	3 50
Do., No. 1 lb. pickers, per bushel	2 90	3 15
Cal. Limas, per lb.	0 09	0 09½

CANNED GOODS STEADY

Toronto.

CANNED GOODS.—Generally speaking the whole of the canned goods market is fairly quiet but the undertone appears to be firm. Prices on both vegetables and fruits are maintained and there is the absence of price cutting that featured the market some time ago. Aylmer tomato soup it quoted at 95c. per doz., packed four dozen to the case. Robertson's Silver Shred marmalade is quoted at $3.75 per doz. Leard's boneless chicken ¼s is quoted at $2.40 per doz. and O'Leary's lobsters ¼s are advanced to $2.50 per doz.

CANNED GOODS

Sockeye 1s, doz.	5 35	5 60
Do., ½s, doz.		3 00
Alaska red, 1s		4 25
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 90
Pinks, 1s doz.		1 45
Lobster, ½-lb., doz.	3 75	4 15
Do., 1-8-lb. tins	2 50	2 75
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	
Canned Vegetables —		
Tomatoes, 2½s, doz.		1 75
Do., Gal. No. 10 tins, doz.	5 95	6 25
Peas, standard, doz.		1 75
Do., Early June	2 00	2 15
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 15
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.		6 60
Canadian corn	1 40	1 50
Pumpkins, 2½s, doz.	1 50	1 60
Do., Gal., No. 10 tins, doz.		5 15
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s, doz.	3 40	4 25
Do., shredded, 2s, doz.	4 75	5 25
Do., sliced 2½s, doz.		4 25
Apples, gal., doz.		5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.		3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Do. Green Gage	3 25	3 40
Cherries, pitted H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00

COFFEE PRICES STEADY

Toronto.

COFFEE.—There is no change in the local situation but prices are firmly maintained under an active demand.

Coffee—

Java, Private Estate	0 51	0 53
Begotas, lb.		0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.		0 35
Mocha, lb.	0 52	0 55
Rio, lb.	0 22	0 24
Santos		0 35

ROLLED OATS HIGHER

Toronto.

CEREALS.—The market generally has firmer tendencies following the firmer market for wheat which is reflected in a firmer market for coarse grains. This is especially noticeable on rolled oats. Manufacturers have advanced their quotations about 20c. per bag and intimate that another advance will be recorded in the near future. Wholesalers however, have not changed their quotations but they too intimate a higher price within the next week.

CEREALS—	
Barley, pearl, 98s	5 50
Buckwheat flour, 98s	4 75
Barley, pot, 98s	3 90
Barley Flour, 98s	6 25
Cornmeal, golden, 98s	2 50
Oatmeal, 98s	4 30
Corn flour, 98s	3 00
Rye flour	4 10
Rolled oats, 90s	2 95
Rolled wheat, barrel	6 00
Cracked wheat, bag	5 25
Breakfast food, 98s	4 75
Rice flour, 100 lbs.	10 00
Flaxseed, 98s	7 00
Peas, split	0 06¾ 0 07¼
Marrowfat green peas, 98s	9 50
Graham flour, 98s	3 75
Whole wheat flour	3 85
Wheat kernels, 8s	5 00
Farina, 98s	5 35
Lentils, Red, lb.	0 18½ 0 19¾

HONEY MARKET STEADY

Toronto

HONEY.—There is a good steady demand for honey with prices unchanged as compared with a week ago.

HONEY—	
5-pound tins, per lb.	0 16½
10-lb. tins, per lb.	0 15½
60-lb. tins, per lb.	0 15
Comb, per doz	3 75 4 50

PACKAGE CEREALS FIRM

Toronto

PACKAGE GOODS—Although quotations on package cereals are unchanged, the situation generally has a firmer undertone than for sometime past. It is understood that Shredded Wheat will take a drop to $4.40 per case about Dec. 10, making this line a straight 15c. package retail.

PACKAGE GOODS

Rolled Oats, 20ss, round, case	5 00
Do., 18s, case	2 00
Do., 20s, square case	5 00
Do., Aluminum Prem., 20s	6 10
Corn Flakes 36s, case	3 10 3 75
Porridge Wheat, 36s, reg., case.	6 00
Do., 20s, family, case	6 80
Package peas, per doz.	0 90
Cornstarch, No. 1, lb. carton	0 09½
Do., No. 2, lb., cartons	0 08
Laundry starch	0 07½
Do., in 1-lb. cartons	0 8¼
Do., in 6-lb. wood boxes	0 11¼
Do., in 6-lb. tin canisters	0 12
Celluloid starch, case	4 00
Potato flour, 1-lb.	0 14½
Fine oatmeal, 20s	5 75
Cornmeal, 24s	2 30
Farina, 24s	3 25
Barley, 24s	2 75
Wheat flakes, 24s	4 80
Wheat kernels, 24s	3 70
Self-rising pancake flour 24s	2 70
Buckwheat flour, 24s	2 70
Bananas, per lb.	0 08½
F. S. Hominy gran. case	3 00
Do., pearl, case	3 00
Scotch pearl barley case	2 70
Puffed rice pancake flour, 24s	2 85
Self-rising pancake flour, 18s	3 85

THOMPSONS RAISINS HIGHER

Toronto.

DRIED FRUITS.—The whole of the dried fruit list has gained in strength and there are indications that prices all along the line will be advanced in price. As reported last week, currants have a stronger position and prices in primary markets are now 5 to 10 shillings per cwt. higher than when the first shipment of the new crop left Grece. Some wholesalers who last week were booking orders for Patus currants for a later delivery at 15c. have now withdrawn that price. In some quarters the supply of Malaga raisins are exhausted and at the moment there appears to be a likelihood for a shortage before the Christmas season is over. Thompsons seedless raisins in bulk are higher at 24c. per lb. while California sultanas are quoted at 20c. to 21c. per lb. Smyrna figs in 60 lb. bags are quoted at 11¾c. per lb. Hallowee dates are opening up the finest quality that has appeared on this market for several years, quotations range from 14c. to 14½c. per lb. New fard dates are quoted to arrive about Dec. 10 at 26c. per lb. Glace cherries in ½ lb. cartons are meeting with a good demand at $4.95 per dozen.

Candied Peels—		
Citron caps, 12-lb. boxes, lb.		0 46
Lemon caps, 12 lb. boxes, lb.		0 29
Orange caps, 12 lb. boxes, lb.		0 31
Mixed containing 4½ lb. lemon, 4½ lb. orange, 3 lb. citron caps, per lb.		0 35
rained Peel, mixed, cut ready for use, in No. 1's cartons, 3 3 dozen per case, per dozen.		4 50
irrants—		
Greek, Filliatras, cases		0 14
Do., Patras	0 16½	0 17
Do., Vostizza		
Excelsior, pkgs, 3 doz. in case		5 50
Dromedary, 3 doz. to case		7 50
Fard, per box ap. 12 lbs.		3 25
Hallowee dates, per lb.	0 14	0 14½
Prunes—		
30-40s, 25s		0 19
40-50s, 25s		0 16½
50-60s, 25s		0 14½
60-70s, 25s		0 13½
70-80s, 25s		0 11¾
80-90s, 25s		0 11¼
Raisins—		
California, Sultanas, lb.		0 21
Seedless, 15-oz. packets		0 26
Do., 11-oz. packets		0 21
Seeded, 15-oz. packets	0 20½	0 21
Crn., muscatels, No. 1, 25s		0 19½
Thompsons, seedless		0 24
Valencia, Spanish		0 28½
Clusters, boxes, 20 1-lb. pkg.		6 65
Evaporated apples		0 16
Figs—		
Smyrna, bags, approx. 28 lbs.		0 14¼
Do., 60-lb. bag		0 11¾
Layer, 4 Crown		0 30
Layer, 5 Crown		0 30
Layer, 7 Crown		0 35½
Pulled, 10 lb. box, per lb.		0 30
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Peaches—		
Choice		0 20
Apricots—		
Choice		0 20
Standard		0 28

SUGAR LOOKS EASY

Toronto.

SUGAR.—As far as the local situation is concerned, Canadian beet sugar is a factor in the market. Wholesalers are quoting beet sugar at $7.75 but Eastern refiners continue to maintain their list price. The raw market is easier with prices ¼c. per lb. lower.

St. Lawrence, extra gran., cwt.	8 09
Atlantic, extra gran.	8 09
Acadia Sugar Refinery, ex. gran.	8 09
Dom. Sugar Refinery, ex. gran.	7 85
Canada Refinery, gran.	8 09

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c gunnies, 10 10s, 50s; cartons, 20-5s, 60c.

FIRST NAVELS ARRIVE

Toronto.

FRUIT.—The first shipment of California navels are now on the market, quotations run from $6.00 to $6.75 per case according to size. Florida oranges are quoted $5.00 to $6.00 while grape fruit is unchanged as compared with last week. Casaba melons are selling at $2.25 per crate of 8 to 9 melons.

Oranges, Valencies, 100s		6 50
Do., 126s		7 00
Do., 150s, 176s	7 25	7 50
Do., 200s, 216s, 250s	7 50	8 00
Oranges, Florida, all sizes	5 00	6 00
Oranges, Navels, 100s,		6 00
Do., 126s,		6 50
Do., 150s, 176s, 200s,		6 75
Lemons, Messina	4 75	5 00
Bananas, per lb.		0 08½
Apples—Barrel.		
Spys, No. 1		8 50
Spys, No. 2		7 50
Spys, No. 3		5 00
Greenings No. 1		7 00
Greenings No. 2		6 50
Baldwins No. 1		7 00
Baldwins No. 2		6 50
Grapes, Emperor, lugs		4 00
Do., Do., kegs		8 00
Do., Almera, bbls.	13 00	16 00
Apples, B. C. boxed	3 25	4 50
Cranberries, Cape Cod. * bbl. box		13 00
Grapefruit, Florida, 54s	5 50	6 50
Do., 64s, 70s, 80s	5 50	6 50
Do., 96s	5 50	6 50
Pomegranates, box		3 50
Casaba Melons—Crates 8 to 9		2 25

A NEW WALNUT ARRIVES

Toronto.

NUTS.—The feature in the nut market this week is the arrival of Manchurian walnuts in the shell. This is the first of this kind to arrive on this market. The nuts are large, well filled, and have a good flavor and are quoted at 25c. per lb. With the exception of Bordeau shelled walnuts, all the new nuts are now available and are already meeting with a good demand.

Almonds, Tarragonas, lb.	0 23	0 24
Walnuts, Grenobles, lb.	0 29	0 30
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian		0 25
Do., Chili		0 21
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, lb.		0 30
Do., sweetened, lb	0 28	0 32
Do., shred		0 25
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium	0 17	0 18
Mixed nuts, bags 50 lbs.	0 20	0 21
Pecans		0 30
Shelled —		
Almonds, lb.	0 48	0 55
Filberts, lb.		0 35
Walnuts, Bordeaux, lb	0 90	0 95
Wo., Manchurian		0 75
Do., broken	0 63	0 65
Jordan almonds	0 70	0 75
Peanuts, Spanish, lb.		0 11
Pecans, lb.		1 40
Brazils		0 72

FURTHER ADVANCES IN TEAS

Toronto.

TEAS.—The strength in the tea markets is in further evidence this week by prices to the retail trade being again advanced. These advances range as high as 3c. per lb. but wholesalers claim that the prices now quoted do not yet represent replacement costs. The primary markets continue to grow in strength and late advices state that prices have again moved upward.

Pekoe Souchongs	0 30	0 35
Pekoes	0 32	0 58
Broken Pekoes	0 35	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans		0 58
Do., seconds		0 50
Hyson thirds	0 30	0 35
Do., pints	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade.

SYRUP UNCHANGED

Toronto.

SYRUPS.—There is a good consumptive demand for syrups and at the moment the market appears to be fairly steady.

Corn Syrup—	
Barrels, about 700 lbs., yellow..	0 05½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 60
Cases, 5-lb. tins, white, 1 doz. in case	5 80
Cases, 10-lb. tins, white, ½ doz. In case	5 00
Cases, 2-lb. tins, yellow, 2 doz. in case	4 00
Cases, 5-lb. tins, yellow, 1 doz. in case	4 70
Cases, 10-lb. tins, yellow, ½ doz	4 00
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 20
No. 3 tins, 2-doz. case	5 50
No. 5 tins, 1-doz. case	4 60
No. 10 tins, ½-doz. case	4 25
Pails—No. 1	1 10
Pails No. 2	1 75
Pails No. 5	3 55
Molasses, table grade—	
No. 2 tins, 2-doz. case	7 75
No. 5 tins, 1-doz. case	8 95
No. 10 tins, 1-doz. case	8 60
Pails—No. 1	2 10
Pails No. 2	3 75
Pails No. 5	8 55
No. 3 tins, 2-doz. case	10 75

TAPIOCA FIRM

Toronto.

RICE.—There is little change in the rice market which appears to have an easy undertone for Southern grades but Oriental varieties are somewhat firmer. One authority on rice says: The rice market has not yet hit bottom nor will it likely do so until after the turn of the year, after that there is a possibility for an upward tendency." Tapioca has a shade firmer tone with wholesalers generally quoting ½c. to 1c. advance.

Honduras, broken, per rlb. ...	0 07½	0 08
Blue Rose, fancy	0 08½	0 09
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White sago	0 08½	0 09
Tapioca per lb.	0 8½	0 09
Do. fancy	0 09	0 11

BLACK PEPPER STRONG

Toronto.

SPICES.—Spot supplies of spices are in small supply and manufacturers are finding it more difficult to pick up parcels in any market outside of the countries of origin. This has a tendency to strengthen the spot market as it requires from three to six months to import. Black peppers are in a strong position with a tendency for higher prices.

Allspice	0 15	0 18
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	0 35	0 40
Pastry	....	0 26
Pickling spices	....	0 18
Mace	....	0 75
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	0 60	0 70
Do., 80s	....	0 85
Chillies, lb.	....	0 60
Nutmegs, selects, whole, 100s .	0 22	0 26
Do., ground	....	0 23
Mustard seed, white	0 30	
Celery seed, whole	0 40	
Coriander seed	0 18	
Caraway seed, whole	0 30	
Turmeric	0 50	
Curry powder	0 35	
Cream of Tartar—		
French, pure	0 40	
4-oz. packages, doz.	2 00	
The above quotations are for the best quality. cheaper grades can be purchased for less.		
8-oz. packages, doz.	3 50	

FLOUR SHADE HIGHER

Toronto.

FLOUR.—The market is stronger with quotations advanced 10c. per barrel. This is the result of the higher wheat market and the tendency is that the flour will show a further advance in the near future. First patent in cotton bags is quoted at 7.70 and second patent in jute bags at $7.50 per barrel.

First Patents, in cotton bags, bbl.	7 70
Second Patents, in jute bags, bbl.	7 50

BRAN AND SHORTS UP $1.00

Toronto

MILLFEEDS.—Following the higher wheat market, coarse grains are in a stronger position with the result that bran and shorts are advanced $1.00 per ton. Then too, there is a big demand since the colder weather set in which together with the small supply, mainly on account of many of the mills not operating to full capacity, has created a strong situation with a likelihood for it continuing, for a time at least.

MILLFEEDS—	
Bran. per ton	23 25
Shorts, per ton	25 25
Choice middlings, per ton	30 25

HEAD LETTUCE HIGHER

Toronto.

VEGETABLES.—Head lettuce is firmer at $5.50 per case while hot house tomatoes are also higher at 35c. per lb. Onions continue strong with prices ranging from $5.50 to $6.50 per 100 lb. sack. Sweet potatoes are in demand at $3.00 per hamper. There appears to be a good supply of potatoes, many of the houses being filled up. The market has been holding fairly easy during the week with prices showing little change.

Cabbage, per doz.	1 00	1 50
Potatoes, Delaware, per bag ...	1 65	1 75
Do., Ontario	1 40	1 60
Beets, per bag	0 75	1 00
Carrots, per bag	0 85	1 00
Turnips, per bag		0 85
Parsnips, per bag	1 00	1 25
Onions, Spanish, crate	5 50	6 25
Do., Sack, 10 lbs.	5 50	6 50
Celery, per doz.	0 75	1 00
Cauliflower, Cal., case		6 00
Tomatoes, hot house, lb.		0 35
Head lettuce, iceberg, case		5 50
Swet potatoes, per hamper		3 00

WINNIPEG MARKETS

WINNIPEG, Nov. 30.—The feature of the grocery market this week is the decline in the price of corn syrups. The coffee market is fluctuating slightly and although there is a light demand, prices are ruling firm. Cereals are steady in sympathy with the firmer tone of the grain market. Canned goods are firm and a scarcity of canned pumpkin is reported. Dried fruits show considerable more activity and prunes are expected to be higher. From recent reports just received from India the average yield of Indian teas will show a decrease of over 60,000,000 pounds and prices are advancing. New California vegetables are arriving on the market.

COFFEE MARKET STEADY

Winnipeg

COFFEE—The coffee market continues firm and although fluctuating slightly lower prices are not expected. A fair business for the week was reported by local jobbing houses.

COFFEE—		
Rio, roasted, best grade, per lb..	0 19½	0 20½
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica ,roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb...	0 51	0 53
Bourbon, best grade, per lb.....	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo. roasted, best grade, lb.	0 38	0 44

CEREALS UNCHANGED

Winnipeg.

CEREALS—There is no change in the cereal market. Bulk rolled oats at the low prices are showing an improvement in the demand. The demand for package cereals is light at unchanged quotations.

PACKAGE CEREALS

Rolled Oats, 20s, round cartons.	4 00	4 65
Do., 36s, case square pkts.	....	3 50
Do., 18s, case	....	2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, per case.	....	3 40
Puffed wheat, 3 doz. case, per case....		4 45
Puffed rice, 3 doz. case, per case	....	5 75
Cream of Wheat, 3 doz. case, per case..		9 00
Grape Nuts, 2 doz. case, per case	....	3 80
Package Peas, 3 doz. case, per case....		3 00

BULK CEREALS

Rolled Oats, 80s, per bag	....	2 40
Do., 40s, pr bag	....	1 25
Do., 20s, per bag	....	0 65
Do., 10-8s, per bale	....	3 15
Do., 15-6s, per bale	....	3 65
Oatmeal, 98s, gran. or stand. bag	....	3 70
Wheat Granules, 98s, per bag...	....	6 10
Do., 16-6s, per bale	....	6 60
Peas, whole, green, 100-lb. bag, per bush.		3 95
Do., split, yellow, 98s, per bag	....	7 50
Do., split, yellow, 49s, per bag	....	3 80
Beans, fancy, hand picked, 100-lb. bag, per bush.	3 80	4 25
Do., Lima, 100-lb. bag, per lb..	....	0 09½
Barley, Pot, 98s, per bag	....	3 25
Do., Pot, 49s, per bag	....	1 68
Do., Pot, 24s, per bag	....	0 85
Barley, Pearl, 98s, per bag . ..	....	4 40
Do., Pearl, 49s, per bag	....	2 26
Do., Pearl, 24s, per bag	....	1 15
Cornmeal, 98s, per bag	....	2 50
Do., 49s, per bag	....	1 30
Do., 24s, per bag	....	0 70
Do., 10-10s, per bale	....	3 00
Buckwheat grits, whole, 98-lb. bags, per bag	....	9 35

JAMS UNCHANGED

Winnipeg.

JAM—There is no change in the jam situation. The market is ruling firm. Many of the popular varieties are practically cleaned up.

JAMS

Strawberry 4s per tin	0 91
Black Currants, 4s, per tin	0 91
Raspberry, 4s, per tin	0 91
Apricots, 4s, per tin	0 85
Cherry, 4s, per tin	0 85
Peach, 4s, per tin	0 85
Compound (all flavors), 4s, tin	0 55

CANNED PUMPKIN SCARCE

Winnipeg.

CANNED GOODS—B. C. Packers announce that they will only be able to fill about 45 per cent. of the delivery of canned pumpkin on sizes 2s and 2½s. While prices on canned fruits are firmly held very little activity is shown, and in fact with only a limited pack available higher prices are expected before next year's pack is under way. The salmon market is ruling firm especially on the best grades. Stocks at the coast are reduced and very few sockeyes are available.

Shrimps, 1s, 4 doz. case, doz.	....	3 60
Finnan Haddie, 1s, 4 doz. case	8 25	11 50
Do., ½s, 8 doz. case, case	7 25	13 00
Herring (Can.) 1s, 4 doz. case	6 50	8 00
Do., imp.,½s, 100 doz. case	21 50	32 50
Lobsters, ¼s, 8 doz. case, doz.	....	2 50
Do., ½s, 8 doz. case, doz.	....	4 80
Oysters, 1s, 4 doz. case, cs.	....	9 40
Pilchards, 1s, tall, 4 doz. case, cs.	....	7 10
Do., ½s, flat, 8 doz. cs, case	....	9 00
Salmon—		
Sockeye, 1s, tall case	....	20 00
Do., 1½s, flat, 8 doz., in case	....	21 25
R. Spring, 1s, tall, 4 doz. case	....	16 25
Do., 1½s, flat, 8 doz. case	....	17 00
Cohoe, 1s, tall, 4 doz. case	12 00	13 00
Do., ½s flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	....	6 25
Do., ½s, flat, 8 doz. case	....	8 00

CANNED FRUIT (Canadian)

Apples, 6 tins in case, per case	....	8 60
Cherries, 1s, 4 doz. case	6 75	8 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	4 75	7 00
Do., heavy syrup, 2s, 2 doz. case	6 00	6 60
Do., Lombard, light syrup, 2s, 2 doz. case	5 75	5 25
Raspberries, 2s, 2 doz. case	8 00	8 40
Strawberries, 2s, 2 doz. case	8 00	8 60

CANNED FRUIT (American)

Apricots, 1s, 4 doz. case	....	11 00
Peaches, 2½s, 2 doz. case	....	9 15
Do., sliced, 1s, 4 doz. case	....	10 85
Do., halved, 1s, 4 doz. case	....	10 75
Do., 2s, 2 doz. case	....	6 90
Pears, 1s, 4 doz. case	....	13 40
Pineapples, sliced, 2s, 2doz. case	....	7 60

CANNED VEGETABLES

Asparagus Tips, 1s, tins, 2 doz. case, per doz.	....	4 40
Beans, Golden Wax, 1s, doz.	4 90	5 00
Beans, Refugee, 2s, 2 doz. case	4 90	5 00
Corn, 2s, 2 doz. case	2 80	3 60
Peas, 2s, 2 doz. case	3 90	4 25
Sweet Potatoes, 2½, 2 doz. case	....	7 00
Pumpkins, 2½s, 2 doz. case	3 90	3 75
Sauer Kraut, 2½s, 2 doz. case	....	4 10
Spaghetti, 2 doz. case	....	2 05
Tomatoes, 2½s, 2 doz. case	3 95	4 25
Spinach, 2½s, 2 doz. case	....	7 00

DRIED FRUITS FIRMER

Winnipeg.

DRIED FRUITS—Latest reports from primary markets on dried fruits state that there is considerable activity in prunes and while there have been no advances, prices are expected to go higher very shortly. Stocks are low and it is intimated that the total holdings 30,000,000 pounds will be cleaned up by March of the coming year. Currants are showing more firmness and stocks are light. Interest is shown in apricots and with only limited quantities available it is doubtful if the 1921 yield will last much after the first of the year.

DRIED FRUITS

Evaporated apples, per lb.	0 18	....
Currants, 90-lb., per lb.	0 18	0 19
Do., 8 oz. pkgs., 6 doz. case, lb.	....	0 15
Dates, Hallowee, bulk, lb.	....	0 12½
Do., pkgs., 3 doz. case, lb.	....	0 15¾
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 12½
Do., black, cartons, carton	....	0 60
Loganberries, 4 doz. case, pkt.	....	0 26
Peaches, standard, per lb.	0 17	0 21
Do., choice, per lb.	0 18	0 24
Do., fancy, per lb.	0 20	0 25
Do., Cal., in carton, per carton	1 00	1 20
Do., Cal., in cartons, per carton	1 00	1 20
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton	....	1 30
Prunes—		
30-40s, 25s, per lb.	....	0 20
40-50s, 25s, lb.	....	0 17½
50-60s, 25s, lb.	....	0 14
60-70s, 25s, lb.	....	0 13
70-80s, 25s, lb.	....	0 10½
80-90s, 25s	....	0 09¾
90-100s, 25s, per lb.	....	0 08
In 5-lb. cartons, carton	0 65	0 75
RAISINS—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg.		$0 20
Do., pkg., 12 oz., fancy, per pkg.		0 16¾
Do., 16 oz., choice, per pkg.		0 19
Do., 12 oz, choice, per pkg.		0 16
Cal. 5-lb. cartons, per carton		1 20
Do., bulk, 25-lb. boxes, per lb.		0 19
RAISINS—Seedless—		
Cal., pkg., 11 oz., per lb.		0 19½
Do., bulk, 25-lb. boxes, per lb.		0 22
Do., bulk, 5-lb. cartons, per carton		1 30
Apricots, choice, 25 s, lb.		0 31
Do., 10s, lb.		0 33
Do., Standard, 10s, lb.		0 27
Do., Standard, 25s, lb.		0 29
Do., fancy, 25s, lb.		0 35
Do., fancy, 10s, lb.		0 36
Apricots, 5 lb. cartons, per carton		1 65

SPICE MARKET FIRM

Winnipeg.

SPICE—Continued steadiness characterizes the spice market and the tone of the market for such commodities as peppers, cloves, ginger and nutmegs is even more pronounced.

Allspice, Jamaica, best qual., lb.	....	0 22
Cassia, Batavia, per lb.	....	0 35
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 65
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 50
Do., No. 0, carton, doz.	....	0 90
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	....	0 45
Ginger, washed. Jamaica, No. 1	....	0 65
Do., Jamaica, No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb.	....	0 65
lb., per lb.	....	0 70
per lb.	....	0 37
Do., medium, 110 to lb.	....	0 35
Do., carton of six, per doz.	....	0 80
Pepper, blk., Singapore, ex. lb.	....	0 22
Do., white, per lb.	....	0 35
Pickling, ¼-lb. pkg., per doz	....	0 90
Do., bulk, No. 1, per lb.	....	0 22

GROUND SPICE

Allspice, bulk, per lb.	....	0 20
Do., No. 2, per lb.	....	0 25
Do, 2 oz. cartons	....	0 95
Do., 4 oz. cartons	....	1 20
Cassia, No. 1 bulk, per lb.	....	0 27
Do., No. 2, bulk, per lb.	....	0 25
Do., No. 1, 2 oz. cartons	....	0 95
Do., No. 1, 4 oz., cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 55
Do., 2 oz. cartons	....	0 95
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 50
Do., 2 oz., cartons	....	0 95
Do., 4 oz. cartons	....	2 00

SUGAR MARKET UNCHANGED

Winnipeg.

SUGAR—There is nothing particularly new in the refined sugar market. Sugar is now being quoted on a better level of value but a still lower basis can be expected.

Extra gran. bags, 100 lbs.	....	8 50
Do., gunnies, 5-20 lbs.	....	8 90
Do., gunnies, 10-10 lbs.	....	9 00
Do., gunnies, 20-lb. lbs.	....	9 10
Do., cartons, 50-2 lbs.	....	9 25
Yellow, No. 1 lt., bags, 100 lbs	....	8 10
Do., golden, bags, 100 lbs.	....	8 00
Powdered sugar, bbls.	....	8 90
Do., boxes, 50 lbs.	....	9 10
Do., boxes, 25 lbs.	....	9 30
Icing, barrels	....	9 00
Do., boxes, 50 lbs.	....	9 20
Do., boxes, 25 lbs.	....	9 40
Soft lumps, boxes, 100 lbs.	....	9 30
Do., boxes, 50 lbs.	10 40	9 60
Do., cases, 20 cartons	....	10 35
Do., cases, 40 ½ lbs.	....	11 10
Small lump, boxes, 100 lbs.	....	9 20
Do., boxes, 50 lbs.	....	9 30
Do., boxes, 25 lbs.	....	9 50
Do., cartons, 50 2-lbs.	....	9 60
Hard lump, barrels	....	10 25
Do., boxes, 50 lbs.	....	9 70
boxes, 25 lbs.	....	9 75
Do., boxes, 25 lbs.	....	9 75

SYRUPS REDUCED

Winnipeg.

SYRUPS—There has been a reduction of 35 cents per case on 5, 10 and 20 pound tins of white and yellow corn-syrup. Two pound tins show no change. There is a fair amount of business being done as buyers continue to make small purchases. The molasses market has a somewhat uncertain tone and buyers are keeping their purchases within actual needs at the moment.

CANE SYRUP—	
No. 2s	5 95
No. 5s	6 75
No. 10s	6 30
No. 20s	6 10
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 65
Cases, 5-lb. tins, white, 1 doz. in case	5 40
Cases, 10-lb. tins, white, ½ doz. in case	5 15
Cases, 20-lb. tins, white, ¼ doz. in case	5 15
Cases, 2-lb. tins, yellow, 2 doz. in case	3 40
Cases, 5-lb. tins yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz. in case	3 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 95
TABLE SYRUP—	
Pure, 2½s, tins, cs. of 2 doz.	24 85
Pure, 5s, per case of 1 doz.	22 65
Pure, 10s, per case of ½ doz.	21 05
MAPLE SYRUP—	
Maple flavor 2½s, tins, per case of 2 doz.	13 75
Do., 2s, tins, case of 1 doz.	12 00
Do., 1s, tins, case ½ doz.	11 60
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 80
3-lb. tins, 2 doz. case	11 60
5-lb. tins, 1 doz. case	9 50
10-lb. tins, 1 doz. case	9 20
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	5 25
2s, 4 doz. in case	5 00
2½s 4 doz. in case	4 80
5s, 4 doz. in case	4 50
10s, 4 doz. in case	4 20

STARCH MARKET STEADY

Winnipeg.

STARCH—A fair movement of stock required for present needs keeps starch prices on a steady basis.

STARCHES

Cornstarch, 1-lb. pkgs. per lb.	0 09½
Do., No. 1 quality, 1-lb. pkgs	0 10⅝
Gloss, 1-lb pkg. per lb.	0 10 7-8
Celluloid, 1-lb. pkg. per case	4 30

RICE MARKET STEADY

Winnipeg.

RICE—The rice market shows no change. The demand is continuing on a firm basis and prices are well maintained.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.	....	0 08½
Do., 50-lb. sacks, lb.	....	0 09
Siam, 100-lb. bags	....	0 06¼
Do., 50-lb. bags	....	0 06½
Sago, in less quantities, lb.	....	0 09½
lbs., per lb.	....	0 09
Sago, in less quantities	....	0 09¼
Tapioca, Pearl, per lb.	0 08	0 08½
Herring (Can.), 1s, 4 doz. cs.	7 00	8 00
Do., in less quantitles, lb.	....	0 09¼
Tapioca, pearl, per lb.	0 08	0 08½

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Saskatchewan Markets

FROM REGINA BY WIRE

REGINA, Sask., Nov. 29.—Business conditions are only fair, grocers as well as others are feeling the strain of poor crops and inclement weather. Collections in general are very slow. Rolled oats 80's, are lower at $2.42, while flour is a shade higher at $7.95 per barrel. Butter is higher while eggs are stronger and higher at $17.10 per case for new-laids and $15.00 per case for No. 1 storage. Lemons are down to $9.00 per case and lard is easier at $11.10 per case for 3's. Sugar remains unchanged, B. C. at $8.85, Aegina and Central at $8.35 per cwt.

Beans, Kotenashi	5 95
Rolled oats, 80s	2 42
Rice, Siam	6 50
Rice, Blue Rose	8 65
Tapioca	7 25
Sago	7 25
Flour, per bbl.	7 95
Sugar, pure cane granulated, cwt.	8 85
Cheese, No. 1, Ontario, large	0 22
Cheese, No. 1, Ontario, twins	0 22¼
Butter, creamery, lb.	0 44
Butter, dairy, lb.	0 28
Lard, pure, 3s	11 10
Eggs, new laid, local	17 10
Do., No. 1 storage	15 60
Tomatoes, 2½s, choice	4 50
Lemons, case	9 00
Corn, 2s, standard choice	3 60
Peas, 2s, standard choice	4 08
Do., 2s, Early June, choice	4 82
Salmon, Sockeye, 1s	21 00
Do., Sockeye, ½s	21.55
Strawberries, 2s, B.C. choice	8 75
Raspberries, 2s, Ontario choice	8 75
Cherries, 2s, red, pitted	7 20
Peaches, 2s, halves	7 20
Do., 2s, sliced	6 00
Apples, evaporated, lb.	0 42½
Peaches, evaporated, lb.	0 23
Prunes, 70-80	0 13
Do., 40-50	0 18

Alberta Markets

FROM CALGARY, BY WIRE.

CALGARY, Alta., Nov. 29.—Flour advanced 30c per barrel. First shipment of Jap oranges have arrived and are quoted at $2.25 per bundle. Future prices on shelled nuts are weak but current prices are high and firm owing to present scarcity. One brand of mince meat has advanced 5c per lb. Hallowe'en dates are due to arrive about Dec. 10. Cogee continues firm, present indications point to high markets on the better grades. Stocks of sockeye salmon getting low. Storage eggs are higher at $16.00 per case.

Beans—Ashcroft, per cwt.		6 00
Do., Kotenashi, per cwt.	6 00	6 50
Rolled oats, 80s	3 15	3 30
Rice, Siam	5 50	6 00
Japan, No. 1	7 35	8 00
Tapioca	7 00	8 00
Sago	7 00	8 00
Flour, per bbl.		7 65
Sugar, pure cane, grant., cwt.		8 62
Cheese, No. 1, Ont., large	0 22½	0 23
Alberta cheese, twins		0 22¾
Do., large		0 22¼
Butter, creamery, lb.	0 39	0 44
Do., dairy, lb.	0 20	0 28
Lard, pure 3s	12 30	12 60
Eggs, new laid, local, case	15 00	16 00
Do., No. 1 storage, case		16 00
Tomatoes, 2½s	4 15	4 35
Pumpkin, 2½s, case		4 40
Lemons, case		10 50
Corn, 2s, standard case	3 35	3 60
Peas, 2s, standard case	4 20	4 30
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	8 40	9 25
Gooseberries, 2s		11 30
Cherries, 2s, red, pitted	9 00	9 50
Peaches, 2s, halves		5 85
Do., 2s, sliced		6 25
Apples, evaporated, lb.		0 18
Do., 25s, lb.		0 18½
Pineapples, Hawaiian, sliced 2's	6 30	7 85
Peaches, evaporated, lb.	0 16	0 20
Do., canned, 2s	7 45	7 90
Do., 70-80s	0 11½	0 12½
Prunes, 90-100s	0 10	0 10
Potatoes, local, ton	20 00	30 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE

ST. JOHN, N.B., Nov. 29.—Potatoes are quoted at $2.75. Molasses is slightly easier at 65c per gal. Onions are selling at $8.00 per crate and $6.50 per bag. Lard is easier at 15½c for pails and ½c lower in tubs. Lemons are lower at $6.50 per case and grapefruit is steady at $6.50 per case.

Rolled oats, bag	3 35
Rice, Siam, per cwt.	7 00
Tapioca, per 100 lbs.	9 50
Molasses, gal.	0 65
Tomatoes, cans	2 00
Do., bags	6 00
Raisins, Valencia layers	0 30
Currants, cleaned	0 19
Prunes, 90-100, 25-lb. boxes	0 10¾
Lemon peel	0 34
Orange peel	0 34
Citron peel	0 46
Walnuts	0 27
Almonds	0 22
Brazils	0 20
Peanuts	0 16
Filberts	0 17
Cocoanuts, bag	6 00
Potatoes, per bbl.	2 75
Pork, clear, bbls.	32 00
Pigs' feet, per 20-lb. pail	2 00
Hams, shoulder, per lb.	0 21
Bacon, side, per lb.	0 39
Bacon, roll, per lb.	0 21
Lard, pure, in pails, lb.	0 15½
Lard, pure, in tubs, lb.	0 14½
Shortening in pails, lb.	0 14
Shortening in tubs, lb.	0 14
Butter, creamery, prints	0 45
Butter, creamery, solids	0 42
Oleomargarine	0 24
Cheese, whole, lb.	0 21
Cheese, twins, lb.	0 21
Eggs, doz.	0 52
Sugar, cut loaf, cwt.	9 55
Sugar, stan., gran., cwt.	7 95
Sugar, No. 1 yellow, cwt.	7 75
Lemons, California, case	6 50
Grapefruit, Florida, case	6 50
Bananas, lb.	0 12
Cornmeal, gran., bags	3 25

Nova Scotia Markets

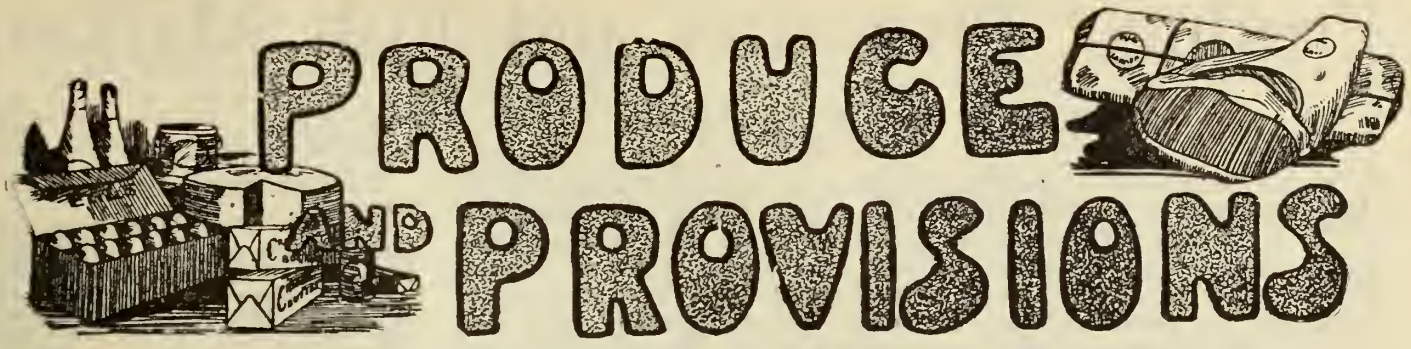
FROM HALIFAX BY WIRE

HALIFAX, N.S., Nov. 29.—There are several changes in quotations noted this week, mostly downward. Standard granulated sugar is quoted at $7.95 and yellow at $7.45. Molasses is quoted at 65c per gallon. American clear pork is down to $30.00 and lard pure to 18½c while compound is quoted at 16c per lb. Fresh eggs are up 2c now selling at 70c per dozen.

Flour, No. 1 patents, bbl.		11 00
Cornmeal, bags		2 50
Roled oats, per bag		3 75
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.		10 00
Sugar, standard, gran.		7 95
Do., No. 1 yellow		7 45
Molasses, gal.		0 65
Cheese, Ont., twins		0 21
Eggs, fresh, doz.		0 70
Eggs, storage, doz.	0 52	0 52
Lard, compound		0 16
Do., pure, lb.		0 18½
American clear pork, bbl.		30 00
Tomatoes, 2½s., stan., doz.		2 00
Hams, aver. 9-12 lbs.		0 35
Do., aver., 12-18 lbs.		0 35
Do., aver. 18-25 lbs.		0 31
Roll bacon		0 25
Butter, creamery, lb.		0 52
Do., dairy		0 40
Raspberries, 2s Ont., doz.		4 00
Peaches, 2s., standard, doz.		3 30
Corn, 2s, standard, doz.		1 60
Peas, standard, doz.		1 95
Strawberries, 2s, Ont., doz.		4 00
Salmon, Red Spring, flats, cases		
Do., pinks		7 00
Do., Cohoes		14 00
Do., Chums		6 00
Evaporated apples, per lb.		0 16
Dried peaches, per lb.		0 22
Potatoes, Nat., 90-lb. bag		1 30
Corned beef	3 00	3 55
Onions, crates	7 00	7 50
Onions, Canadian		4 25
Onions, Spanish, per lb.		0 07½
Apples—		
Kings, No. 1, bbl.		5 50
Kings, No. 2, bbl.		5 00
Domestic, bbl.	3 00	4 25
Grapes, Malaga, per keg		11 50
Oranges, per case	8 00	8 50

ENTERTAINS ALBERTA CABINET TO DINE ON HORSE MEAT

Edmonton, Alta., Nov. 22.—Done up in a nice brown roast, horse meat was recently served at a dinner of government members arranged by Hon. George Hoadley, Minister of Agriculture for Alberta, an advocate of horseflesh as a table delicacy. His colleagues declared it to be delicious, one member refusing to believe it was horse meat. He was convinced that it was moose.



Is Grocer Selling Christmas Poultry?

Attention to This Department at Christmas Time Produces Revenue Worth While—P. Harvey & Co., Ltd., Windsor, Ont., Sells 600 Turkeys, the Same Number of Ducks and Geese, and 1,000 Chickens the Week Preceding Christmas

SIX HUNDRED turkeys, about the same number of ducks and geese and one thousand chickens was the record of sales of poultry the week preceding Christmas in the store of P. Harvey & Co., Ltd., Windsor, Ont.

One is inclined to ask how this splendid business obtained? It is generally accepted as a fact that a big display of any article and the more noise there is made about it, the greater will be the interest taken in it by the public and consequently a larger volume of sales.

Having these points in view, Mr. Harvey about two months before Christmas, sets out to make arrangements for the purchasing of the supply of poultry necessary for the Christmas business. He buys direct from the farmers, sometimes in the dressed state, but more often alive. These are then delivered to the store or warehouse about ten days before Christmas. The dressed poultry is placed in the firm's coolers and the live goes to the fattening pens, later to be killed and dressed when in the proper condition.

The System of Refrigeration

The refrigerators or coolers are situated in a room at the rear of the store on Wyandotte Street. These refrigerators are kept at the proper degree of temperature by a "system of refrigeration" operated by an electric motor. There are two separate refrigerators in the back warehouse, one for fish and the other for poultry and meat. In the store there are other separate refrigerators for meat, poultry, fish, also refrigerator display counters, these are also kept cool by the refrigerator system installed in the warehouse. The second floor is used almost exclusively for the purpose of killing and dressing poultry, and is in charge of a staff of men skilled in such matters.

So much for the method in which Harvey & Co. buy their poultry supplies, and take care of it after it reaches the store. The selling method is very simple. Window and interior displays play an important part. These displays are arranged with care so as to show to the best advantage each bird and form an imposing sight with row upon row of turkeys and other poultry. In co-operation with the displays, advertising space is used in the local newspaper. With selling talk too behind the counter sales are increased.

Get After Business Early

According to J. McTaggart Sons, Ltd., Vancouver, B. C., the principal factor in getting business for the Christmas turkey is to "go after the business early in the season."

Each year the McTaggart store does a big business in turkeys. For two months before Christmas the matter of turkeys is brought before each customer. The clerks mention them. Attractive show cards in the store describe the service and little reminders in the form of envelope enclosures are slipped under the string of parcels and enclosed with the accounts. Orders are taken well in advance to be delivered in time for Christmas which enables Mr McTaggart to order also in advance from his source of supply in Alberta.

Increasing the sale Of Finer Grade Peas

An enterprising merchant in New Brunswick, has increased his sales of the finer grade of peas by having a sample of each grade of peas opened and put in glass jars and labelled. These are placed on show-cases and the counters. The staff is then told to note the different grades and quality, and instructed to sell the best, as customers will be better satisfied and the percentage of profit larger. This merchant occasionally devoted a window to a display of canned peas, topping each pile with a glass jar. This idea is also carried out with canned fruits, and a dish of the same placed on the counter, often suggests a sale.

Let Us Have Your Turkey Order This Year—

Our stock will be shipped direct to us from private parties in Saskatchewan without storage.

You will therefore get practically fresh killed birds for your Christmas table. Let us know your requirements early and we will guarantee satisfaction.

—McTAGGART'S

Showing how McTaggarts advertise turkeys

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Nov. 30—The feature of the provision market is the strength of the egg market with higher prices. The supply of fresh eggs is light and the demand is keen. The butter market shows improvement, although there is no advance in price. Cheese is unchanged and the export demand that was thought to be accumulating has not developed, but the market is more steady with most of the boards closed. Hogs are stronger in price. There is no change in cooked or smoked meats. The lard market is quiet and unchanged. Haddock is scarce and slightly higher in price. Poultry prices are higher with an improved demand and a better tone to the market.

IMPROVED MARKET FOR BUTTER

Montreal

BUTTER.—The trade in butter is fair with the market holding steady. There is an improved demand for the later makes of creamery butter. This has strengthened the situation but wholesale prices remain unchanged. There are also some enquiries for Canadian butter from British importers and this lends strength to the outlook of the butter market.

BUTTER—

Solids, creamery	0 39	0 40
Prints, creamery	0 40	0 41
Dairy solids		0 32

LITTLE CHANGE IN CHEESE

Montreal.

CHEESE.—There is no important change in the market for cheese, the feeling being firm and prices fully maintained. The demand from English importers has not been as urgent as was expected but on the whole a fair amount of business is being done and the future seems to be at least steady.

CHEESE—

Large, per lb.		0 21
Twins, per lb.	0 19	0 20
Do., white		0 28
Triplets, per lb.		0 21
Fancy old cheese, per lb.	0 28	0 30
Stilton, per lb.		0 35
Quebec	0 19	0 20

NO CHANGE IN LARD

Montreal.

LARD—There is no improvement in the demand for lard owing to the fact that buyers in most cases are well supplied for the time being and the demand is only for immediate requirements. The prices are steady, however, and no change is expected at the present time since the hog market lends a firmer tone.

LARD—

Tierces, 60 lbs.	0 15	0 16
Pails, 20 lbs.	0 16½	0 19½
Tubs, 20 lbs.	0 16	0 17
Bricks	0 18½	0 19½

HOG MARKET MORE STEADY

Montreal.

The hog market is firmer with sales of choice selects ranging from $9.50 per cwt. to $9.25. The trend of the market is firmer with somewhat smaller offerings. This alone will tend to give strength to the market. The demand is improved and prices should hold at this level since the bulk of the ready offerings have reached the market. There is no change in the beef market. The situation is still unsettled and prices are running easy.

FRESH MEATS—

Hogs, live (selected off cars)	9 25	9 50
Fresh Pork—		
Legs of pork (foot on)	0 17	0 20
Loins (trimmed)	0 19	0 21
Trimmed shoulders		0 17
Untrimmed		0 14
Pork sausage (pure)		0 20

Fresh Beef—

	(Cows)		(Steers)	
Hind quarters	0 10	0 13	0 10	0 15
Front quarters	0 05	0 07	0 05	0 08
Loins	0 15	0 23	0 28	0 30
Chuck	0 07	0 08	0 08	0 09

SMOKED MEATS STEADY

Montreal.

SMOKED MEATS—The market for smoked and cured meats is steady with no important change. The demand for local and country accounts is fair but only for immediate requirements.

BACON—

Breakfast, best	0 33	0 52
Smoked breakfast	0 28	0 40
Smoked breakfast	0 28	0 40
Cottage rolls		0 28
Picnic hams		0 19
Wiltshire	0 32	0 35

MEDIUM SMOKED HAMS—

Wiltshire	0 32	0 35
Weight, 8-14, long cut	0 27	0 29
Do., 14-20	0 25	0 27
Do., 20-25	0 23	0 25
Do., 25-35		0 24
Over 35 lbs.		0 23

COOKED MEATS UNCHANGED

Montreal

COOKED MEATS—No change is recorded in the prices in cooked meats. The demand is limited at this season.

Jellied pork tongues		0 35
Jellied pressed beef, lb.		0 37
Hams, cooked	0 40	0 45
Pork pies (doz.)		
Sausage, pure pork		0 20
Ox tongue, tins		0 65
Mince meat, lb.		0 15½
Head cheese, 6-lb. tins, per lb.		0 10
Plate beef		22 00

EGG PRICES ADVANCED

Montreal.

EGGS—The small production of eggs has created a keen competition on the market. Prices are quite strong and in fact regular. The prevailing quotation on new-laids is higher and some are as high as $1.00 per dozen wholesale. Storage eggs are also scarce and prices strong with a big demand.

EGGS—

Specials	0 80	0 95
Storage, selects		0 52
Do., No. 1		0 46
New laid	0 70	0 80

STRONGER POULTRY MARKET

Montreal.

POULTRY—There is a marked improvement in poultry market. Prices on turkeys, duck and geese have advanced while chicken and fowl in general remain unchanged with a steady tone at least. The demand for poultry is larger and on this account prices are firming up.

POULTRY—

Dressed turkeys	0 38	0 41
Geese	0 21	0 24
Ducks	0 28	0 30
Chickens	0 20	0 27
Fowl	0 17	0 24
Roosters	0 16	0 18
Live Turkeys	0 25	0 32

Illustrating the manner in which H. Bessner's Market, Montreal, displays turkeys for the Yuletide Season.

HADDOCK SCARCE

Montreal.

FRESH FISH—Haddock is still scarce and a higher price is asked. Steak and market cod are also in smaller supply owing to the stormy weather prevailing on the fishing grounds. Oysters are in good supply with a good demand.

FRESH

Filets, 20 lb. boxes	0 17
Herring	0 07
Market Cod, fresh	0 06
Steak cod	0 08
Dressed B. C. Salmon	0 24
Haddock	0 08
Halibut, fresh	0 24
Flounders	0 10
Mackerel	0 16
White fish	0 18
Eels	0 13

FROZEN

Skinned perch	0 14
Haddock	0 08
Halibut	0 21
Chicken halibut	0 17
Market cod	0 05½
Steak cod	0 08
Doree	0 14
Qualla salmon	0 12
Dressed B. C. Salmon	0 22
Haddock	0 06½
Pollock	0 05
White fish	0 16
Dressed pike	0 10
Mackerel	0 13
Lake trout	0 17
Herring	0 07
Gaspe salmon	0 22

OYSTERS

Shell oysters, bbl.	8 00	15 00
Standard—Per No. 1 can		2 60
Do., No. 3 can		7 60
Do., No. 5		12 25
Jars—1 doz.		4 75

ONTARIO MARKETS

TORONTO, Nov. 30—There appears to be an uncertainty in the hog market and prices generally throughout the week under review have been a shade higher than last week. The butter and cheese markets are firm with advances recorded, while eggs are firmer under light supplies of storage and new-laids. Lard is easier and lower, but shortening shows no change as compared with a week ago. Cooked, smoked, barrel and dressed meats are fairly steady under a fair demand. Fresh lake fish is over for this season, but large supplies of frozen are arriving and meeting with a good demand. The poultry market is in an easy position under a good volume of receipts.

BUTTER SHADE HIGHER

Toronto.

BUTTER.—The tone of the butter market continues firm. Local quotations are up one cent per pound making the best grades 43c although some of the extra quality brands in cartons are bringing as high as 47c. Storage butter is meeting with an active demand with prices firmly maintained.

BUTTER—

Creamery prints	0 40	0 43

CHEESE UP ONE CENT

Toronto.

CHEESE.—Quotations to the retail trade are up one cent making large new 21c and June make 26c per lb. The market is in a stronger position.

CHEESE—

Large, new		0 21
Do., June		0 26
Stilton, new		0 24

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

STORAGE EGGS SHORT

Toronto.

EGGS.—Storage supplies of eggs are fast dwindling and holders are maintaining a stronger attitude. Fairly heavy shipments are arriving from the United States and are moving into consumption. There are no changes in quotation but dealers are holding closer to their prices.

EGGS—

Selects	0 51	0 55
No. 1	0 46	0 47

LARD PRICES LOWER

Toronto

LARD.—The market is somewhat easier with prices down one cent per pound. One pound prints are quoted at 16c and on the tierce basis 14¼c per lb.

LARD—

Tubs are ½c higher than tierces and pails one cent higher than tierces.

1-lb. prints	0 16	0 19
Tierces, 400 lbs.		0 14

SHORTENING STEADY

Toronto.

SHORTENING.—The market is unchanged this week with quotations holding the same as a week ago.

SHORTENING—

1-lb. prints	0 15
Tierces, 400 lbs.	0 13

MARGARINE MOVING

Toronto

MARGARINE.—There is a gradual improvement in the demand for margarine but the actual amount going into consumption is still a great deal less than at this time last year. This is accounted for by the fact that although there is a greater spread in the price between butter and margarine than there was a year ago, butter is fairly cheap as compared with last year. Quotations are unchanged with the market steady to firm.

MARGARINE—

Margarine, No. 1	0 23	0 25
Do., No. 2		0 20

COOKED MEATS STEADIER

Toronto.

COOKED MEATS.—The market is steady under a seasonable demand with quotations unchanged.

COOKED MEATS—

Boiled hams, lb.	0 36	0 40
Do., square pressed	0 40	0 42
Boiled shoulders, lb.		0 31
Head cheese, 6s, lb.		0 10
Choice jellied ox tongue, lb.		0 62
Jellied pork tongue		0 35
Bologna	0 14	0 18

Above prices subject to daily fluctuations of the market.

BACON AND HAMS QUIET

Toronto

PROVISIONS.—Smoked hams and bacon are in a fairly steady position under a quiet demand. Barrel meats are steady in prices but there appears to be a good demand, mostly, however, from the larger lumber camps and other users of this class of commodity.

Hams—		
Small, 6 to 12 lbs.	0 25	0 27
Medium, 12 to 20 lbs.	0 25	0 27
Large, 20 to 35 lbs., ea., lb..	0 15	0 19
Heavy, 35 lbs., and upwards		0 15
Backs—		
Boneless, per lb.	0 36	0 37
Rolled, per lb.		0 42
Peameal	0 32	0 34
Bacon—		
Breakfast, ordinary, per lb.	0 25	0 30
Do., special trim		0 33
Cottage rolls		0 23
Roll, per lb.		0 20
Wiltshire (smoked boneless) lb.		0 26
Do., three-quarter cut		0 28
Do., middle		0 31
Dry Salt Meats—		
Long clear bacon, av. 50—70 lbs.		0 19½
Do., av. 80-90 lbs		0 16½
Clear bellies, 15-30 lbs.	0 18½	0 21½
Fat backs, 10-12 lbs.	0 13½	0 15½

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—		
Mess pork		33 00
Short cut backs, 200 lbs.	37 00	38 00
Picked rolls, bbl., 200 lbs.—		
Lightweight		38 00
Heavy		33 00

Above prices subject to daily fluctuations of the market.

HOGS SHADE HIGHER

Toronto

FRESH MEATS.—There is a growing feeling among stock men that cattle values will be stronger in the near future. They base their opinion on the fact that there appears to be a better demand for cattle to go back to the country, farmers showing a keen demand to buy quality feeders. In the hog market there is an uncertain feeling but prices during the week were generally about 25c. higher than a week ago. There is little change in dressed meats.

FRESH MEAT—

Hogs—		
Dressed, light, per cwt.	13 00	15 00
Do., heavy, per cwt.	10 00	12 00
Live, off cars, per cwt.	9 05	9 15
Live, fed and watered, cwt.	9 30	8 75
Live, f.o.b., per cwt.	8 65	8 75
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 18
Loins		0 23
Fresh hams, lb.		0 19
Tenderloins, lb.		0 47
Picnics, lb.		0 12½
Montreal shoulders, lb.		0 14
Boston butts, lb.		0 15
New York shoulders		0 13
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 10	0 15
Front quarters, lb.	0 05	0 08
Ribs, lb.	0 12	0 18
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 20	0 23
Hips, lb.	0 09	0 10

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 14
Spring lamb, lb.	0 16	0 18
Sheep, whole, lb.	0 05	0 07

Above prices subject to daily fluctuations of the market.

FRESH FISH SEASON OVER

Toronto

FISH.—The season for fresh lake fish is now over and fresh whitefish, halibut, herring, trout and salmon are off the market. Frozen fish, however, are plentiful. Halibut, medium, is a shade lower at 18½c to 19½c per lb., while chicken is slightly higher at 16c to 17c per lb. Smoked fish is meeting with a good demand. Haddies are quoted at 10c to 13c per lb. Ciscoes are bringing 18c per lb., and bloaters $2.00 to $3.00 per box.

Labrador herring are now on the market at $6.50 per 100-lb. keg and $12.00 per 200-lb. barrel. Pickled lake herring are expected in about ten days.

FRESH SEA AND LAKE FISH

Cod steak, lb.	0 10	0 11
Do., market, lb.		0 09
Oysters, No. 1 tins		3 25
Do., No. 3 tins		9 25
Do., No. 5 tins		15 00
Do., glass jars, doz.	5 00	5 75
Do., shell, per bbl.		16 00
Smelts, No. 1, per lb.		0 18

FROZEN FISH

Halibut, medium	0 18½	0 19½
Do., chicken	0 17	0 18
Do., Qualla	0 12	0 13
Flounders	0 09	0 10
Pike round	0 06	0 07
Do., headless and dressed		0 08
Salmon, Cohoe	0 16	0 17
Do., Red Spring	0 21	0 22
Sea Herring	0 07½	0 08
Brill	0 10	0 11

SMOKED AND SALT FISH.

Haddies, lb.	0 10	0 12
Fillets, lb.		0 17
Kippers, box	2 25	2 75
Bloaters	2 00	3 00
Ciscoes, lb.		0 18
Salmon snack, lb.		0 24
Digby chicks, 5 to bundle		1 00
Boneless Digbys, 10 lb. box		1 50
Shred cod, box 24 cart.		2 20
Cod, 1 lb. tablet, box 24s.		3 20
Quail on toast		0 14
Holland Herrings, mixed 10-lb. keg.		1 10
Do., milkers, 10 lb. keg		1 20
Labrador Herrings—		
Kegs, 100 lbs.		6 50
Do., barrels, 200 lbs.		12 00

POULTRY TENDS EASY

Toronto.

POULTRY.—The poultry market continues easy and supplies are coming in good volume. This season appears to be a good one for turkeys and good stuff has already been appearing on the market. Prices are lower than a year ago and all indications point to them remaining so, at least Christmas prices are now likely to be as high as they were last year.

Prices paid by dealers—		
Turkeys	0 35	0 40
Chickens, spring	0 22	0 25
Roosters	0 12	0 15
Fowl over 5 lbs.	0 20	0 23
Fowl, 4 to 5 lbs.	0 15	0 20
Fowl, under 4 lbs.	0 10	0 16
Guinea hens, pair	1 25	1 50
Geese		0 23
Ducks, 4 lb. and over	0 20	0 28
Prices quoted to retail trade:	Dressed:	
Turkeys	0 40	0 50
Ducklings	0 25	0 35
Hens, heavy		0 30
Geese		0 27
Turkeys	0 30	0 35

WINNIPEG MARKETS

WINNIPEG, Nov. 30.—The hog market is stronger with a tendency upward. There is no change in the butter market. The cheese market has developed firmer tendencies and quotations are higher. Practically all storage eggs are cleaned up and eggs are being received from the United States. There is no change in cooked or smoked meats. Large quantities of poultry are arriving and they are meeting with a good demand. The fish business is showing an improvement in the demand.

BUTTER MARKET STEADY

Winnipeg.

BUTTER—There is little change in the butter situation. Quotations are steady to firm. Best quality in cartons is quoted at 42 c per lb.

BUTTER—

Creamery, best table grade	0 42
Best table grade solids	0 40
Margarine	0 21 0 25

CHEESE MARKET FIRMER

Winnipeg.

CHEESE—The cheese market has developed former tendencies and an advance of 2 c per lb. has been noted. Large Ontario cheese is quoted at 21c. per lb. There is a better demand.

CHEESE—

Stilton Cheese, large, lb.	0 24
Ont, large, lb.	0 21
Ont., twins, lb.	0 21½
Ont., twinlets, lb.	0 22

HIGHER PRICES FOR EGGS

Winnipeg.

EGGS—The feature of the egg market is an advance in price, which is due largely to the scarcity of supplies. Shipments of eggs are being received from United States. New laid eggs in cartons are quoted at 58 c with No. 1 candled at 47 c per doz.

COOKED MEATS QUIET

Winnipeg

COOKED MEATS—The market has been quiet during the week and apart from this fact there is no change in quotations.

COOKED MEATS—

Best quality, skinned, 8-14 lbs.	0 43
Do., 13-16 lbs.	0 43
Roast ham, lb.	0 45
Roast shoulders, lb.	0 30
Pork tongues, lb.	0 29
Head cheese, 6-lb. tins, lb.	0 13
Jellied ox tongues, lb.	0 53
Luncheon cooked meats	0 16

HAMS STEADY

Winnipeg.

PROVISIONS—The demand for smoked ham and bacon is showing improvement. The tone of the market is steady and no changes are expected.

Hams—

16 to 20 lbs. per lb.	0 38
16 to 20 lbs., per lb.	0 38
Boneless, 8-14 lbs., per lb.	0 36½
Skinned, 14-18 lbs. per lb.	0 38
Skinned, 18 to 22 lbs., per lb.	0 38
Bacon, 6 to 10 lbs., per lb.	0 47
Cottage rolls, boneless	0 24
Bellies 6 to 10 lbs., per lb.	0 46

LARD MARKET ACTIVE

Winnipeg.

LARD—There is an improved demand for lard and shortening and while buying locally is only for immediate requirements there is a steady demand. Lard in tierces of 400 pounds is quoted 15 cents per pound with shortening at 14c.

Pure lards, No. 1 quality, per lb. (in tierces 400 lbs.)		0 15
Do., wooden pails, 20 lbs. pail	3 40	3 90
Shortening, tierces of 400 lbs.		0 14
Do., per pail, 20 lbs.		3 20

POULTRY RECEIPTS HEAVY

Winnipeg.

POULTRY.—Large quantities of poultry are arriving. Storage operations are at their height. Dealers report a good increase.

Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb	0 26
Do., 3½ lbs. and up, per lb.	0 28
Fowl, 3½ lbs. and under, per lb.	0 22
Oo., 3½ lbs. and up, per lb.	0 24
Turkeys, young, per lb.	37 to 40
Duck, per lb.	0 28
Geese, per lb	0 28
Roosters, per lb.	0 20

FISH PRICES STEADY

Winnipeg

FISH.—A good movement is noted in fish and dealers report active business in both city and country districts. Fresh frozen halibut is quoted at 14c per lb.

FISH—

Brills	0 09
Herring, Lake Superior, 100-lb. sacks	3 00
Halibut, cases 300 lbs., chicken	0 13½
Halibut, broken cases, chicken	0 14½
Salmon, Cohoe, in full boxes, 300 lbs.	0 16
Salmon, Cohoe, in broken cases	0 17
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 09
White"sh, dressed, case lots	0 12½
White"sh, dressed, broken cases	0 13
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East. Nat., 40 count, per count.	3 00
Fillets, 15-lb. boxes, per lb.	0 17
Salt Fish—	
Holland Herring, milkers, 9-lb. pails, pail	1 00
Holland Herring, mixed, 9-lb. pails, pail.	0 95

HOG MARKET FIRMER

Winnipeg.

FRESH MEATS. — The hog market has a firmer tone and prices have advanced 25c. per cwt. Live selected hogs are quoted at $9.25 to $9.50 per cwt. The tendency of the market is upward.

Hogs—		
Selected, live, cwt.	9 25	9 50
Heavier,	5 25	8 25
Light	9 00	9 25
Sows	4 25	6 25
Fresh Pork—		
Legs of pork, up to 35 lbs., lb.	0 19	0 25
Spare ribs		0 16
Loins of pork, lb.	0 26	0 28
Fresh hams, lb.	0 20	0 26
Shoulders	0 13	0 15
Fresh beef—from steers and heifers—		
Hind quarters, lb.	0 09½	0 13
Front quarters, l		
Whole carcass, good grade, lb	0 06	0 08
Mutton—		
Choice, lb.		0 18
Choice long hinds (legs and loin)		0 24
Choice Stews		0 08
Lambs—		
Choice, 30-45 lbs.		0 20
Veal'		
Good veal, 40 to 80 lbs., hind quarters		0 21

LONDON HAS 7,000 GROCERS

How many grocers' shops are there in London? The answer was given at the annual dinner of the Metropolitan Grocers, Provision Dealers and Oilmen's Association. T. A. Deeprose, who presided said that the association had been in active operation for over 30 years, and its membership totalled nearly 1,000. In the London area, for which the association catered, with a population of some 7,000,000, it was estimated that there were about 7,000 grocers' shops, and the association covered nearly 3,000 of them, while local associations covered nearly another 2,000 shops.—London Times.

With the Approach of the Holiday Season you Should Feature Prominently

DAVIES Mince Meat

This is the one season of the year when there is a big demand for Mincemeat, and as most housewives will be so busy making Christmas cakes, puddings, etc. they will have little or no time in which to prepare Mincemeat.

For this reason, it is to your advantage to feature prominently Davies Wholesome Mincemeat, as it is made specially to meet the requirements of the most fastidious housewife.

Made from selected apples, dried fruit, spices, and those other pure ingredients, giving it all the rich flavour of home-made mincemeat.

We offer you three grades:—

PEERLESS BRAND MINCEMEAT
BAKERS MINCEMEAT
STANDARD MINCEMEAT

Write us to-day for prices and particulars.

Special and preferred attention given mail orders.

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO
MONTREAL SYDNEY HAMILTON

"Thousands of Customers"

"Gunns yellow and blue
Is a guide for you."

Thousands of people sampled Gunns Maple Leaf Brand Pork Sausages at the Canadian National Exhibition. The many favorable comments indicate that these thousands will be customers for this new line.

Maple Leaf Pork Sausages will keep indefinitely in the tin and can be served either hot or cold. They appeal strongly to the housewife because they can be kept on hand to meet any emergency call that may arise. The convenience of the tin and the delicious flavor of this sausage will make the Maple Leaf Brand a quick, easy seller, bringing you quick, easy profits.

Place your order now

Phone Junc. 3400

Gunns LIMITED

West
Toronto

HEINZ
OVEN
BAKED
BEANS

Require but little selling effort to keep them moving, outbound, over your counter. Proper displaying is all that is needed. That is what makes them so profitable for you to handle.

Along with the other 57 Varieties, Heinz Oven Baked Beans are so well and favorably known that people buy them without hesitancy, feeling sure of their goodness.

H. J. HEINZ COMPANY

HAMS and BACON
for the
Christmas Trade

We will have a very nice line of both Hams and Bacon put up nicely in parchment paper and labels with the Season's Greetings.

These will be very suitable for selling in the piece as presents for Christmas and New Year's.

Let us have your order for them early so that you may have them in stock and for display at least a week before the holiday.

F. W. Fearman Co., Limited

Hamilton, Ont.

"FREEMAN" STYLE NO. 40

A machine that piles up profits

This Freeman Meat Chopper with bone grinder attachment not only well serves its purpose as a meat chopper but also piles up profits from the scrap bones which it grinds into high priced chicken feed.

It is electrically operated. The motor will start under a load.—a feature not to be found in other makes. The chopper is the New Hi-Bowl of improved type with special Freeman patent feed-screw and ball bearings.

These are exclusive features found only in the "Freeman" which also has a guaranteed capacity of 300 lbs. per hour.

Why waste your time turning an old fashioned hand chopper when this sturdy electric machine will grind your sausage at a cost of from 50c. to 75c. per month.

This machine will also grind spices, pulverize coffee and sharpen your tools.

The Freeman Line embraces complete equipment for all grocer and butcher shops

Refrigerators of all sizes, refrigerator counters, refrigerating plants, glass counters, the well-known Dosi show case, meat choppers, bone grinders, slicing machines, coffee mills, butcher blocks, paper bags, skewers, twine, flour, spices and machinery of all kinds.

Write to your nearest dealer for descriptive literature.

W. A. Freeman Co., Limited

Hamilton - Canada

AGENCIES: Toronto Montreal Winnipeg Saskatoon Edmonton

Feature These Two Profitable Desserts in your Xmas Windows

Junket
MADE *with* MILK

The delicious, economical and nutritious dessert that can be quickly prepared in a great variety of dainty desserts. JUNKET is put up in 10-tablet packages and retails at 15c with a good profit. It will be in big demand during the holiday season.

JUNKET POWDER
NESNAH

This is Junket in powdered form. Just the thing for quickly-made desserts. Retails at 15c with an excellent profit margin. Attractively packaged and comes in four different flavors. It will pay you to put these two live sellers in your Xmas. windows.

Chr. Hansen's
Canadian Laboratory
Toronto - Canada

SELLING AGENTS FOR CANADA:
LOGGIE, SONS & CO.
32 Front St. West - Toronto

A Snack Becomes a Meal
A Meal Becomes a Repast
A Repast Becomes a Banquet
When topped off with Double-Cream Custard
Makes You Want to Eat the Meal Backwards

In Fact—

Finicky tastes,
fastidious tastes—
and any old tastes

All say that Double Cream Custard is the greatest Dessert Delight that ever tickled the taste of mortal man.

Every tin beams full of economy and true value for the Consumer, and every housewife who has used it speaks loud in praises for its merits, and after due trial, is thoroughly convinced that she knows of no dessert so wholesome, smooth, delicious and economical as "DOUBLE CREAM," and when you stop to consider that Thousands of Dollars have been spent to make this product the foremost of its kind in Canada, then there is little room left for argument. . . . . .

20c tins will make 6 pints Delicious Creamy Custard

45c tins will make 16 pints Delicious Creamy Custard

Order 1 case of each size to-day from your Jobber, and make a good counter and window display, and put a little life and pep into your business, and get away from the old ideas of 20 years ago, of what is good enough for your Grand-pap is good enough for your customers .....The 20th Century has brought some great discoveries with it, and HARRY HORNE'S "DOUBLE-CREAM" CUSTARD IS ONE OF THEM.

Sold by the Leading Wholesale Grocers in Canada

THE HARRY HORNE CO., Limited
Toronto

Makers of High Class Food Products

DOUBLE CREAM IS DISTRIBUTED ONLY THROUGH WHOLESALES

Old Tyme Maple Butter

Gains in Favor Every Month

Housekeepers like it to ice cakes, make pudding sauce, and to serve as a spread for toast, muffins or tea biscuits.

You can increase your sales by pointing out its many uses.

Absolutely Pure -- Unequalled for Quality and Flavor

WRITE FOR PRICES

All orders billed through jobbers

CANADIAN MAPLE PRODUCTS LTD.

250 VAN HORNE STREET - TORONTO

Representatives:

Manitoba, Saskatchewan and Alberta—W. H. Escott Co., Ltd., Winnipeg, Man.
Quebec—A. Dumoulin & Co., 157 Commissioners St. E., Montreal, Que.
British Columbia—Johnston-Lieber Mercantile Co., Vancouver, B.C.
Maritime Provinces—Supplies, Limited, Kentville, N.S.

A Good Flour to Feature and Recommend for Xmas Baking

REINDEER FLOUR

This high-grade flour is hard to equal in purity, whiteness and quality. It is milled from only the finest No. 1 Canadian Hard Wheat, by a special unique process that greatly enhances its food value above ordinary flours. You'll find it one of the safest and most profitable flours you can recommend.

Peterboro Cereal Company
Peterboro, Ont.

General Sales Office: Peterboro, Ont.
Branch Mill: Campbellford, Ont.

Century

A firm favorite with Canadian housewives because of its proven purity, its snowy whiteness and its economy. Well advertised. More and more people are asking for "Century."

SIFTO SALT

Here's the nicest thing in table salt—SIFTO, "it flows." Comes in a handsome dust-proof carton, and "as welcome as the flowers in May" to the table where clogged salt shakers are a bugbear. Your customers want it.

DOMINION SALT CO LIMITED
SARNIA ONT

If your jobber cannot supply you we invite your enquiry, when price lists and full information will be promptly sent you.

DOMINION SALT CO., Limited, SARNIA, Canada
Manufacturers and Shippers

SOM-MOR Biscuit For Xmas

The big selling line of biscuit during the holiday season will be the Biscuit in the Striped Package;—

because your customers **know** these biscuits, through our advertising—and those who have tried them know they are the best.

Feature the Biscuit in the Striped Package in your Xmas selling—and besides making a good immediate profit on each sale, you will be building up a permanent money-making business in this line.

Is your Xmas stock complete? Order to-day.

Som-Mor
Fairy Soda
Social Tea
Ginger Snaps
Graham Wafers
Royal Arrowroot

North-West Biscuit Company, Limited
Edmonton, Alberta

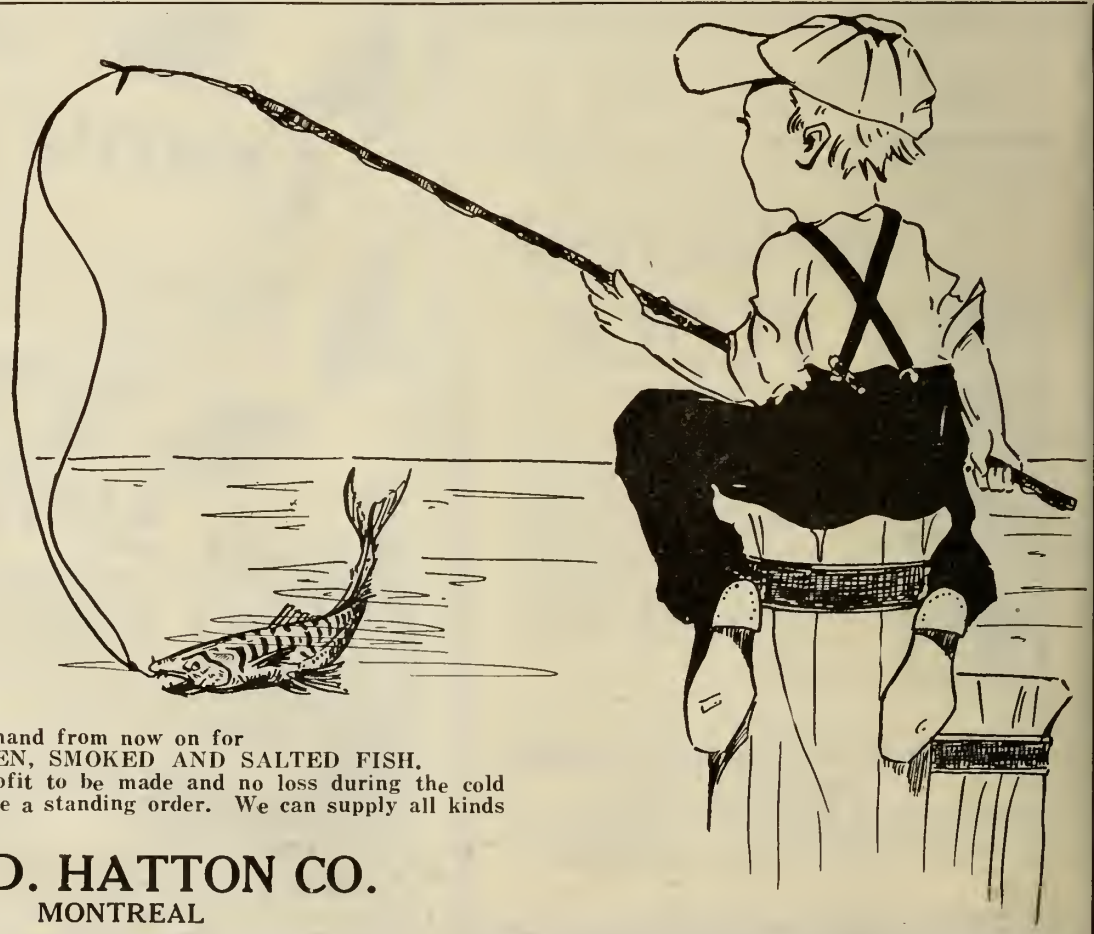
Winnipeg Regina Calgary Vancouver
Moose Jaw Saskatoon Nelson Victoria

Are You Selling Your Customers

FISH

Write Phone or Wire

February 1st.
NATIONAL FISH DAY



There will be a big demand from now on for
FRESH, FROZEN, SMOKED AND SALTED FISH.
There is a splendid profit to be made and no loss during the cold weather. Why not leave a standing order. We can supply all kinds at market prices.

THE D. HATTON CO.
MONTREAL

rlake is a cloth- soft, absorb- toilet tissue, spe- y made.

Introducing Higher Standards With a New Trade Mark

Old Dutch is a plain Manilla Duplex Tissue. A popular brand for those who prefer a plain tissue.

Interlake Tissue Mills Co. Limited MERRITTON CANADA

This new trade mark will form a link of confidence between the manufacturer, jobber, dealer and the householder. Let it be your guide when you purchase paper specialties. Full size samples sent free on request.

e Cross is a , bleached-white, ine crepe paper ry soft and g.

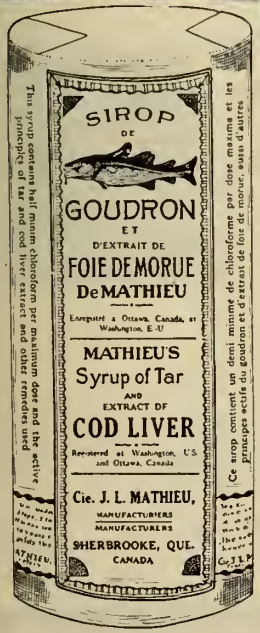
Blue Bird is a Manilla genuine crepe tissue, the only genuine crepe roll made in Canada at the price.

Interlake Tissue Mills Co.

MERRITTON Limited CANADA

Head Office: 54 University Avenue, Toronto, Ont.

Sales Branch: McGill Building, Montreal, P.Q.



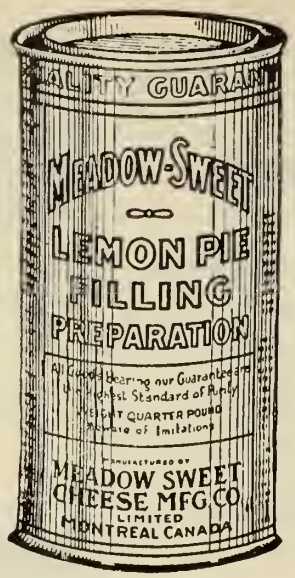
Through the long Winter Season there is a Steady Demand for

MATHIEU'S SYRUP OF TAR AND EXTRACT OF COD LIVER

Here is a mighty profitable side-line that you'll find an excellent seller during the Winter months. **MATHIEU'S SYRUP OF TAR AND COD LIVER OIL** is not only a highly efficient cough cure but it also possesses tonic properties that will build up the system at the same time it cures the cold. Mathieu's Cough Remedy contains no injurious or habit-forming drugs and its reputation is nationally established. It will pay you to feature this side-line.

J. L. MATHIEU COMPANY

SHERBROOKE, QUE.



"Meadow-Sweet" Products are Canadian Made

—*and Guaranteed Absolutely Pure*

Good Profits for You in Handling These Lines:

"Meadow-Sweet" Cream Cheese
Meadow-Sweet Pie Fillers
Meadow-Sweet Peanut Butter
Meadow-Sweet Cream Sugar
Meadow-Sweet Chocolate Butter
Meadow-Sweet Cocoanut Butter
and Fruit Butter

Maritime Agents

Angevine-McLaughlin Limited

Representatives Wanted For Central Ontario

Representatives For OTTAWA VALLEY
E.N. & W.E. Soper, Ottawa

"Meadow-Sweet" Cheese Mfg. Co., Ltd.

302 Notre Dame St. West - MONTREAL

Depend Upon Malcolm's Milk Products ——They're of a High Quality

Malcolm's products are made in Canada and have helped to increase customer satisfaction all over the country. Recommend them as being of a High Class Quality.

You can count on repeat orders from these profitable lines.

Place your order to-day.

The Malcolm Condensing Company Limited, St. George, Ont.

Shirriff's

A Line
Worth Pushing

True Orange MARMALADE

This delicious preserve has become a favorite in thousands of Canadian homes. It is a marmalade you can safely recommend to those customers who appreciate quality combined with value.

Manufacturers
IMPERIAL EXTRACT COMPANY
TORONTO

Jelly Powders and EXTRACTS

Two members of the Shirriff "quality" group that it will pay you well to push. **SHIRRIFF'S Jellies are delightful "year round" dainties.**

Sole Selling Agents
HAROLD F. RITCHIE & CO., LTD.
Toronto and Montreal

Remember

SATISFIED Customers
Make Sunset Profits PERMANENT

Sunset **makes good** with customers. They like it, continue to use it; they believe in, and **patronize the store that sells it.** Such good will spells P-R-O-F-I-T-S for the Sunset dealer—profits that **stick.** Dealers who feature Sunset in store and window—who connect with Sunset's consumer advertising by using the Sunset display material—enjoy quick turnover and make money. **It pays to push the modern Sunset**. If you have any trouble in getting Sunset, write

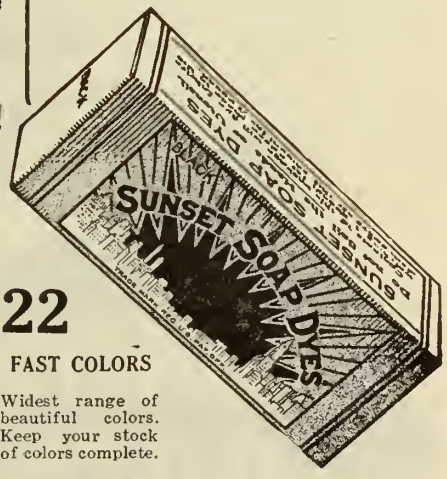
Sales Representatives

HAROLD F. RITCHIE & CO., Ltd., Toronto, Canada

SUNSET WINDOW CUT-OUT, FREE. 28 in. x 40 in. Many beautiful colors. Makes effective trim with Counter Display Case, and loose Packages. We will send you this beautiful Cut-out free, on request. Address:

COUNTER DISPLAY CASE packed 1 gross Sunset assorted colors, with Color Card. No extra charge. Ask your jobber. If Color Card you have is soiled or damaged, write us for a fresh one.

NORTH AMERICAN DYE CORPORATION, Ltd. Manufacturers, Toronto, Canada



22
FAST COLORS

Widest range of beautiful colors. Keep your stock of colors complete.

Sunset Soap Dyes

The Real Dye for All Fabrics

BUY DIRECT AND SAVE 10 per cent.
VOGAN'S CAKES

You can now order your Xmas and fancy cakes direct from Vogan's Ltd., and save 10 per cent. Not only will this mean a big saving to you but it will also insure that you receive absolutely fresh goods and prompt delivery.

Vogan's popular cakes are just the kind of rich, temptingly flavored cakes that will appeal to your better class of trade. They are made from only the highest grade ingredients under ideal hygienic conditions. Order a trial supply of these good cakes for your Xmas trade.

Vogan's Limited
TORONTO

Once Sold— They *Stay* Sold

This wholesome, clean, superior product is worthy of your support. Write to-day about our window display offer.

Western Canada Flour Mills Company, Limited
Toronto **Winnipeg**

There are many brands of sardines but none you can more highly recommend than

KING OSCAR BRAND

These high-grade sardines that have won a national reputation as the finest flavored, highest quality brand on the market. They are packed from only the finest selected Norwegian caught bristlings, in the purest olive oil under the most hygienic conditions, and they're always uniform in quality. If you're jealous of your reputation as a "quality" merchant it will pay you to sell **King Oscar Sardines.**

CANADIAN AGENTS

John W. Bickle & Greening

Hamilton, Ontario

Why the Grocer should Buy Blended Tea.

Because your customers want the same tea every time. We never get two shipments even from the same garden exactly alike, so the only way tea can be maintained uniform is by careful blending, directed by exacting tea cup tests, made possible by our experience of over a quarter of a century. From our various blends you can select any number to suit your trade and sell them as your own under your own brands. Do this and watch your tea trade grow.

"FLOWERDALE"

a high grade blend of bulk tea, is our biggest seller.

R. B. HAYHOE & CO.

7 Front St. E., TORONTO Canada

In a week's time—we will start shipping out our Christmas orders. **Is yours there? Better be sure than sorry.** Complete stocks of the freshest and best the market has to offer.

New Nuts—Dates—Candies.
Raisins—Figs, cooking and eating.
Grapes—Finest Malaga and Red Emperors.
California Early Navels.
Florida Grapefruit—Oranges.
Cranberries—Apples—Lemons.

One Quality Only - The Best

Hugh Walker & Son, Ltd.

Established 1861
GUELPH - ONTARIO

Barr Registers

Limited

Manufacturers of

THE BARR ACCOUNT REGISTER

Trenton, Ont.

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at $10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?

II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased?

III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock?

IV. After 15 months to continue to give you this service for nothing as long as you remain in business?

That is what the Barr Register will do. *Write us and let us demonstrate.*

GEORGE LANE, Western Representative - 227-231 McDermot Avenue, Winnipeg, Man.

CHRISTMAS STOCKINGS

Made in Canada

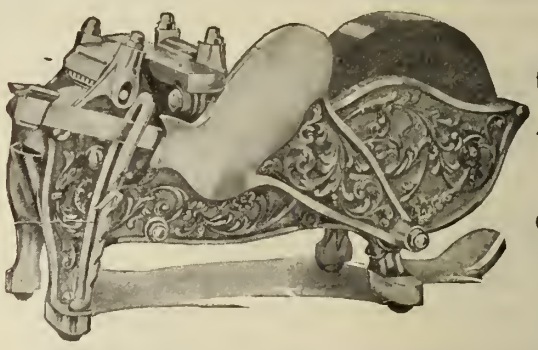
Much better value than the Imported lines.
Prices:—80c, $1.20, $2.00, $4.00, $6.00, $8.00, $12.00, $16.00 per doz.
Sample order of $10.00 makes a splendid assortment.

Card like this size 11 in. x 16 in. In suitable colors. Sent out with every order for $10.00 or over.

PUGH SPECIALTY CO.

LIMITED

38-42 Clifford St. Toronto.



A SEALER that Seals

A Time and Money Saver

Guaranteed for 1 year

Write for descriptive circular

CANADIAN NASHUA PAPER CO. Ltd.
PETERBORO, ONT.

C. A. MANN COMPANY

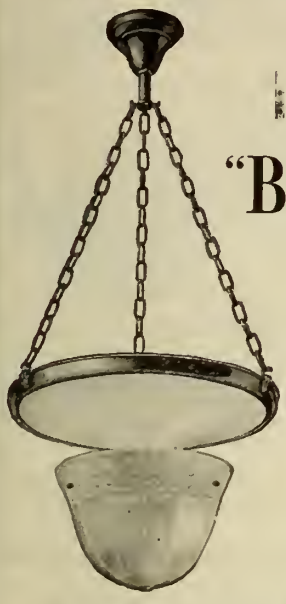
Strictly New Laid Eggs
Choice Creamery Butter
Fancy Dressed Poultry

Special Attention to Grocers' Orders
Satisfaction Assured

LONDON, ONTARIO

PHONE 1577

You can cut your lighting bills and draw trade to your store with



The Edmunds'

"BRITELITE"

This highly efficient and economical lighting system will make your store bright and inviting—the kind of a store that all things being equal will attract the majority of shoppers.

Let us tell you more about this money saving "Britelite" unit.

J. H. Edmunds Co., Limited

Manufacturers of

ELECTRICAL FIXTURES

221-227 RICHMOND ST. W., TORONTO. ONT.

Phones Adel. 6731-6732

Make 'Kiwi' your first line in Boot Polish

Put up in attractive tins. Black, Tan and Patent Leather Polish; also Light Tan, Brown, Dark Tan and Ox Blood Stain Polish. ONE SIZE ONLY. Latest price list gladly sent to any dealer upon request.

"KIWI" as a selling line, makes an immediate appeal to the retailer.

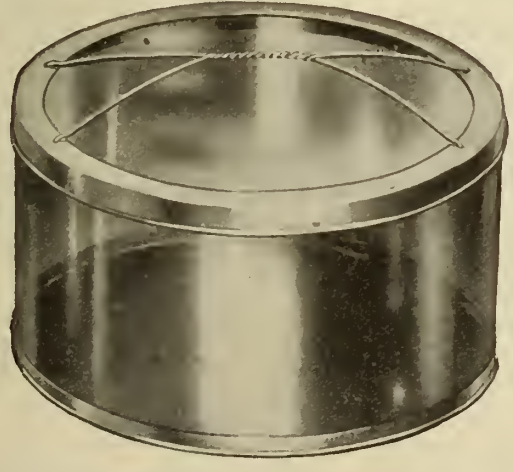
His salesmen have never to "talk" Kiwi—it is almost sold before you receive it. The days are past when people had to be told by the assistant of its wonderful polish, its power of improving leather and making it waterproof, and its economy in use. Nowadays the vast majority of people know these things from practical experience. Hence Kiwi means easy handling and quick turnover.

AGENTS

Anglo-British Columbia Corporation, Ltd.
Riggs-Selman Buildings,
Pender Street, Vancouver.
G. W. Price & Company,
Lombard Buildings, 70 Lombard St.
Toronto, Ontario.

The "Kiwi" Polish Co. Pty., Ltd., Finchley, London, N.3.

FIBRE-GLASS DISPLAY COVERS



Perishables and bulk foodstuffs displayed under these ideal display covers sell themselves. Not only do Fibre Glass Covers afford but they protect as well foodstuffs from dust, dirt, flies, etc. and prevent evaporation and deterioration. They're easily cleaned—hard to break and more economical than glass. Made in many stlyes and sizes.

Sole Distributors for Ontario:

EBY-BLAIN LIMITED

WHOLESALE GROCERS, Scott and Front Sts., TORONTO

Manufactured by FIBER-GLASS GOODS COVER CO., Inc.
CHICAGO ILLINOIS

Please the Ladies

Others do, do you? That is, stock "Dy-o-la Straw Hat Color."

Dandy advertising will arrive in every dozen box of Black. All order Black, so all will receive advertising of interest to the Ladies.

Companion Line to the ever-popular "Dy-o-la Dyes."

Price $2.00 per dozen, 3 dozen less 5%, 6 dozen less 7½%, 12 dozen or over less 10%.

Colors: Black, Blue, Navy Blue, Tan, Dark Brown, Cardinal Red, Dark Green, Pink, Purple, and Reducer for making a lighter shade of any of the colors.

The Straw Hat Season starts very early these days—often last part of December.

Order promptly from the wholesale.

Don't Miss Sales

APPLES

Get our quotations before you purchase

GEORGIAN BAY FRUITS

Before you place your order for your apple requirements for winter use it will pay you to get our prices. You'll find them most reasonable and our service and delivery all you could desire.

Georgian Bay Fruits are well known for their fine quality and flavor. You can count on them to please your customers. Write us.

LEMON BROS.

Owen Sound, Ontario

Fruit, Produce & Commission Merchants

Now Booking—
XMAS FRUITS

Big preparations have been made for a Bumper Xmas Business. We have the goods you will want:

NAVEL ORANGES
TANGERINES
GRAPES
NUTS
DATES
FIGS
POMEGRANATES
HOLLY
HOLLY WREATHS
LEMONS
BANANAS

and a full line of Head Lettuce, Cauliflower, etc.

Place your entire order with us and ensure double satisfaction. Xmas cars will be loaded to the principal points.

White & Co., Ltd., Toronto

INDEX TO ADVERTISERS

A
Adsco Products Co. 16
Aird, D. M. & G. A..... 16
Anchor Cap & Closure Corp. 11

B
Baker Co., Walter 64
Bain & Co., Donald H.. 12
Barr Register Co., Ltd. 60
Bickle & Greening, John W. 59
Birdland Society 15
Blackburn, R. C., & Co. 15
Borden Co., Ltd., The.. 1
Bodley Co., Ltd., C. J... 24

C
California Fruit Growers' Exchange 9
Can. Maple Products .. 53
Can. Nashua Paper Co. 60
City Dray Co., The 14
Clark, Limited, W. 5
Church & Dwight 22
Clark & Sons, D. W. ... 15
Codville Co., Ltd. 14
Columbia Macaroni Co.. 14
Colman-Keen Co., Ltd.. 24

D
Davies & Co., Wm., Ltd. 49
Dayton Scale Co. ..... Back cover
Donaldson-Phillips Co. . 12
Dominion Salt Co., Ltd. 53
Duncan & Son, C. 12

E
Eby-Blain Co., Ltd. ... 61
Edmunds Co., Ltd., J. H. 61
Estabrooks Co., Ltd.,T.H. 23
Eureka Refrigerator Co., Limited 19

F
Farley-Myers, Ltd. 12
Frost, Moorman & Co.. 15
Freeze, S. G. 12
Freeman, W. A., Co., Ltd. 51

G
Gunn's Limited 50

H
Hamblin-Brereton 15
Hansen's Lab., Chris... 52
Hatton, D., Co., Ltd.... 54
Harrisons & Crosfield.. 21
Hayhoe, R. B., & Co.... 59
Heinz Co., H. J. 50
Horne & Co., Harry..... 52
Hanson Co., Ltd., J. H. 16

I
Imperial Extract Co. ... 57
Imperial Oil Co., Ltd... 4
International Varnish Co. 17
Interlake Tissue Mills Company 55

J
Johnston-Richardson, Ltd. 61
Jones, C. & J. 10

K
Kiwi Polish Co., Ltd.... 61
Kkovah Co. 3

L
Lachaine, Geo. D. 16
Lambe, W. G. A., & Co.. 15
Laporte-Martin, Ltd. .. 18
Lemon Bros. 62
Langley, Harris & Co., Limited 3, 15
Lauder, Chas., Co. 23
Lloyd & Son, Jas..... 22
Loggie, Sons & Co..... 15

M
McCormick Mfg. .....
McLaughlan, J. K. 15
Mackay & Co., Ltd., John . . . . . .
Mackenzie & Co., Ltd., W. L. .....
Macdonald Reg., W. C. Inside front cov
Malcolm Condensing Co., Ltd. 5
Maple Tree Producers Association, Ltd. 1
Mathieu, G. L., Co..... 5
Mann, C. A., Co. 6
"Meadow-Sweet" Cheese Mfg. Co., Ltd..... 5

N
New Brunswick Potato Exchange Co. 6
North American Dye Corp., Ltd. 5
Northwest Biscuit Co., Ltd. 5
Nonsuch Mfg. Co. 6

O
Oakey & Sons, Ltd., Jno. 1
O'Donnell Co., John J... 1

P
Palmolive Company of Canada . . . . . .
Patrick & Co., W. G.... 1
Pennock & Co., H. P... 1
Perry Co., Ltd., H. L... 1
Peterboro Cereal Co. .. 5
Pugh Specialty Co., Ltd. 6

R
Red Rose Tea 2
Robertson Murphy, Ltd. and front cove 6
Robertson Co., Ltd., Jas. 1
Ross Can Co. 6

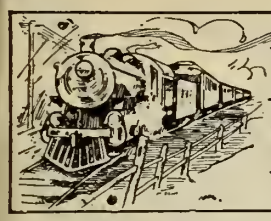
S
St. Lawrence Starch Co., Ltd. . . . . .
Salada Tea Co. 2
Saxonia Fruit Preserving Co., Ltd. 1
Scott & Thomas 1
So-Clean, Ltd. 6
Soper, E. N. & W. E... 1
St. Arnaud Fils Cie.... 1
Stickney & Poor Spice Company 1
Stroyan-Dunwoody Co... 1
Sutcliffe & Bingham, Ltd. . . . . .

T
Tetley's Tea ..... Inside back cove
Tippet & Co., Ltd..... 1
Toronto Pottery Co., Ltd 6
Toronto Salt Works.... 6
Trent Mfg. Co. 6

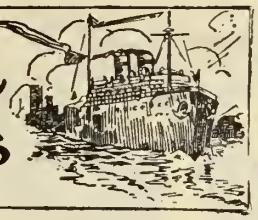
V
Vogans, Limited 5

W
Walker, Hugh, & Sons, Ltd. 5
Wayagamack Pulp & Paper Co. 2
Watson & Truesdale.... 1
Waterloo Broom & Brush Co., Ltd. 2
Western Canada Flour Mills Co. 5
Weston, Geo., Ltd. 2
White & Co. 6
White, Cottell's 6
Williams Storage Co.... 1
Wiley, Frank H. 1
Wilson & Co., J. R..... 1
Walter Woods, Ltd..... 1

Y
Yorke, Geo. G. 1



BUYERS' MARKET GUIDE
Latest Editorial Market News



TEA POTS, MIXING BOWLS
And other lines of Rockingham and Cane Ware.
Special price on Crate lots.
The Toronto Pottery Co., Limited
Toronto - Canada

TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS, GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

CEREALS IN FIRMER POSITION

Grain markets have shown a firmer tendency during the past week with wheat leading the upward movement. Coarse grains are also higher which is reflected in a firmer market for nearly all cereals. Rolled oats, particularly, are stronger with some manufacturers quoting a higher price and there is a likelihood for further advances in the near future.

Flour is firmer and a shade higher in price while millfeeds are higher under a heavy demand and scant supplies.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

Advertising
Balloons
As a Booster for Christmas Business
Manufacturers, Department Stores and others will find that Printed Balloons will produce wonderful results. Successfully used for almost every appeal to the household. Trade Marks special designs or any wording can be imprinted.
ROBERTSON & MURPHY Limited
St. Paul St. W., Montreal

Say You Saw It In Canadian Grocer, It Will Help To Identify You

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

VANCOUVER, B.C. — FOR SALE, STORAGE Warehouse in centre of City, with Trackage, also well established Truck and Dray business. Can be sold as a going concern or each separate. Apply Box 120, Canadian Grocer, 153 University Ave., Toronto., Ont.

FOR SALE—COFFEE ROASTER FOR SAMples, six-inch drum, cheap; also book "How to Tell Spices" by Gibbs. Apply 27 Sun Life Bldg., Hamilton.

SPECIAL SALE — SHOWCARDS, PRICE tickets. M. Moorby, Newmarket, Ont.

EVERY MERCHANT WHO SEEKS MAXimum efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue. J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

SALESMAN—Who is either calling on and in restaurant in Winnipeg, wishes to secure additional lines. Highest references from present connections. Apply Box 132

CANADIAN GROCER
153 University Ave., Toronto, Ont.

WANTED

WANTED — ELECTRIC COFFEE MILL WITH peanut butter attachment to buy at best cash price. Engeland & Son, Milverton, Ontario.

WANTED—BY A SALESMAN WITH ESTABlished connection with wholesale and retail grocery trade of Nova Scotia, one or two good lines on commission basis. Only reputable house with a saleable propostiion considered. Address P. O. Box 112, Windsor, Nova Scotia.

POSITION WANTED

GROCER WHO SPENT SEVERAL YEARS BEhind the counter wants position as clerk in Toronto store or wholesale warehouse. Not afraid of work and can give best of references. Apply Box 130, Canadian Grocer, 153 University Ave., Toronto.

MAN—With wide experience as Salesman. Buyer, Organiser and Salesmanager. Thorough knowledge of Domestic and Foreign Trade in groceries and kindred lines. Open for engagement, 1st January.

Box 134 CANADIAN GROCER, 153 University Avenue, Toronto.

AGENTS WANTED

JOHNSTON BAIRD & CO., PICKLE AND Sauce Manufacturers, Glasgow, Scotland, experienced in export packing, desire up-to-date agents in the various provinces of Canada. State experience and references.

J. & J. Taylor's Safes

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor safe 18 inches deep, two feet 9 inches wide. four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer.
153 University Ave., Toronto

Good Sellers make business easy

BAKER'S Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Made in Canada by
Walter Baker & Co. Limited
Dorchester, Mass. Montreal, Can.
Established 1780

Send for a Sample Copy today!
We shall be pleased to hear from you.

The careful opinions—backed by solid facts,—the accurate news and the weekly market reports that appear in the FINANCIAL POST are your sure guides to the knowledge that means safety to your investments. THE FINANCIAL POST,
143-153 UNIVERSITY AVE., TORONTO

Packed in England

It is Best to Carry the Best

IN a country that ranks third in the amount of tea consumed per person, you naturally find an enormous number of tea drinkers. And people who drink much tea, develop a keen taste that appreciates the best.

That is why Tetley's is proving such a good seller. Tetley's Golden Tips and Sunflower Teas are blended from the choice leaves of the tea plant. And this blending is backed by a blending knowledge that extends over a period of 100 years. The cup quality of Tetley's Teas is unexcelled.

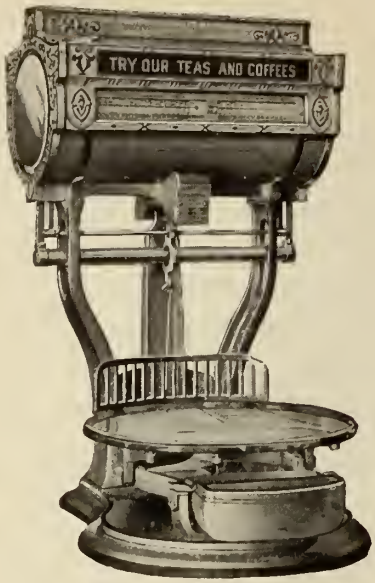
We are prepared to fill your Tetley orders. It is best to carry the best!

TETLEY'S TEA

Makes good tea a certainty.

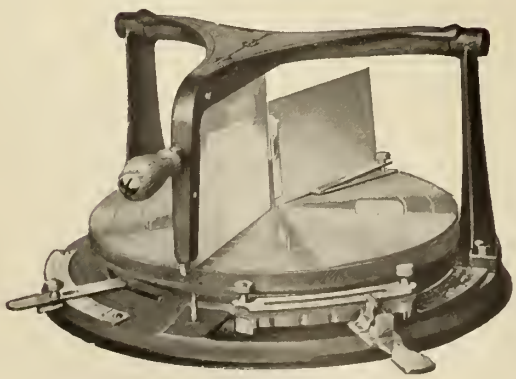
KNOWLER & MACAULAY, Ltd.
VANCOUVER
Selling Agents for
British Columbia

MASON & HICKEY
Head Office WINNIPEG, MANITOBA
Selling Agents for
Manitoba, Saskatchewan and Alberta



DAYTON COMPUTING SCALE

DAYTON MEAT SLICER



DAYTON CHEESE CUTTER

It Pays—

in cash and in futurities

—that's why DAYTON SERVICE is the big thing in a million stores.

SOME of the services given by DAYTON equipment pay directly in cash. Others pay indirectly but no less generously.

But they **ALL** pay—and the dividends are always large and never long deferred.

Dayton mechanical service-givers—scales, meat slicers, cheese cutters—are handsome as well as durable. They add to the smart appearance of your store and appeal especially to the feminine sense of neatness and order.

Daytons, too, are clean and sanitary—the last word in equipment for the handling of foodstuffs. In these respects Daytons not only put money directly into your pockets, but build up for you a rich futurity in goodwill and satisfied patronage.

DIRECT PROFITS FROM YOUR DAYTONS

begin from the day you place them in your store. You stop at a stroke the ruinous trickle of pennies lost through faulty weights and clumsy guesswork in handling goods. Measure up the daily gain when you turn these lost profits into your bank account and you'll understand why Dayton equipment pays for itself within a few months.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

Frank E. Mutton, Vice-President and General Manager.

HEAD OFFICE AND FACTORY—Royce and Campbell Avenues, Toronto.

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

FEATURING OYSTERS

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV PUBLICATION OFFICE: TORONTO, ONT., DECEMBER 9, 1921 No. 49

Imitation is the surest kind of Flattery.

Get this Brand and be sure of Quality.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.

Proclaiming the Triumph of Little Lady de Luxe.

THE POPULARITY OF MACKINTOSH'S TOFFEE DE LUXE rests on a very firm foundation, for it has the thoroughly British characteristic of being all that is claimed for it.

Made from the purest and best Butter, Sugar and Cream in the most up-to-date model factory. The QUALITY of Maekintosh's Toffee de Luxe is superb. Thirty years high reputation is behind every tin.

CANADIAN SHIPMENTS regularly made and STOCKS held by

H. V. PRATT, 325, Railway Street, VANCOUVER, B.C.

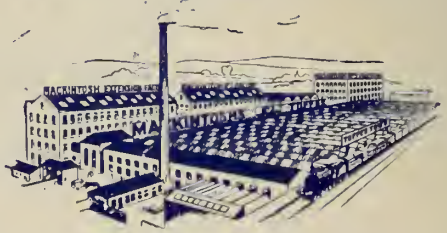
to whom all CANADIAN enquiries should be addressed.

Mackintosh's Toffee de Luxe

—the premier British Sweetmeat.

The Toffee with the largest sale in the World—and made in the largest Toffee Manufactories in the World,—by

JOHN MACKINTOSH & SONS, Ltd.,
Toffee Town, HALIFAX, England.



CLARK'S PREPARED FOODS

"READY TO SERVE" DISHES FOR ALL SEASONS

Corned Beef, Roast Beef, Ox Tongues
Lunch Tongues, Soups,
Potted Meats, Loaf Meats
Cambridge Sausage, English Brawn,
Beefsteak and Onions, Irish Stew,
Canadian Boiled Dinner
Spaghetti with Tomato Sauce and Cheese
Tomato Ketchup, Table Syrup

CLARK'S PORK AND BEANS

and other good things.

W. CLARK, LIMITED - MONTREAL

MACDONALD'S

"Baccy" was "Baccy" Once

Not so now. The (alleged) good old days are gone. No more is it possible to sell anything under the broad, general name of tobacco. Nowadays tobacco users look for the brand on what they buy. Which brings us to the point that more men are looking for the MACDONALD Brand than for any other—finding it, too.

There isn't a man in Canada who knows anything about tobacco who doesn't recognize the MACDONALD name as a guarantee of high quality and good value. And there isn't a MACDONALD dealer who doesn't know that there is more money—in every way, profit margin, turnover and "extras"—for the man who ties up with "the tobacco with a heart."

The Tobacco with a heart

SAPON

GOLDEN CEREAL SOAPS

Good Goods Find Waiting Markets

Just a little more than one year ago we opened our Canadian factory at Hamilton and in that short space of time we have secured a coast to coast distribution for our famous Sapon Soap.

It is easy to sell good goods and that is why we have been able to build our business so quickly.

Sapon Soap is the only cereal soap made in the world—not a particle of animal fat enters into its manufacture—it is the purest toilet soap you can buy—once your customers have used it you will make many repeat sales.

Try a little—Any Wholesaler can supply you.

MADE IN CANADA BY SAPON SOAPS OF CANADA LTD., HAMILTON, ONT.

Also at LONDON, Eng., MARSEILLES, France, and NEW YORK.

SPECIAL REPRESENTATIVES :

The Wilson Chemical Co. Ltd., St. John, N.B.

A. H. Jarvis, Brokerage and Purchasing Co., Ltd., Edmonton, Alta.

SAPON

GOLDEN CEREAL SOAPS

Made in a Variety of Shapes and Perfumes

When Wheat is down below the Dollar Mark

that is the time the public have to study economy and that is the time when DOUBLE CREAM CUSTARD should be on the menu in big letters, for the small sum of 3c. plus one pint of milk will make sufficient dessert for five people. Farmers as well as townsfolk will have to use it sooner or later, for it is so different to egg custard, owing to its smoothness, richness and delicious flavor. Just imagine—with a 1 lb. tin costing 45c a farmer can make 16 pints of custard, and the most delicious and nourishing dessert that ever tickled the taste of mortal man.

With economy such as this, every general merchant in Canada should stock DOUBLE CREAM CUSTARD, and recommend it to every housewife who enters his store.

A direct-to-consumer advertising campaign is being conducted and recipe books mailed to every user direct, and letters announcing the merits of this most delicious and economical dessert.

Sold in 4 Flavors

Vanilla---Almond---Lemon---Standard

and in 6 oz. and 16 oz. tins for store trade, and in 10 lb. tins and 200 lb. barrels for hotels, institutions, mining and lumbering camps, etc.

Double Cream Custard is the delicious ending of a perfect meal for the rich man or the poor man, and every package beams forth with economy and delight for its user.

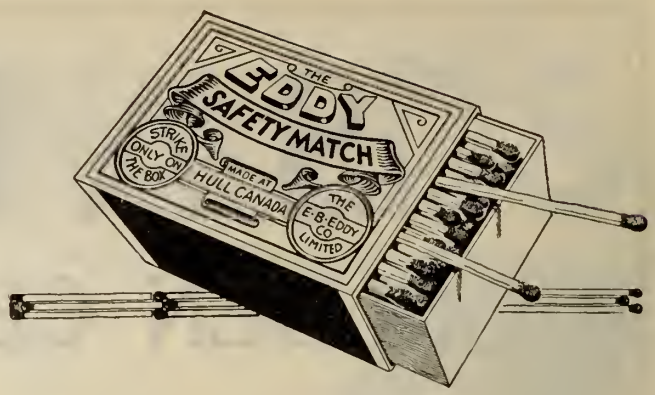
Order 1 case each of 6 oz. and 16 oz. tins and make a window and counter display. The packages in themselves are the most attractive that ever graced the shelf of any grocery department.

Mail your order to-day to

THE HARRY HORNE CO., Limited
TORONTO, ONTARIO

and mention the name of your wholesale grocer, and a supply will go forward at once through your jobber.

NO HOME SHOULD BE WITHOUT
DOUBLE-CREAM CUSTARD



Eddy's "Safetys" Are Always Popular

Very many people prefer the "Safety" to any other type of match.

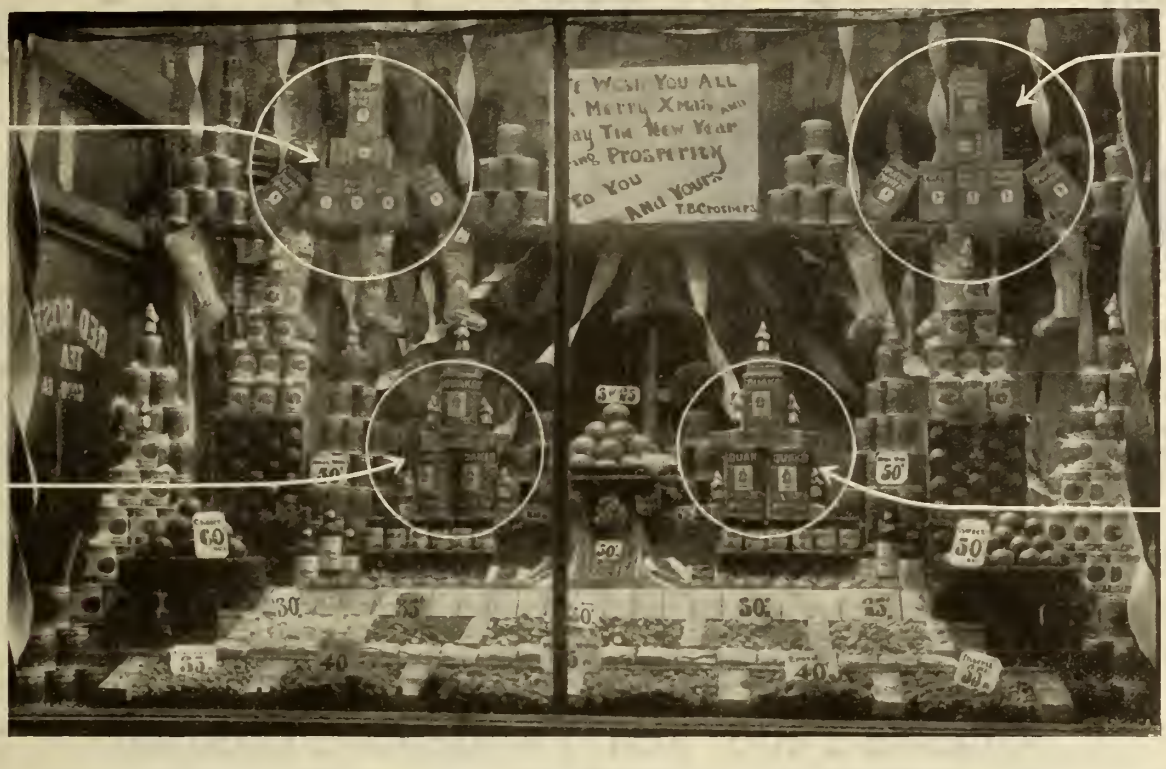
And discriminating match buyers prefer "Eddy's Safetys" to any others because they know what the name Eddy stands for—the best matches that seventy years' experience can produce.

The quality of Eddy's Safetys never disappoints. Every box is filled with real matches — sound sticks, firm heads—no broken splinters, headless sticks nor duds.

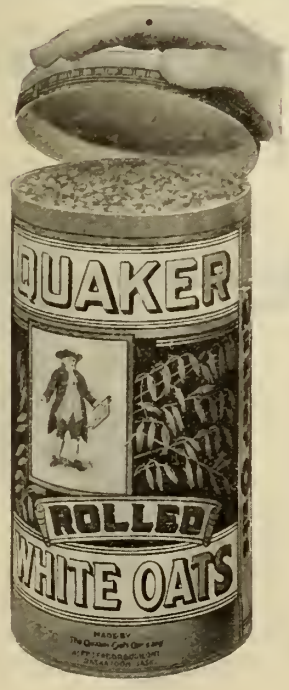
Of course every one of the more than thirty Eddy varieties is of the same good quality. And that, by the way, is one of the big advantages of handling the Eddy line—with over thirty different varieties it is always so easy to meet every individual customer's match "likings," with just the right kind of "light" for any and every purpose.

Is **your** Eddy stock complete enough to meet the local demand?

The
E. B. Eddy Co., Limited
Hull, Canada



Attractive cereals will help you make an effective and profitable Christmas window



Quaker Oats, Quaker Cornmeal, Tillson's Oats, Quaker Flour, etc., are all attractively packed seasonable lines that will help you to profitably round out a striking Fall or Christmas window. Work these old-established favorites in your Christmas windows this year. They'll make an effective and profitable background.

Ask your wholesaler for the cooker certificate due you on every case of Quaker Oats and Tillson's Oats that you purchase. When you accumulate ten of these, send to us for your cooker.

Suggest to your customers the use of Quaker Oats as the basis for the dressing for their Christmas fowl. Oatmeal makes delicious dressing.

The Quaker Oats Company

Peterborough Saskatoon

Canada

The Perfect Wood Container

for all food products in bulk, is

"Riteshape"

No odor, no contamination, no waste—and an appearance that is ABSOLUTELY RIGHT.

The "Riteshape" is the cheapest container you can get for serving bulk foods, such as butter, lard, dripping, fish, bacon, cold cooked meats, fruit, vegetables, etc. It's the **cheapest** simply because it's the best. No defective dishes. No waste of the goods. No contamination. Requires less paper and string to wrap. Is more compact and neater in appearance than any other wood or paper dish.

Write for Samples and Prices

The "Riteshape" comes in all sizes from ½ lb. to 10 lbs., packed in sealed wrappers containing an average day's supply—the whole shipment in strong wooden crates. If you want to give your customers the best service, as well as saving your own time and money you will use the "Riteshape." Why not begin **now?**

Victoria Paper and Twine Co., Limited

430 Wellington Street West Toronto

Sole Canadian Wholesale Distributors for the Manufacturers—The Oval Wood Dish Company, New York

We make a "Specialty" of Xmas "last minute" Rush Orders

A TWENTIETH century house with big, fresh, comprehensive stocks, fair prices and five huge, speedy motor trucks, is ready to give Niagara Peninsula merchants unequalled service on last-minute Xmas orders.

Write or 'phone your requirements to us and you'll be sure of timely deliveries. Our trucks collect your empties and we make no charges for delivery.

Our service and goods will help you make this a bigger, better and more profitable Xmas. Get in touch with us.

MARLAND WOOLNOUGH CO.

Wholesale Grocers

Niagara Falls, Ont.

A. Marland Woolnough, Pres.
John W. Charles, Gen. Mgr.
J. A. Hey, Credit Mgr.

Business Will Be Better Next Season!

and the live grocer will install the best refrigeration equipment to take care of this business; to do this in the best manner he will install the reliable

Eureka Refrigerators

The fact that the vast majority of the grocers in Ontario use Eureka Refrigeration Equipment is proof of their wonderful popularity.

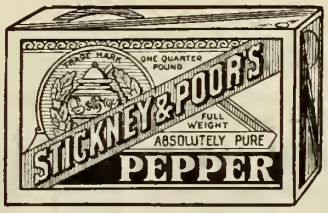
We would like you to investigate the Eureka Refrigerator. It will certainly pay you to own one—and, until you do, you will not know the real satisfaction of scientific, economical and efficient refrigeration.

Write for free illustrated literature and tell us what you are interested in. We will gladly give you full information.

Order early and get real service before the spring rush sets in.

EUREKA REFRIGERATOR CO., LIMITED
HEAD OFFICE & FACTORY:
OWEN SOUND, ONT.

Spices of Quality
that will please your trade



THE NAME
STICKNEY & POOR
stands for everything that your customers expect when they buy Mustard, Spices and Seasonings, for the kitchen or table.

Your co-operating servant,
"MUSTARDPOT."

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

Please the Ladies

Others do, do you? That is, stock "Dy-o-la Straw Hat Color."

Dandy advertising will arrive in every dozen box of Black. All order Black, so all will receive advertising of interest to the Ladies.

Companion Line to the ever-popular "Dy-o-la Dyes."

Price $2.00 per dozen, 3 dozen less 5%, 6 dozen less 7½%, 12 dozen or over less 10%.

Colors: Black, Blue, Navy Blue, Tan, Dark Brown, Cardinal Red, Dark Green, Pink, Purple, and Reducer for making a lighter shade of any of the colors.

The Straw Hat Season starts very early these days—often last part of December.

Order promptly from the wholesale.

Don't Miss Sales

Xmas And Pudding Cakes

YOU can greatly increase your Xmas business by taking orders for our Xmas puddings. We will gladly send you a sample pudding from which you may make sales. Our pudding is the finest made in Canada and is sure to please your most particular customer. Write us at once for our price list, order forms and advertising.

WE also manufacture all lines of commercial cakes which we will ship in individual cartons f.o.b. your store.

D. M. & G. A. Aird
180 LAGAUCHETIERE ST. E. MONTREAL

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

FARLEY MYERS LTD.
Manufacturers Agents'
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

When Writing to Advertisers
Kindly Mention This Paper

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

CAN GIVE YOU

SERVICE

and by **service** we mean we give our principal's account **preferred attention** in every respect; we have a **sales organization** second to none; **exceptional warehouse accommodation** at all points, along with the **financial responsibility** which means much to the **manufacturer** who wants some guarantee of **stability** from their representatives.

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER, MONTREAL.
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

WILLIAMS STORAGE LIMITED

W. R. WILLIAMS, PRESIDENT AND MANAGER

The Largest Storage, Distributing and Forwarding House in Western Canada

Concrete and Steam-Heated Warehouses - Excellent Track Facilities

LOW INSURANCE

"SERVICE" is Our Motto - WINNIPEG

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

PACKAGE STORAGE DISTRIBUTION

Chocolate Manufacturer

Teas, Coffees, Cocoas, Canned Goods, Fruit Juices

Chocolates packed to suit customers' requirements

BANKERS:

London Joint City & Midland Bank, Ltd.

Alfred E. Mason

MERCHANT

Eastcheap Buildings - London

Import and Export

Offers and correspondence invited. Goods bought and sold on consignment.

Telegrams:

"Hummarklan, London"

Code:
A.B.C. 5th Edition

OFFICES:

Copenhagen
San Sebastian
Paris

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

THE BEST IN 1750 STILL LEADING

PURNELL'S

Pure Malt **VINEGAR**

IN CASK OR BOTTLE

Purnell & Panter, Ltd., Bristol, England

Goods well advertised and well displayed are easiest sold. Advertised to ½ million buyers weekly. Codville Co. Ltd.

6

Storage and Distribution

Winnipeg

Insurance 30c

We operate the largest fleet of motor trucks in

Western Canada

Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

The City Dray Company

LIMITED

Frost and Wood Building,
Cor. Pacific and Princess Streets.

Track P. 18 **Winnipeg**

"Saxonia Brand Fruits"

Packed in half and one-pound packages.

PRESERVERS OF

Candied, Glace, Crystallized and Drained, Citron, Lemon, and Orange Peels, Pineapple, Ginger, Assorted Fruits, Bigarreaux Cherries, Maraschino Cherries, etc.

Saxonia Fruit Preserving Co., Ltd.

Factory

First Avenue and Ernest St., Montreal, Que.

Sole Agents for Canada
The John T. McBride Co., Limited
189 St. James Street, Montreal, Canada

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

George G. Yorke
40 Adelaide Street West, TORONTO
Agent for -
Joseph Travers & Sons Ltd.
London Eng.
The largest and oldest Wholesale Grocers in the Empire.

R. C. Blackburn & Co.
MANUFACTURERS' AGENTS AND MERCHANDISE BROKERS
60 Front St. West
TORONTO

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

READERS OF CANADIAN GROCER

Please write to our Editor at any time regarding any matter upon which you wish information.

The Editor,
CANADIAN GROCER,
153 University Ave.,
Toronto, Ont.

Are You Getting Your Share Of Business and Large Profits Selling Cream of Malt and Hops?

If so, that shows that you are a live dealer; if not, get in line and keep up with the times.
You don't have to push these goods, just put a can of CREAM OF MALT and HOPS where your customers can see it.
Next time your wholesale grocer calls, ask him about CREAM OF MALT and HOPS. if he cannot supply you write us direct.

Canadian Malt Extract Co.
16 Pearl St., Toronto, Ont.

***Now* is the Time to Buy—don't wait.**
Consult these Advertising Pages.
Our Advertisers will *save* you Money—buy now.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143

ST. ARNAUD FILS CIE.

GROCERY BROKERS

Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

GEO. D. LACHAINE

Manufacturers' Agent and Commission Broker Representing:

The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N. S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P. Q.
Over 30 years in Business. Best references and Connections.
18 Dalhousie Street, QUEBEC.

TIPPET & CO., LIMITED

Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

ADSCO PRODUCTS CO.

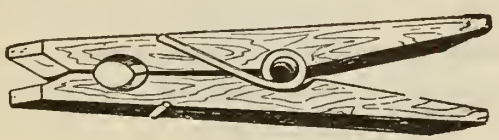
Covering Quebec Province, 15 travellers. Are in a position to market Food Products. If you are requiring distribution get in touch with us.

Adsco Products Co.
581 St. Paul St. West. MONTREAL
Telephone Main 3726.

The Advertisers would like to know where you saw their advertisements—tell them.

Be Sure you Ask Your Jobber for

Dominion Spring Clothes Pins



Manufactured by

The J. H. Hanson Co., Ltd.

MONTREAL

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

BABY'S OWN SOAP

50 p. c. Profit

Buy direct from the factory. Freight prepaid. Minimum quantity, 2 gross, $38.40 less 20 p.c. and 5 p.c.—$29.18. Sell at 15c per cake—$43.20. On Sask., Alta., and B.C. add 60c per gross and retail at 50c per box of 3 cakes. Ask for price list on other lines.

Albert Soaps, Limited, 168 McCord St. Montreal, Que.

WESTON'S

(*ASSORTED*)

CHOCOLATE BISCUITS

Here is something new in high-class confectionery that will prove a big seller in your Christmas confectionery department. These temptingly flavored **Weston Kreemie and Fruitie Chocolates, Chocolate Macaroons, Chocolate Marshmallows and Chocolate Short-Breads,** are attractively put up in one-pound gay orange boxes, on each of which is a good profit margin.

GEORGE WESTON LIMITED

COR. RICHMOND AND PETER STS., TORONTO

SELLING AGENTS:

MARTIN & McMULLEN
OTTAWA, ONT.

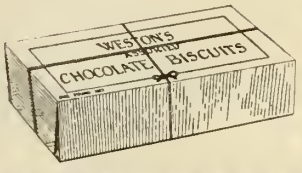
A. DUNN
QUEBEC CITY, P.Q.

C. E. CHOATE & CO'Y
HALIFAX, N.S.

T. G. SPENCER
SYDNEY, C.B.

We can offer you rapid delivery on last minute Christmas orders—You'll like our prices just as much as our excellent service.

"The Taste Will Tell"



"Member Audit Bureau Circulations"
"Member Associated Business Papers"
"Member of Canadian National Newspapers and Periodicals Association"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXV TORONTO, DECEMBER 9, 1921 No. 49

EDITORIAL CONTENTS

U.F.O. Retail Stores Have Heavy Losses 17
Better Business in November Than a Year Ago 18
Safeguarding the Purity of the Oyster 19
No Waste in Selling Oysters in Jars 20
Many Ways of Serving Oysters 21
Suggestions for Christmas Advertisements 22
Christmas Window Display and Showcard Writing 23
Keeping Frost From the Windows 24
Advice to Let Well Enough Alone 25
Editorial Page 26
Current News 27-30
Western News 31-32
General Markets 33-37
Markets by Wire 39
Produce Section 40-44

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* H. T. HUNTER, *Vice-President*
H. V. TYRRELL, *General Manager*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, Druggists' Weekly, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, The Canadian Motor, Tractor and Implement Trade Journal.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1886.

CANADIAN GROCER

B. T. HUSTON, Manager.
J. L. WYCKOFF, Editor.
P. A. CRANE, News Editor.
H. A. WEBB, Associate Editor, Montreal.
H. V. STODDARD, Montreal Representative.
C. M. MUTCH, Toronto and Hamilton Representative.
J. C. BELL, Ontario Representative.
E. H. HAWKINS, Western Representative, Winnipeg.
R. A. HUNTER, Vancouver Representative.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone 1004. Toronto, 143-153 University Avenue, Telephone Adelaide 5740. Winnipeg, Room 901, Confederation Life Bldg., Main Street, Telephone A. 3773. Vancouver, 314 Carter-Cotton Bldg., 198 Hastings St. W., Telephone Seymour 4337.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, Room 1606, St. James Bldg., 1138 Broadway, Telephone Watkins 5869; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, Room 1401, Lytton Bldg., 14 E. Jackson Street, Telephone Harrison 9133.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. a year; United States, $4.50 a year; other countries, $6 a year; single copies, 25 cents. Invariably in advance.

The short days and the long, chilly winter evenings are here, when a cup of good tea is cheery

We always find folks are extra critical, and spend more time over their tea, and Red Rose Tea sales always jump these days.

The added business might just as well come to your store. It only needs a window or counter display of the neat sealed package.

You can send your order to any of the branches, and when our traveller calls get sales suggestions from him.

T. H. ESTABROOKS CO., LIMITED

MONTREAL ST. JOHN, N.B. Toronto WINNIPEG CALGARY

How He Got His Man

A merchant in Montreal wanted a man to manage his store. He advertised in the daily papers and secured many replies. He also used an announcement in the Want Ad. page of CANADIAN GROCER and several replies were received. He chose his man from the latter. In fact, the only men who at all suited his purpose, were those who applied through this paper.

CANADIAN GROCER reaches business men in the trade. There are good men scattered all over Canada who read the CANADIAN GROCER and who are interested in such a proposition.

To get the man you want; to secure a position; a partner, to sell some used equipment; to buy second-hand equipment, use the Want Ad page of CANADIAN GROCER. It gets results.

There's always a good demand for .....

ROBINSON'S "PATENT" BARLEY
AND
ROBINSON'S "PATENT" GROATS

You can't recommend two better foods for infants and invalids than these well-known standard Keen products. Their national reputation insures steady sales and worthwhile profits.

COLMAN-KEEN
(CANADA) LIMITED
520 King St. W. - Toronto

Holiday Specials

Imported Fancy Cheeses
Dutch Wine Biscuits
Bar le Duc Currant Jelly
Italian Nougat Candy
Russian Caviar
Pate de Foie Gras with Truffles
Creme aux Foies Truffes Extra
French Truffles du Perigord
Dried Nuts and Figs
Fresh Italian Chestnuts
Italian Baked Figs with Almonds in Baskets
Imperial Malaga Cluster Raisins in Fancy Cartons, etc., etc.

Wire for Prices

Amoroso & Malagodi Company, Limited
119-121 St. Henry Street
MONTREAL, P.Q.

Mr. Merchant

Here is the Leader
of hair tonics and renewers

Glover's Mange Medicine

A business success of over 35 years is behind this medicine.

Advertising matter bearing imprint and display cards supplied gratis.

H. Clay Glover Company, Inc.
118 West 31st Street New York City

CANADIAN GROCER

VOL. XXXV TORONTO, DECEMBER 9, 1921 No. 49

U. F. O. Retail Stores Have Heavy Losses During Past Year

Total Trading Deficit Amounts to More Than $230,000 and Must Be Added to Net Deficit of Year Ago of $79,000—Profit Made in Livestock Department and in Creamery—Stock Inventories Are Written Down

THE United Farmers Co-Operative Company, Limited, of Ontario, have issued their annual statement for the year ending October 31, 1921. This contains a lot of information of special interest to the grocery trade. The statement includes the operations of General Wholesalers Limited, which is the wholesale department of the U. F. O. for purchasing goods to be distributed among the various retail stores throughout the province. The latter is a non-profit company.

The statement shows a net trading loss for the year, (apart from the loss sustained by General Wholesalers, Limited), of $159,499.11. The net loss sustained by General Wholesalers, Limited, and which is absorbed by the U.F.O., is $77,004.41. This makes a total trading net loss for the year of $236,503.52.

Heavy Losses From Retail Stores

When the statement is analyzed it is shown that the big losses have been made on the retail stores and produce warehouses.

For instance some of the losses sustained in this connection are as follows: Branch stores and Toronto store, $131,156.06; Guelph warehouse, $8,045.00; Produce branch, Toronto, $41,829.27; Produce warehouse, Morrisburg, $15,312.99; Produce branch, Wingham, $1,537.85; Unionville Elevator, $6,211.80; Milling Department, Smiths Falls, $1,481.26.

There was a small loss on operations of the Live Stock Branch in Montreal. This amounted to less than $1,000. On the other hand there were some profits in connection with the Toronto live stock branch and the Toronto Creamery branch. These were as follows:

Toronto Creamery branch, $31,221.71; Operations of West Toronto live stock branch, $17.419.36.

It is significant from these figures that the United Farmers Co-Operative Company, Limited, made profit on that part of the business with which they were familiar, but they lost considerable money in the retail and wholesale grocery business which requires a different type of business application.

Bank Deposit Offset

The balance sheet shows cash on deposit in banks of $13,105.55. To offset this, however, there are liabilities to the Imperial Bank, which are secured by warehouse receipts, of $179,640.00. There is also a bank loan among their liabilities of $200,000.00, which is no doubt their trading account. They have $200,972.28 bank cheques outstanding and $8,895.22 in trade bills payable. There is also a liability of $128,290.24 of trade accounts payable and accrued charges. This latter item alone practically off-sets the cash on deposit above referred to.

Their trade accounts receivable amount to $160,030.14, less provision for possible loss of $15,315.75, making a net of $144,714.39.

The certified value of Inventories of Merchandise at October 31 is placed at $829,931.82. This, of course, would include not only grocery stock but stocks of all other goods that are sold through the U.F.O. stores.

Large Amounts Written Off

Like all other organizations the U.F. O. were compelled to readjust values of merchandise towards the end of 1920. Under the Surplus and Deficiency account appear the following items:

Credit balance for balance sheet to shareholders, Oct. 31-1920, $43,440.22; Less adjustment and allowance pertaining to period up to October 31-1920, $123,152.18; Making a net deficit up to October 31-1920 of $79,711.96.

This amount was carried into the year beginning November 1, 1920. Dividends amounting to $22,381.82 were paid during 1921. Then the following losses for this year are added to the Deficiency Account.

Loss sustained for year ending October 31, 1921, $159,499.11; Net loss, transferred from General Wholesalers Limited, absorbed by U.F.O., $77,004.41; Additional provision for possible loss on realization of inventory, $50,000.00; This makes a total deficiency as at October 31, 1921, of $388,597.20.

Keen Competition

Competition between U.F.O. stores throughout the province, and the regular grocery stores has been very keen. Many cases have come to the attention of Canadian Grocer showing how retailers are successfully meeting this new competition on both a price and service basis.

Carries Lines that are sure to Appeal

B. G. Oxner, of the "Quality Kind Grocery" in Lunenburg, N.S., Pays a Good Deal of Attention to His Stock and Does Not Hesitate to Sell the New Goods That Come on the Market if They Are Reputable Lines

By Staff Correspondent Canadian Grocer.

LUNENBURG, Nov. 28—Just what can be done in a small space is very well shown by the results obtained in the "Quality Kind Grocery" store in Lunenburg, N. S. This store is a building of only 12 feet by 32 feet. It is owned and operated by B. G. Oxner, and has been located there for the past ten years during which time, the turnover has increased four times that of the first year. It is the neatest and most compact store ever seen for its size by the representative of Canadian Grocer who called on Mr. Oxner.

Careful Attention to Stock

Mr. Oxner was asked the reason for the steady increase in the business. He said that he had always made it a point to carry the lines of goods that he believed would have an instant sale, and, to order only what he could sell so that the stock on hand was fresh at all times. Every new brand of goods that comes off the market is tried out by this merchant, and if it goes the order is repeated, and if not, it is never stocked again. "I will try anything once," said Mr. Oxner. "The people are continually buying the new things in groceries the same as in other lines, and it is up to the merchant to stock them. People are always looking for suggestions, and the merchant who is quick to realize this and to offer the same, is getting the business to-day. One of the big ways in which suggestions are offered in this store is through the medium of display, and this is played up to the highest possible point."

Fixtures His Best Help

That the store must always be kept neat and clean is another point that is strongly emphasized by this man, and the people of Lunenburg are not slow to realize it as they are continually commenting on its nice, bright and attractive appearance.

The best help that Mr. Oxner claims he has in his store is his fixtures. There are four sets of bins, and they have been one of the best helps possible in increasing sales. Biscuits are kept in one section and sold from bins direct and since this method of display and selling the sales have increased ten times. The drawers open to the centre of the store so that when a customer wants biscuits they can be got in a very few seconds and the number of kinds can be as varied as much as wished, and yet practically no time is lost in filling the order as the goods are got at so quickly. False fronts are not used in the bins as they require too much explaining and haven't the same selling power as when a customer can see the real article. On the tops of these cases are shown an endless variety of jams, jellies, preserves, etc., which are in this way being displayed to the best possible advantage, and the sales from this method are wonderful. "This idea sells more goods than an extra clerk," says Mr. Oxner. The shelves are constantly kept filled and are never allowed to present a ragged appearance. This is one of the worst things for a merchant, this man believes. If the goods can be got, "The Quality Kind Grocery" has them and the stock on hand is never allowed to get so low that it is necessary to tell a customer that they've all "been sold." "We're in the business to sell people and if we haven't the goods how can we expect them to come?" is the way Mr. Oxner expressed it.

Although strictly a grocery store the largest sale of candies in Lunenburg is made by Mr. Oxner. A large display case is used for showing the candies and there is a continuous string of people after this line. The majority of the goods are of the bulk variety although the package goods are not by any means left on the shelves.

Just fruit and flowers in a window in small quantities but still it is so attractive that no one could pass down the street, and avoid looking at the display laid out in the J. E. Ker and Co. fruit store, Montreal. There is, in fact, so little in this window that one is compelled to notice the quality of what is there. Choicest apples, pears, oranges, grapes and mushrooms are arranged in small fancy baskets and lined across the upper platform of the window. Plants are liberally used in building in a background for the display. There are ferns and cherry plants which give an artistic touch to the lay-out. The base of the window is white, while along the front in an unpretentious way are lined boxes of figs and dates.

Safeguards The Purity Of The Oysters

Even the Grounds From Which They Are Marketed Are Inspected by State and Federal Authorities and the Producer Must Have Permission From These Authorities Before the Oyster Can Be Marketed for Consumption

THE PUBLIC little realize how effectively oysters are safeguarded as to their purity and wholesomeness. To begin with the grounds from which they are marketed are inspected by State and Federal authorities and the producer must have permission from these authorities before the oysters can be marketed for consumption.

An oyster boat at the dock just returned from a trip to the oyster beds.

Inspection Very Thorough

The method of inspection is particularly thorough. Samples of the water from these beds are taken at different depths, as well as directly on the bottom. This water is analyzed and unless it comes up to the standard, the oysters cannot be marketed. In addition to this a bacteriologist takes samples of the liquor in the shell, and also the liquor within the oyster itself, that is the moisture. These are also subjected to analysis and must come up to the standard. The shops in which the oysters are opened are subjected to inspection by the local authorities as to sanitary conditions of the shop and equipment, as well as the cleanliness of the openers.

Nature Provides For Purity

The Federal and State inspection as to the purity of the water and the liquor in the shell is made at frequent intervals and is assisted and encouraged in a rigid inspection by a National Association of Producers. Probably as important a factor as any in connection with the purity of oysters is the provision that nature has made for them. An oyster cannot migrate, and he depends entirely upon the tides to bring his food to him, and the food consists of microscopical plants, diatoms representing 90 per cent. of his food supply. Scientists claim that there is an average of 15 gallons of water taken in and disposed of by an oyster each day. It is also admitted that even although an oyster was in water considerably below the standard of purity that when he is changed to good water, that 48 hours will flush out any possible impurities that they might contain. When one realizes that the individual oyster disposes of 15 gallons in a single day in order to obtain sufficient food for proper nourishment, the flushing under any reasonable circumstances would eliminate any undesirable condition.

Oysters, partly on account of the sea-salt tend to excite the digestive organs, and are of great assistance to people troubled with stomach ailments.

Difference In Appearance

Oysters produced in different areas differ in their appearance, size and solidity. The percentage of solids from some communities run much higher than the percentage of solids from other communities, and the percentage of solids is one of the important determining factors as to the food value. There apparently however, is a market for all, as oysters from the different communities have their different friends, and the fact that what is commonly termed the higher grade or better quality oyster is not produced in sufficient quantities to supply all friends, creates an opportunity for the grade of oysters that must be sold at a lesser price.

There is a natural prejudice against green gilled oysters. This color is not satisfactory because of this prejudice. The gray-green color which is of vegetable origin and derived from their food forms a deep fringe within the open edge of the oyster. Such oysters are often the best and in France are prized above all others. The fact remains however, that the consuming public do not take to them and every effort is made to produce an oyster of a lighter color.

There are some of the best beds that will produce a light colored oyster up to the time we get severe weather. The severe weather apparently has some effect on the vegetation on the sea bottoms and causes the oyster to show green, consequently the producer tries to market his oysters from those particular beds before the severe weather sets in, but occasionally a few green oysters will show from grounds that do not ordinarily produce them.

AN IDEA TO HELP SALES ON OYSTERS

The next few months is the natural season for selling oysters, particularly so during the Christmas and New Year period. At that time there is always a big demand and the merchants who go after this business with a will are sure to have sales materially increased.

An idea that might assist sales on oysters, is to cut out the page of recipes that appear in another section of this issue and paste it on the window. Another idea is to paste the page on a piece of colored cardboard a little larger than the page, thus showing a margin. This card could then be placed on the counter or hung in a prominent place in the store.

"No Waste In Selling Oysters In Jars"

W. J. Parks, Bloor Street, Toronto, Declares That Selling Oysters in the Jars Is the Most Successful Way to Handle Them—This Method Makes It Very Easy to Figure the Profit, He States

"IN MY experience I have found that the most successful way to handle oysters, is in the glass jar," stated W. J. Parks, Bloor St. West, Toronto, to a representative of Canadian Grocer. "There is no waste, no measuring and no containers to buy. It is very easy also to figure the exact profit. We buy the jars at so much a dozen and with every sale we know positively just how much profit we have made."

Mr. Parks pointed out that he had been handling oysters in sealed packages for the past two years, and during that time has never had a single complaint, nor lost a single jar.

Ask For Small Quantities

"In handling oysters in bulk, I have frequently found a certain amount of waste," said Mr. Parks. "This was some times accounted for by the fact that we wou'd often have small quantities to put up. A customer would want just a small quantity, perhaps fifteen cents' worth, for some person who was sick and we had all kinds of odd quantities called for. The result was that it became very difficult to know just how much profit we made, simply because there would often be a small quantity left at the end of the day's business. Take Saturdays for instance, we figure on selling a certain quantity. The oysters are measured, and as I mentioned before, frequently in less than a pint. The result was that often on a Saturday night, a customer would drop in for a pint but we would only have about a half pint left, consequently, we lost the sale and had the small quantity left, which often would be thrown out Monday morning."

Jars Solve The Problem

"This is all eliminated, in handling oysters in jars," continued Mr. Parks. "The jars contain a certain quantity, just about the right portion for the ordinary family, and although we are still frequently asked for a smaller portion, we can usually sell a jar. There is also as much difference in the quality of oysters as there is in other lines, but in my judgment this—brand is the finest on the market. We have never lost a jar nor have we had one complaint from a customer but we have had frequent compliments on the flavor, and customers are now asking for this brand."

Require The Ice

Mr. Parks claimed that he has often seen oysters in glass jars displayed in windows without being packed in ice. In his opinion this is a mistake. Oysters are susceptible to deterioration, no matter whether they are handled in bulk or in glass containers, and to keep them in perfect condition they should be packed in ice. For displaying oysters, Mr. Parks uses a round white enamel container with a glass cover and the words "Fresh Oysters" painted on the side. The jars of oysters are placed in the display container and crushed ice packed around them. The container is then placed on a stand and moved out to the front of the store which makes a splendid suggestion to the passerby, to carry home some oysters.

Oysters in the Jars or in Bulk Are a Profitable Line, Says This Merchant

Manager of the Fish Department for R. Barron Ltd., Toronto, Finds Either Method of Handling Oysters Satisfactory—Likes to Let the Customer Have the Way She Likes Them

AS TO which is the best method of selling oysters, in the sealed glass jars or in bulk, appears to be entirely a matter of opinion. Some merchants prefer the package while others like the bulk method. All merchants, however, who are selling oysters agree that it is a good line to handle and when properly attended to will yield a satisfactory profit.

Barrons Ltd., Toronto, handle both the glass package and in bulk. Their sales on bulk oysters average at the present time twenty-five gallons per week and around three dozen jars. They have no preference as to which is the best line to sell, claiming that one is as good a method as the other, both being equally as satisfactory, insofar as profits are concerned.

Says There Is No Difference

"There are some people who seem to think that the sealed glass jar will keep better, a little more fresh, and are cleaner and more sanitary," remarked Bert Greenaway, manager of the fish department to a representative of Canadian Grocer. "But there is no difference. The oysters are the same and the glass jars will certainly not keep any longer than those in bulk. Oysters are oysters no matter how they are put up, and if they are to be sent to the customer in the best possible condition, they must be kept under the best conditions. They need plenty of ice, to keep them properly chilled, but of course the ice must not come in contact with the oysters. We keep our oysters in a double container, the oysters in the center compartment with the ice in the outer part. Glass jars are kept packed in crushed ice. Another thing is to see that supplies are not bought too heavily. For our own business we have regular shipments every day so that we have no stale stock. The oysters are as fresh as it is possible to get them. As to which is the best line to push, we do not think there is any difference and leave it entirely to the customer."

Border Cities R.M.A. Hold Dinner on Election Night

Windsor, Dec. 7, (Special)—Last evening, December 6, besides being the night of the federal elections was also the occasion of the regular dinner and meeting of the Border Cities Retail Merchants' Association. The retailers enjoyed the finest program of the year.

They assembled in the chamber of commerce as usual at 6.30 for an old-fashioned chicken dinner and the meeting was timed to finish at 8 o'clock, when the annual feather party took place. Crates of the finest turkeys, geese, ducks and chickens provided the prizes for the lucky ones.

The main event of the evening, however, was the receiving, by special wireless, the returns of the election. The merchants and their guests were able to learn the results of the election as they were given out throughout the dominion.

The speakers' committee has arranged to have A. S. Fitzgerald an auditor, address the association early in the New Year on the subject of "Retail Accounting."

Oysters—Many Ways of Serving

THE OYSTER has long been recognized as a delicious, nutritious, and wholesome food and it has been said by one authority on food values that oysters supply more nourishment for the amount of money expended, than does beef-steak at twenty-five cents per pound, if it were obtainable, free from bone and waste.

The usual method of serving oysters is either raw, stewed, or fried. But there are almost innumerable ways of serving the succulent bivalve and each different way serves its own purpose, whether the oyster is to be used as an appetizer, an entree or the main part of a meal.

Those who prefer the oyster in the raw state, generally like them seasoned with pepper and salt with a dash of lemon juice. Another way of serving oysters raw, is the oyster cocktail, details of which are found in a recipe along with others which follow.

Here is a salad that will appeal to failing appetites. Wash and drain large oysters and chop them up. Sprinkle them lightly with pepper and salt. Prepare a dressing made in the following proportions: For one dozen oysters, one teaspoonful of grated horseradish (which has been in vinegar) one desert spoonful of lemon juice, ten drops of tobasco sauce, one-half teaspoonful of black pepper. Mix well and stir into one-half cupful of thick mayonnaise dressing. Serve the chopped oysters on crisp lettuce leaves and add the mixed dressing. Serve with toasted crackers.

Oysters in Sauce

One solid pint of oysters; one cup oyster liquor; one-fourth cup butter, four slices carrot; one slice onion; one sprig parsley; one-half teaspoonful salt; a little cayenne; one-third cup flour; one half cup cream; one egg yolk; and one-half cup mushrooms.

Scald the oysters and mushrooms together in the oyster liquor and drain. Saute the onion, carrot and parsley in the butter; add the flour with the salt and cayenne and cook until well browned. Add the oyster liquor gradually, strain over the oysters and mushrooms, reheat, and just before serving add the cream scalded and combined with the egg yolk. A teaspoonful of lemon juice may be added if desired.

Oysters thus prepared may be served timbale cases, patty shells or on toast.

FRIED OYSTERS

Take one pint large oysters and cover with rolled cracker crumbs seasoned with salt and pepper. Let them stand half an hour and then roll again in meal. Fry brown in deep olive oil, lard or butter.

OYSTER POT PIE

Put one pint oysters, with cup of water, into saucepan. Put on stove and heat slowly, adding one tablespoonful of butter, one tablespoonful of sherry, salt and cayenne. Thicken with a little flour and allow to cook 6 minutes, stirring gently. Have ready light biscuit dough, cut into small squares, drop them in and boil until they are cooked through. If preferred, this dish may be baked in the oven with a top crust.

STEWED OYSTERS

In proportion to one pint of oysters use three pints of milk. Put milk in a saucepan and bring to the boiling point, but do not boil. Add your oysters with a lump of butter, bringing it to the boiling point again, and allow to simmer for five minutes. Add seasoning to taste just before serving. Keep hot until served but never allow milk to boil.

OYSTER STUFFING

(For Turkey or Goose.) Take one pint oysters, melt ¼ cup of butter and mix with 1½ cups of cracker crumbs, two teaspoonfuls of lemon juice, one tablespoon of chopped parsley and season with salt and pepper. Roll each oyster in the buttered crumbs, etc., and then fill the turkey or goose. The oysters may be chopped up coarsely and mixed with the crumbs if desired. For a large fowl it will be necessary to increase the proportions of this recipe to obtain a sufficient amount of stuffing.

OYSTER CHOWDER

Chop fifty good sized oysters. Prepare one cupful of finely chopped celery and two cupfuls of cold boiled rice. Put a layer of celery in the bottom of the saucepan, then a layer of rice and a layer of oysters. Season with salt and pepper. Repeat these layers until all the materials are used. Pour over one cupful of boiling water. Cook slowly for 25 minutes. Beat up the yolks of two eggs, with one cupful of milk; add this to the chowder; stir carefully for a few minutes and serve hot.

BAKED OYSTERS

Take 12 large oysters, two tablespoonfuls of cream, one glass of white wine, one teaspoonful of an-small saucepan with the cream, cheese and lemon rind, one tablespoonful of butter, a few bread crumbs, seasoning of salt, pepper and paprika. Put the butter into small saucepan with the cream, stir over the fire until thoroughly hot, then add the wine, anchovy extract and lemon rind. Put half of the mixture into a small buttered baking dish and lay the oysters on it; sprinkle over the cheese and breadcrumbs. Then pour the remainder of the sauce over; season with salt, pepper and paprika; sprinkle some more breadcrumbs and cheese on top, and bake in a brisk oven till nicely browned. The dish is then ready for serving.

SCALLOPED OYSTERS

Take one pint oysters. Dip in cracker crumbs seasoned with salt and pepper. Take two tablespoonfuls cracker crumbs and mix with the same quantity of melted butter. Grease a shallow baking dish and fill with cracker crumbs and oysters in alternate layers. Pour in two tablespoonfuls of water and sprinkle bread crumbs and bits of butter over top. Bake 30 minutes in a hot oven.

OYSTER COCKTAIL

For each glass, take six small oysters, two teaspoonfuls lemon juice, one teaspoonful Worcestershire sauce, two tablespoonfuls tomato catsup, a dash of tabasco sauce, a pinch of salt and a little sugar. Serve ice cold.

OYSTER TOAST

Make thin slices of toast, butter and spread with anchovy paste. Boil one pint oysters two minutes in ½ pint water, drain, season with salt, pepper and French mustard, chop fine and spread on the toast. Sprinkle with rolled cracker crumbs, butter lightly and bake until golden brown on top.

BROWNED OYSTERS

Scald one pint oysters in ½ pint water; drain and save the water. Put two tablespoonfuls of butter into a saucepan and brown with an equal quantity of flour. When brown, add the oyster water and ½ cupful chopped celery and allow to boil 5 minutes, stirring constantly. As soon as it thickens, add the oysters. Season with salt and cayenne. Do not allow the oysters to cook longer than is necessary to heat them through.

OYSTER BALLS

Stew one quart oysters and chop fine. Take six large potatoes, boil and mash them and rub through a sieve, then add one-half cupful thick cream, yolks of four eggs, the oysters, one tablespoonful chopped parsley, and seasoning of salt, pepper and grated nutmeg. When well mixed, form into small balls, then flour them and fry in smoking hot fat. Drain and serve hot.

Suggestions From Other Merchants For The Christmas Advertisement

WHAT the other fellow is doing in the way of advertising is always interesting and relpful, and what they have done in the way of Christmas advertising in the past is timely just now, offering suggestions for copy that will be both attractive and valuable from a selling standpoint. Here are a few.

All aboard for Christmas Baking—Fruit cakes should be made right off to mellow and ripen during the few weeks left. So the sooner you 'phone here for your baking needs, the sooner you can plunge into the joy of cake making. Jot down citron, lemon and orange peels, Sultana seedless raisins, figs, spices of all sorts—whatever your recipe calls for, we have. And if you want to win a reputation for plum puddings, make it this year with the superior molasses we have for the first to call.—R. N. McDonald, Halifax, N. S.

Start the fun on Christmas—With Michie crackers. They will give the children a glorious time and the grown folks genuine amusement. Michie crackers are made for fun. Large pies, bells, tubs, etc., for table centres, containing from 8 to 14 flavors. Christmas stockings. Nothing that costs so little will please so much. A large variety filled with good toys. Candies—the very finest of Christmas candies are found in our candy department. High-grade English chocolates, caramels, fruit candy, toffee, wrapped fruit bon-bons, big old-fashioned Bull's Eyes and Sugar Sticks. Imported French almonds, caramels and fruit confections. Klaus genuine Swiss chocolate. Come in and see our Christmas display or telephone your order, Main 7591—Michie & Co., Limited, Toronto.

Our Lovely Christmas Fruits Are Now On Sale—It is not too early to make the Christmas cakes and plum puddings, especially if you are intending one for a distant friend. The very choicest valencia raisins from Old Spain (regular plums)—a little trouble to take the seeds out, but they taste better. You will be pleased with you Christmas fruits if you buy from John Diprose, London, Ont.

Noel Encore—All the time now it is Christmas! Christmas! Christmas! and as you want your money to go as far as possible, we would draw your attention to some more Christmas items.—The McKenzie Co., Ltd., Kelowna, B.C.

Prepare for Christmas—Here are some suggestions that should interest you. They will prevail at all our stores. —C. A. Welsh, Ltd., New Westminster, B.C.

Grocery fancies for the festive season.—The festive season is the one time of the year when every housewife especially desires to present an appetizing table to her family and her friends. We have made provision for eatables that will tempt the appetite. It will be worth your while to see our display. The goods are priced at such moderate figures as to tempt you to purchase your supplies from us.—John Nott & Son, Dunnville, Ont.

Delicacies For The Christmas Table

The most tempting assortment of domestic and imported delicacies, which add so much to the Christmas enjoyment, will be found at Jones's. The choicest goods from all over the world are gathered here.

Many specially tempting values are listed below:

Special Items

Finest Layer Raisins .....
Figs in boxes, from .....
Figs (Smyrna Layers) .....
Glace Fruits, per lb. .....
Stem Ginger in Syrup .....
Preserved Ginger .....
Crystallized Stem Ginger .....
Crystallized Ginger, in tins .....
Shortbread, 75c a cake.
Almond Iced Xmas Cake. Prices from .....
Xmas Cakes, decorated .....
English Plum Pudding .....

Finest Imported Fruits

Grapes	Tangerine Oranges
Apples	Navel Oranges
Pears	Florida Oranges

Finest Imported Nuts

Almonds		Pecans
Brazils	Filberts	Walnuts

Be sure and see our windows and visit our Christmas display, or just phone 4500.

Jones & Company

A suggestion for your later Christmas advertising—the lines that will sell well in the week before Christmas.

An attractive display of Christmas lines that is not only pleasing to the eye but possesses a good deal of selling value.

Suggestions For Christmas Show Cards

GOOD THINGS TO EAT, THAT HELP TO MAKE THE YULETIDE A REAL FESTIVE SEASON.

* * *

LEAVE YOUR ORDER FOR THE TURKEY—YOU'LL GET A CHOICE BIRD.

* * *

FOR THOSE MOUTH-WATERING MINCE PIES, WE HAVE THE INGREDIENTS IN THE FINEST QUALITY.

* * *

THESE GOODS SPEAK FOR THEMSELVES—LOOK 'EM OVER.

* * *

START THE FUN ON CHRISTMAS MORNING WITH A SANTA CLAUS STOCKING.

* * *

A LARGE ASSORTMENT OF NOVELTIES THAT WILL JUST FIT INTO THE TOE OF THE STOCKING.

* * *

THERE IS MORE FUN THAN A BARREL OF MONKEYS IN A BOX OF CHRISTMAS CRACKERS. LARGE VARIETY TO CHOOSE FROM.

CANDIES TO SUIT EVERY TASTE —EVEN PEPPERMINT HUMBUGS FOR GRANDMA.

* * *

PLUM PUDDING—THE REAL OLD FASHIONED KIND MADE FROM AN ENGLISH RECIPE. FROM ONE POUND IN SIZE UPWARD.

* * *

THE SUCCESS OF YOUR CHRISTMAS CAKE AND PUDDING DEPENDS ON THE QUALITY OF THE INGREDIENTS. WE SELL ONLY THE BEST.

* * *

GOING TO ICE YOUR CHRISTMAS CAKE? ALMOND PASTE READY TO PUT ON, ALSO NICE LITTLE CANDIES FOR DECORATING.

* * *

SWEET, JUICY, SEEDLESS ORANGES—THE KIND THAT HELPS TO MAKE A MERRY CHRISTMAS.

WORTH MORE THAN PRICE CHARGED

The MacLean Publishing Company,

Dear Sirs—Find enclosed postal note for $4.00 as per statement enclosed.

Regarding the Canadian Grocer, I find it a necessity in business, and would not be without it for considerable more than your present subscription fees.

BISHOP and COMPANY,
Per H. G. B.

Carlyle, Sask., Nov. 9, 1921.

ADVERTISING PROPAGANDA TO LIGHT BRITISH SKIES

London.—Picturesque aerial advertising schemes with vapor and lighting effects for day and night use respectively are among possibilities of the near future, remarks "The Daily News." A firm includes among other plans under consideration the use of the London-to-the-Continent air service.

They propose, if technical and other difficulties can be overcome, to blaze the British section of the route from Croyden to Lympne, with fifty-seven huge illuminated signs, each representing one of the brands of their goods. In each of these signs a large number of electric bulbs will be used.

The question as to how far the undersides of airplane wings and the sides of the passenger cabins can be used for illuminated purposes, is also under consideration.

It is understood that the Air Ministry's regulations will not prevent the use of these forms of illuminants, providing they do not interfere with navigation lights and identification marks. Local by-laws and police regulations in London and districts along the route may possibly raise some difficulties.

For day use the possibilities of aerial caligraphy, through the use of vapor and skilful maneuvering of the machine are being explored.

Experiments are being made to find a sufficiently heavy gas or vapor that will remain long enough in the air to convey messages to ordinary earth-bound mortals.

Keeping Windows Clear Of Frost

Merchants in All Parts of the Country Are Now Confronted With One of Their Worst Annoyances—Every Precaution Should Be Taken to Prevent the Freezing of One of the Most Valuable Advertising Assets the Store Has

NOW that the winter months are at hand grocers in all parts of the country are faced with the old trouble of window freezing. As this is one of the worst annoyances the grocers have to contend with in the winter every precaution should be taken. Windows that are covered with frost are as bad as no windows at all and, realizing this, a number of merchants in different parts of the country have asked Canadian Grocer for pointers on the art of keeping the windows clear. Herewith are presented some tips which the grocer who is troubled with frosted windows might find useful:

The methods usually advised to prevent the deposition of moisture and frost on window-panes are the employment of double windows, or the coating of the glass with some one of the various liquids which have been recommended for the purpose. Another very efficient measure is said to be a small fan, so placed as to blow directly upon the glass.

Some years ago a correspondent of the "Scientific American" reported to that journal a number of experiments he had made to remove ice or congelation of water from window-panes. He placed the efficacy of the remedies he employed in the following order:

Remedies Tried and Tested

(1) Flames of an alcohol lamp; (2) sulphuric acid; (3) aqua ammonia; (4) glycerin; (5) nitric acid; (6) hydrochloric acid; (7) benzine; (8) hydriodic acid; (9) boric acid; (10) alcohol (11) cobalt nitrate (12) infusion of nutgalls; (13) tincture or solution of ferrous sulphate.

Some years ago H. F. Ruhl, of Manheim, P., read a paper before a State association in which he declared that the only really effective way to avoid window frost was to have the window properly constructed in the first place, and to use suitable methods of heating and lighting in the second. He had remodelled his window in accordance with his particular ideas. To quote a portion of Mr. Ruhl's paper:

"It is a well-known fact that where illumination is produced by kerosene, gas, or gasoline, the condensation of moisture on the glass is worse at night. This shows that illumination has something to do with the frost on the window. Heat supplied from a stove, a hot-air furnace, or a steam boiler also causes more or less condensation of moisture.

"In the writer's store the window is left open at the back, except that a mirror back is used; this is 30 inches high, is hung on a Pullman car spring sash balance, thus permitting it to be raised or lowered at will. At night, when the temperature ranges somewhat lower, the mirror back is raised, thus admitting warmed air to the bottles of the window and entirely preventing frost during the night. The store is heated with a hot-water heater. With this heat the radiating surfaces do not become so hot as with stove or steam heat and there is no doubt that hot-water heat is a strong factor in preventing frost on the window. The store is lighted with electricity, and this, because of the absence of an open flame, is without doubt another factor in preventing frost.

" 'The proof of the pudding is in the eating,' and here's the proof of the store with the frost-proof windows: The writer's windows were entirely free from frost during the past winter, while the windows of the other stores in town were covered with frost for months at a time."

Results of Research

Quite a formidable list of glycerine and soap mixtures are employed for the purpose of preventing the condensation of moisture on the screens and windows of motor cars. During the war one of the Research Committees of the United States investigated the subject anew with the object of finding out the best "anti-dimming" preparation for gas-respirator eye-pieces. The official formula is as follows:

Sulphonated castor oil (85%)	100 parts
Sodium hydroxide	15 parts
Water-glass syrup	5 parts
Paraffin oil (heavy)	5 parts

The following two formulae are improvements on the above:

(1) Sodium salt of 65% sulphonated rape oil containing 35% water	100 parts
Sodium hydroxide	20 parts
Water-glass syrup	5 parts
Glycerin	3 parts
"Marine" oil	3 parts

Dried to form a solid stick when compressed.

(2) Potassium salt of 62% sulphonated cotton oil containing 38 per cent. water	100 parts
Sodium hydroxide	15 parts
Water-glass syrup	3 parts
Glycerin	3 parts
"Marine" oil	3 parts

Dried to form a solid stick when compressed.

The "marine" oil referred to is heavy paraffin oil. The surface of the glass is first polished until clean and dry, then a little of the composition applied, rubbed in with the hand, and polished off with a soft rag until the surface is clear.

Nearly All Food Building Space Has Now Been Reserved

Only About 1,500 Square Feet Left—Work Begun on Foundation—Space Has Not Been Allotted Yet

Toronto, Dec. 7—(Special)—The secretary of the Food Products Association which has had the reservation of space in the new Pure Food Building in hand, reports that 25,252 sq. ft. have already been taken up out of the 26,700 available. This leaves less than 1,500 sq. ft.

Sod has been broken on the site for the new building on the Exhibition grounds, which will be north of the grand stand, so that operations have already commenced on it. The contractors will have it completed in good time for the 1922 exhibition.

Up to the present no particular space has been allotted to any of the firms but this matter is under consideration between the Food Products Association and the Canadian National Exhibition Board. The method of distributing the space will be arrived at in the near future.

Two burglaries were committed in Strathroy, Ont., the other night, when Herbert Jay's grocery and the store of Freel & Son were robbed of valuable merchandise. The thieves were evidently surprised in their work as they left behind them a suit case of booty and four chisels. They evidently feared being found out, which accounts for them leaving the suitcase behind.

Advice To Let Well Enough Alone

Grocer Asks if a Merchant Can Make More Money in a Suburban Grocery in a Large City, or in a Down-Town Store in a Smaller Town—A Discussion of the Question With Some Sound Criticisms

Canadian Grocer:

Gentlemen:—Do you think we could make more money in a suburban grocery in a large city, or in a down town grocery in a town like where we are now situated? We are doing a nice business now, but there is nothing to work to. Competition is very keen, and we have just about all the business now that we will ever have. We do a limited credit and free delivery business. If we go to a city and start or buy out a store, it will be cash and carry plan. This credit business is one thing we don't like. As for capital, we have enough money to carry on a business in good shape, but no large amount of money. If we had we should not be in this business. Do the suburban groceries in the cities make money or are they continually changing hands? I don't mean the chains of stores but the individual ones. Would you advise for us to put in a help-yourself or cash-and-carry and we wait on them? Yours very truly————.

The answer to that letter might be the same as to the question, "How Old is Ann?" The outcome of any grocery store anywhere depends on the men in it.

Only 5 per cent. of the grocers of the country make money, yet there are men in the grocery business who are prosperous, and who would not think of having any other business. In one city I recall some 30 per cent. of all grocery stores change hands annually. Mortality is high. Yet in this same region are some of the best, most prosperous, most rapidly growing grocery establishments in the country, and the prosperity touches both cash-and-carry and the credit-delivery stores.

The Man is Supreme

In certain cities there are aggressive chains, yet individual grocers flourish. In a Western town of 8,000 people, there are all varieties of grocers from the old-fashioned, long-winded credit and full-service man, through the department store, advertising, big-business, to the one-man, cash-and-carry, and all flourish. In that little town, not only do they all flourish but all belong to the same association and are friendly. In this town is a man who sells $225,000 a year of groceries on full service and one whose business is $125,000 cash-and-carry. In another town is a firm, which sells nearly $1,000,000 a year in a place of only 918 inhabitants.

The big city houses its big stores and its pitifully little ones. In the large centres the big ones are the best merchants you can find anywhere, but when you step down from that level, you plunge into a muck of the most ignorant. In the country towns you find the greatest proportion of merchants who average well in business and intelligence. In every town, big and little, you find locations that fail under many managers which take on new life and produce big returns when the right man comes along. These conditions apply equally to urban and suburban stores. It is up to the man—that's the answer.

Signs in This Instance Not Propitious

I am unable to get closer to a definite answer in this specific case in the absence of facts and figures. If I knew when this man started, with how much capital, how he stands now, what expenses he has and what he calls expenses and what he has now, I might get nearer. As it stands, I may easily be wrong, but I should strongly advise him to stay where he is and not experiment either in another town or another kind of business. This for the following reasons:

1. His spirit is not right. So long as he feels that if he had a large amount of money he would not be "in this business," he is not apt to make a success of it. No business can flourish under such a handicap. One must feel that his calling is worthy, fine, high grade and capable of producng richly before he can do well in it.

2. Credit irks him. Apparently this is not because he has had unusual losses. Otherwise I think he would have mentioned the losses. Seemingly it is just because he does not "like" it—and that is no reason at all. The credit business is just like any other. It is successful if it is made a success, and not otherwise. It is so successful under proper management that merchants everywhere regard it as their mainstay. Many would not know out of what to make money were it not for their credit business. I wonder what this man's credit record is—in actual results. I should like to have it.

3. He speaks of "keen competition" as a reason for wishing to move. That is not only a bad sign, but evinces inability to cope with conditions anywhere. If you want business, go where business is—and always when you get there you will find "keen competition." Put it another way: where there is not keen competition there is also no business.

My suggestion is that this man remain right where he is—at least until he makes a striking success. He can do it right there—on service or non-service lines. He should stick to the lines with which he is familiar and study those lines to improve. If any portion of his business is not now productive, the fault is probably his own. Examination of the character of the trouble will indicate the remedy. For example, if he does not like credit because he has the disease of the "creeping balance" the remedy lies in his own hands. He must stop having any balances. He must say no and mean it, and he must say yes and mean that. The trouble lies within, not without.

I shall be glad to hear further and if I have not hit things right, I shall try again—in the light of fuller information.

U.S. Consumption of Tea Unaffected by Lower Imports

In a recent issue of Printer's Ink there appeared an article based on an address given by Ross W. Weir, Chairman of the Joint Coffee Trade Publicity Committee of the United States on the increase in the consumption of coffee in that country. He made the statement that Government figures showed that the per capita consumption of coffee during the two years ending June 30th, 1921 had increased 21% over the 10 year period previous to that time. This increase he said was due to the advertising done by the Committee. This advertising appeared in both the trade papers and general mediums. Mr. Weir further stated that the consumption of tea had decreased in the United States whereas coffee consumption had increased.

His contention in regard to tea is questioned in a later issue of Printer's Ink by P. C. Larkin, President of the Salada Tea Company. Mr. Larkin states that judging by the importations covering a number of years the average consumption of tea in the United States is slightly over 100,000,000 pounds. In 1918 the importation amounted to over 146,000,000 pounds, or nearly a 50% increase but the consumption had not increased 50% nor when the importations fell off last year, to slightly over 71,000,000 pounds had the consumption fallen off, because there was old tea in the country that had to go into consumption.

The Ideal Bread Co., Toronto, marked the 13th anniversary of its organization the other evening by a birthday banquet at the King Edward Hotel, Toronto. Over three hundred were in attendance.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.

MONTREAL TORONTO WINNIPEG VANCOUVER

Vol. XXXV. TORONTO, DEC. 9, 1921. No. 49.

The Sale of Oysters

NEARLY every person eats oysters more or less during the Christmas season and with some people it is a regular habit to have an "oyster feed" either on Christmas or New Year's Eve. Taking this fact into consideration, it is well for merchants to start now and make preparations to meet the demand that is sure to materialize for the Yuletide festivities. Some merchants are already commencing to book orders from their customers for oysters to be delivered the day preceding Christmas. This plan not only assists the merchants in ordering supplies, but it protects the customer against disappointment.

In another column of this issue are stories of merchants showing how they have made oysters a profitable line. The article also deals with the method of a merchant, in how he keeps the oysters in good condition and increases sales by suggestion, by the simple method of keeping the oyster container at the front door.

The Business Paper Gets At The Facts

A STRIKING illustration of the service the technical or trade paper renders its readers and of the difference in the reliability of the information it supplies and that furnished by the average daily newspaper is afforded by an article in a recent issue of the "Railway Age" with reference to Henry Ford of automobile fame and railway management.

Mr. Ford, as many of our readers will have learned from the newspapers, recently purchased the Detroit, Toledo and Ironton Railway, a small road which was practically in a state of bankruptcy. In the same papers they will also have read how Mr. Ford put in his management in March, and in April the net operating income had risen from $78,000 to $276,000. For several months past the various newspapers, magazines and labor publications of the States have been jumping at conclusions and drawing deductions from this one month's figures, enlarging upon the fact that, in spite of higher wages, Mr. Ford had succeeded in making his railway a paying proposition, and in many cases it was hinted that here was the man who could straighten out the railway systems of the country and place them upon a stable and profitable basis.

The "Railway Age," however, was not content to accept these hastily drawn conclusions as decisive and started an investigation on its own account, with the result that when the figures for several months of Mr. Ford's regime were examined a very different tale was unfolded. The income of $276,000 in April had dropped to $187,000 in July and in August to $70,000, lower than it was when Mr. Ford took the road over. Expenses, moreover, had increased from 52.7 per cent. to 59.7 per cent. in July and 71.8 per cent. in August—this in spite of the fact that gross earnings which were $713,000 in June had increased to $744,000 in July and still further to $763,000 in August. Moreover, while the operating expenses had thus increased 46 per cent., those of the ordinary railways of the country had increased only one per cent.

The point in this incident which immediately concerns our readers and ourselves is not so much the success or failure of a railroad as that to a business paper is due the fact of the truth being made known. During the last few years occurrences of this nature have been frequent in connection with the series of trade and technical publications of which this paper is one. Inaccurate and misleading information giving rise to serious complaints has been published on one subject or another by the daily papers. The public have been worked up to a pitch of indignation by some statement which upon investigation has been found to have no foundation, and it has been left to the business paper to show that the complaint was therefore groundless. It is the reliability and accuracy of all information published that differentiates the business paper from the ordinary newspaper and makes it of such high value to its readers.

The U.F.O. Statement

ON another page of this issue appears an analysis of the annual statement of the United Farmers' Co-Operative Company, Limited, of Ontario. This shows a loss in trading during the year ending October 31st of $159,499.11. There is also a loss of $77,004.41 from the wholesale section of the U.F.O. to be added to this, making the total losses in trading of $236,503.52.

It is interesting to note that in reviewing their statement the chief losses were made in those sections of the U.F.O. business which do not apply directly to farming. The wholesale house and the retail stores lost on the whole considerable money. The branch stores and the store in Toronto themselves showed a loss of $131,000. The produce branches showed losses, so did the elevator and the milling department.

On the other hand the Toronto Creamery branch showed a net profit of $31,000 and the West Toronto Livestock Branch a net profit of $17,000. Prior to October 31, 1920, some $123,000 was written off stock. An item of $50,000 is put down for possible loss on realization of inventories this year. This makes a total of $173,000 for writing down stocks alone.

While it was only to be expected that considerable would have to be written off all stocks in trader's hands, yet this amount appears to be particularly large and indicates that the farmers of Ontario are not altogether at home in the retail and wholesale business. The analysis of the balance sheet shows once more that a co-operative business must be operated on the same sound business principles as any other. The company state that an adequate reserve fund is now under way.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Quebec

The United Maple Products, Limited, has been organized in Granby, Que., by Macdonald Bros. This firm has been in the maple business for some years but recently formed the new company to take in farmers in this district who are producers of maple syrup and sugar. Formerly an export trade was done almost exclusively, but attention in future will be given to both export and domestic trade.

Arrangements are being made for the annual dinner of the Dominion Travelers' Association to be held in the Windsor Hotel, Montreal, on December 22. Many distinguished men have been invited. They include: Lord Byng, Hon. Arthur Meighen, Hon. Mackenzie King, Premier Taschereau, Sir Charles Fitzpatrick, E. W. Beatty, Howard G. Kelley, D. B. Hanna, J. W. Norcross and G. H. Webster.

Ontario

O Relf has commenced business at Kane Avenue, Toronto.

Wm. G. Roth, Kitchener, has opened for business.

J. B. Mitchell, Oakville, has sold to C. H. King.

Ed. Morden, Mooretown, has sold to Geo. Bulman.

J. J. Fleming has commenced business with store and stock at 282 Victoria Avenue, Niagara Falls, Ont.

J. B. Stringer, one of the oldest business men of Chatham, Ont., passed away on Sunday last. He was 78 years of age, and for sixty years had been a grain shipping merchant from Chatham.

The death occurred of Lewis Brown, president of Brown's Bread Ltd., Toronto, at his home in that city, on Sunday last. He was 57 years of age, and had been in the baking business for the past quarter of a century. He is survived by a widow and four sons.

The International Association of Fairs and Expositions will hold their 1922 convention in Toronto, instead of at Chicago where the association has been meeting for the past forty years. John G. Kent, managing director of the Canadian National Exhibition, Toronto, was elected president of the association.

Thieves recently broke into the general store of Lloyd Courtnage, at Victoria Mills near Brantford, and took away a large quantity of groceries and provisions. The store is on the town line between Tuscarora Township and Norfolk. The thieves drove up in a motor car and escaped in the same manner.

Is President of the Montreal Export Club

F. R. Whittall, managing director of Whittall Can Company, Limited, was elected president of the Export Club of Montreal and district, which was recently organised under the direction of the Canadian Manufacturers' Association and endorsed by the Department of Trade and Commerce. The Montreal Export Club is a branch of the National Export Clubs and is affiliated with the C. M. A.

F. R. WHITTALL

T. P. Howard was elected honorary president by acclamation; Kenneth Dawes, of the National Breweries, 1st vice-president and J. A. Lapres, of Canada Cement Company, 2nd vice-president.

A. C. Younghusband succeeds to Parkdale Produce Co. at 79 Roncesvalles Avenue, Toronto.

The Market Cash & Carry Groceteria has opened a store at 74 King Street, New Murray Block, St. Catharines, Ont.

Todd and Johnstone have commenced business at South Main Street, Welland, Ontario.

F. J. Carnegie succeeds C. W. Campaigne in the grocery trade with new additions at 4 Centre Street, Niagara Falls, Ont.

F. J. Devine, is now in business with a stock at 61 Harmony Avenue, Hamilton, Ontario.

Three stores in Blenheim, Ont., were also recently entered and $230 in money in all was stolen.

C. P. McNaughton has opened up a store with a stock at 460 King St., East, Hamilton, Ontario.

W. W. Curry has opened up a store with a stock at 2,200 Danforth Ave., Toronto.

The Lake Simcoe Ice Supply Co., will erect a one-story metal clad ice house on Miller avenue, near Davenport Road, at a cost of $10,000.

Harry Peck & Co., Limited, London, England, manufacturers of meats in glass, pickles and sauces, have appointed George G. Yorke of Toronto, their selling agents for Ontario.

The grocery store of John Noble in St. Thomas, Ont.. was burglarized recently, and in addition to $10 in small change, a large quantity of tobacco, including 50 boxes of cigarettes and two boxes of cigars, a six-chamber revolver, banknotes etc., were taken.

Hedley Shaw, vice-president and managing director of the Maple Leaf Milling Company and president of the Hedley Shaw Milling Company of Medicine Hat, Alta., passed away at his residence in Toronto last week, his funeral taking place there on Thursday December the first.

These Companies Have Now Been Incorporated

The Niagara Dairy Products, Limited, has recently been incorporated to trade in milk, cream, dairy products and all beverages, foods or compositions into which milk, cream or dairy products may enter as a component part, and to trade in mineral, distilled, aerated and other such like beverages, foods and compositions. The company is also incorporated to manufacture ice cream and similar foods, also to deal in fresh, canned and preserved fruits and general dairy products. It is capitalized at $40,000, and the headquarters of the company are at St. Catharines, Ont.

Specialty Bags, Limited, recently incorporated, will manufacture paper bags, cartons and boxes, with the head office of the company at Toronto. The company is capitalized at $500,000.

OYSTER SPECIALS

XMAS DINNER—The lady of the house is now planning and arranging for this big family function—and other than the orthodox, Turkey, Chicken, Duck, etc., she would like to include some special and tasty trimming. Sealshipt Oysters will fill this want for her and increase your Xmas sales. Oyster dressing—escalloped oysters—oysters raw, and in many cases fried oysters will be the order of the day. Suggest this and it will mean an extra sale.

"Sealshipt" Oysters

—Your Guarantee of Fres

CONNECTICUT OYSTER CO., LIMITED "CANADA'S EXCLUSI

OR XMAS SELLING

THIS year Xmas falls on a Sunday, making Monday a holiday, and if people eat themselves out of shape one day, they will be more careful the next. Oysters are tasty and are enjoyed by most everyone. They do not tax the digestive organs.

Make Xmas dinner, Xmas day and the "day after" a happier day for your customers and yourself by suggesting, talking and selling "Sealshipt" Oysters.

Tasty Xmas Specials

Oyster Dressing, Escalloped Oysters, Fried Oysters, Fried Oysters and Bacon (Pigs in Blankets), also Oysters Creamed, Broiled, Fricasseed or Stewed.

Your Order Should Be In Now

"Sealshipt" Oysters

ure, Certified, Northern Oysters

STER HOUSE"

50 JARVIS ST., TORONTO

"Could Buy Sugar Cheaper From Regular Grocers Than From the Chain Store"

Traveling Salesman Compares Conditions in the Trade in a Certain Small Ontario Town and Declares That It Is Not All Smooth Sailing for the Chain Store

THE CHAIN STORES are not having it all smooth sailing in the small town district, remarked a traveling salesman to a representative of CANADIAN GROCER the other day.

This salesman referred to a particular town in Ontario where a branch of a large chain store organization had located. The town has a population of three or four thousand. There is a good farming district around it and it naturally does a good business in groceries.

Offered Sugar at Less

"A large number of farmers,' said this traveler, "will purchase their groceries from the store that can offer them the best price on sugar. You will find this is the case with many of them. In this particular town the chain store branch was offering sugar at a certain price. Other grocers and general merchants in the same town soon heard of the price and decided to sell sugar at 25c. to 30c. a hundred less. When the farmers came into town to do their shopping, they found they could buy sugar cheaper from the regular grocers than from the chain store. This has had a great effect on leading them to believe that they can get just as good prices from the stores that have always been there.

Now the Third Manager

"I heard that the manager of the chain store started out with a salary of $22 a week, but that things were not going as well as it was anticipated and a new man was engaged at $15 a week. His position has since been filled by a third manager.

"Chain stores naturally have their biggest field in the large centres. In the smaller places competitors of course know exactly what they are doing and are able in part measure at least, to combat their prices. I believe that in the smaller places the service merchant will always have a business but in the larger centres many of the smaller retailers will have to work more agressively to meet the chain store competition."

Canadian Grocer would be pleased to have expressions of opinion from others in the trade on this problem.

November Business With This Firm Shows an Increase Over 1920 of $100,000

OUR business in November this year shows an increase of $100,000 over the same period a year ago," remarked an importer and wholesaler in the grocery trade to a Canadian Grocer representative the other day, in discussing present business conditions. "The amount of increase really should be placed at $200,000," he continued, "taking into consideration a shrinkage of prices of approximately 33 1/3 per cent. Our business since last July has shown an increase over the corresponding period in 1920, and there has been a steady advance from month to month. Of course, in the first six months of the year there was a falling off, but the second half is certainly going to make up for the deficit in the beginning. That is how we figured it would be last January, and now we feel that the year 1921 will not show a falling behind, but rather will indicate an increase over its preceding twelvemonth of a very favorable amount."

Business at the present time is moving along in satisfactory channels. The retail trade has bought freely for Christmas business, and the improvement reported among the wholesalers and importers of foodstuffs indicates that there is a decidedly better movement in the grocery business generally.

Guelph R.M.A. Elect New Officers for the Coming Year

Guelph, December 7. — The annual meeting of the Guelph Retail Merchants' Association was held in the Royal Canadian Cafe on Wednesday of last week when reports presented showed that the past year was one of the best in the history of the organization. The financial statement also recorded a substantial balance, while those in attendance were pleased to learn that the membership during 1921 was the largest in several years past.

Considerable business was transacted at the meeting following the dinner, one of the chief questions being with reference to continuing the Wednesday afternoon half holiday the year round. It had been rumored that several of the merchants were opposed to closing up their shops half a day a week during the entire year, but when the matter came up for discussion, those in favor of closing were by far in the majority, and as a result the Wednesday closing will be observed as usual next year, with but few exceptions. A committee was named to further take the question up with those merchants who expressed themselves as being opposed to the closing, and an effort will be made to create a unanimous feeling regarding the half holiday scheme.

Officers Elected

Other matters dealt with were more or less of a routine nature. The following officers were elected for the ensuing year.

Hon. Pres., John Armstrong; Pres., W. G. Hawell; 1st Vice-Pres., C. L. Nelles; 2nd Vice-Pres., H. E. Cosford; Rec. Secretary, A. McNiven; Chairman of Trade Sections, Dry Goods, N. C. Ryan; Drugs, B. Broadfoot; Jewellers, A. W. Smith; Grocers, W. G. Hood; Confectionery, C. Yeates; Music, F. Kelly; Books, C. L. Nelles; Auto Acc., H. L. Everdall; Boots and Shoes, J. D. McArthur; Automobile, H. Little; Hardware, T. Penfold; Optician, H. Davidson; Butcher, J. Huether; Electrical, G. E. B. Grinyer; Tinsmith; A. Cain; China, F. Hiscox; Tailors, R. J. Stewart; Coal and Wood, A. Reynolds; Flour and Feed, B. Hewer; Furniture, W. A. Smith; Cleaners and Pressers, J. M. Card.

STEER WEIGHS TON AND A QUARTER

Probably the largest bull ever killed for meat at any stockyards was handled recently in Baltimore. This bull was in a lot of fourteen other cattle, which seemed like calves compared with him. He weighed 2,575 pounds and furnished 1,550 pounds of dressed meat, 60 per cent. of the live weight. The liver weighed 29¾ pounds, as compared to an average weight of eight to thirteen pounds. The heart weighed nine pounds, which is nearly three times the average weight, while the tongue weighed 16¼ pounds, which is twice the average weight of a bull tongue.

WESTERN CANADA NEWS

Retailers At Coast Score Point

Looks Like a Partial Victory for British Columbia Merchants Who Have Been Putting Up a Spirited Fight Against Another Personal Property Tax—J. T. Crowder, R.M.A. Head, Has Been Prominent in the Movement

VANCOUVER, B. C. Dec. 6—At this date, it looks like, at least a partial victory for the organized retailers in British Columbia who are putting up a spirited fight against another personal property tax.

Readers will recall that the British Columbia government, besieged by the union of B. C. municipalities for financial relief, hit upon the idea of taxing all those engaged in trading or business of any kind, one per cent. on the value of their stock and fixtures—this to go to the municipalities concerned.

A Penalty On Business

This proposed method of raising school and hospital revenue from this one class of the community raised the biggest furore of any taxation proposal yet made. It was pointed out that this new imposition would penalize every commercial undertaking of any kind for carrying on at this time, that it would prevent big or small mining companies from carrying on any improvement and prospecting work that could possibly be avoided. It would cost the shipyards immense sums of money on their work while in progress. It would discourage the oil companies in undertaking any refining in British Columbia, and would impose an additional impost on many retail and wholesale businesses that at present were merely hanging on.

A delegation from the organized merchants and manufacturers waited upon the Committee of the House that was dealing with the problem of Municipal Finance. Quite obviously the private citizens opposing this measure cannot go on the floor of the House and plead their case. In convincing the Committee of the House, they did as well as it is possible to do.

Now the budget has come down.

The personal property tax rate was reduced to half of one per cent. This is a clear saving of $100 to any firm with $20,000 stock. Then the unorganized districts have been eliminated. This lets out the great interior lumber and mining districts where the tax might have discouraged any effort that might not prove immediately profitable.

Another point is this:

The Government relinquished the personal property tax entirely for Provincial revenue. This, taken in connection with the reduced tax for municipal purposes, places the merchant in a much better position. For instance, in Chilliwack a business carrying a stock of $100,000, previously would have been taxed in one of two ways. If the profits did not make the income tax productive enough, the personal property tax would have been imposed and a $1,000 tax taken at least. If the business had shown enough profit to make the income tax the most productive, this would have been applied.

J. T. CROWDER

Who Heads B. C. Branch of R. M. A.

Now if the business had not shown a profit, the income tax will be assessed anyway, on what is applicable, and if the personal property tax is imposed for the benefit of the municipality, the amount will be only $500. The other big point scored is that the matter of assessing this tax on the business in each municipality is optional on the part of the municipality. If Coquitlam does not care to handicap the business and industries in this way, it may so elect. If it does, and Port Haney does not, Port Haney will have the advantage in bidding for industries, an advantage of half one per cent. of the stock and fixtures of the business.

The matter of abolishing the exemption on the income tax was proposed by those opposing the personal property tax. It was argued that all, no matter how small their income, should contribute some small percentage toward their school and hospital. But when the Government got into caucus and figured how this would appeal to the "voter" the song of "Where Do We Go From Here" was struck up, according to Mr. Crowder, president of the Retail Merchants' Association, and the matter of adjusting the income tax was dropped.

Up To Municipalities Now

The relief that the municipalities secured amounts to permission to assess their local industries one half per cent. for the benefit of the local schools and hospitals. The manufacturers and merchants will now lay before their respective municipal authorities the points that make this local assessment disadvantageous to the business community, which is, of course responsible for the prosperity of the community as a whole.

Western

W. T. Hicks, special representative of the Co-operative Tea Gardens Company, Colombo, Ceylon, spent last week in Winnipeg with the company's western representatives, H. P. Pennock & Company, Limited.

H. P. Pennock & Company, Limited, Winnipeg have been appointed selling agents for The Van-Kel Chemical Company, Swift Current, Sask., covering Western Ontario, Manitoba, Alberta and Saskatchewan.

Nicholson, Rankin, Limited, Winnipeg, have been appointed western representatives for the Olaf Hertwix Trading Company, of New York, importers of Norwegian Sardines.

H. R. Lipman, representative of Rosenberg Bros., San Francisco, recently visited Winnipeg in the interests of his firm. Nicholson, Rankin, Limited, represent this firm in the West.

How the Sales Tax Operates in the Case of Imported Goods

AN INQUIRER asks Canadian Grocer for further explanation of the sales tax now in operation in Canada. He particularly inquires as to the working of the tax in regard to imported goods. Wholesalers, to whom goods from other countries are billed direct, must pay 2½ per cent to the customs, and in selling to the retail trade add another 1½ per cent.

Is Really An Excise Tax

This two and one half per cent. is really an excise tax, and all importers must pay it at the receipt of customs, when clearing their importations, whether they be manufacturers' agents, wholesalers or retailers. Then in the case of the manufacturers' agent who sells to the wholesaler, the former adds the sales tax of one and a half per cent. and this must be shown on the invoice. The 2½ per cent excise tax is absorbed in the price of the commodity, and is not shown on the invoice. The wholesaler in turn who sells to the retailer adds another 1½ per cent., so the retailer, who buys his imported lines through the manufacturers' agent, to the wholesaler and then to the retailer really pays a tax of 5½ per cent, there being as one importer expressed it, an extra 2½ per cent at the customs, plus 3 per cent sales tax. The retailer, of course, who imports direct only pays the 2½ per cent, but instances where retailers buy other than through the manufacturers' agent or the wholesaler are rare. Where the retailer buys from the importer, the tax amounts to four per cent.

Another point on which "enquirer" is not clear, is in the case of one wholesaler selling to another wholesaler. "Is the sales tax added in a transaction of this kind?" he asked. The answer is in the affirmative. The wholesaler must charge the 1½ per cent sales tax, on all sales, other than exempted goods, whether the sale be to another wholesaler or to a retailer.

In the case of the Canadian manufacturer selling direct to the retailer a sales tax of three per cent is charged, and when selling to the wholesaler 1½ per cent and the wholesaler in turn in selling to the retail trade adds another 1½ per cent.

The sales tax does not apply to sales or importations of bread, flour, and oatmeal, rolled oats and cornmeal, animals living, live poultry, meats and poultry, fresh milk, including buttermilk, cream, butter, cheese, oleomargarine, butterine and other substitutes for butter, lard, lard compound, and similar substances made from animal or vegetable stearine or oils; eggs, vegetables, fruits, grains and seeds in their natural state, hay, straw, hops, nursery stock, chicory, raw or green; bees, honey, sugar and molasses, or other farm produce sold by the individual farmer of his own production; ice, fish and products thereof, not canned or medicated, materials for the use solely in the manufacture of oleomargarine, or any substitute for butter or lard or for the production of cottolene.

The Case of Imported Goods

In the case of imported goods, an example might be cited. A wholesaler, through an agent in this country, purchases a car of dried fruits. The shipment is billed direct to the wholesaler and he has to pay at the customs, the two and a half per cent sales tax, and in selling to the retailer adds an additional one and a half per cent. The manufacturers' agent, for instance, that imports direct, of course pays the two and a half per cent., but in that case he is more than a manufacturers' agent. He is practically a wholesaler.

Calgary Retailers Want Extended Hours at Xmas

A deputation of Calgary retailers waited upon Premier Greenfield of Alberta the other day, protesting against the refusal of their request to remain open until 9 p.m., on the Thursday and Friday preceding Christmas and until 10 p.m. on the Saturday. The position of the retailers was explained by F. Harling, chairman of the retail section of the Board of Trade, who pointed out that the additiional hours only amounted to five.

The premier was reminded that last year the late government granted the permission. The matter was then under the jurisdiction of the attorney-general's department, but had since been transferred to the department of the minister of public works. When the question was presented to the Hon. Alex. Ross he flatly refused the request on the ground that the physical strain of the additional work would be too great for the employees.

Premier Greenfield listened attentively to what the retailers had to say and promised to take the matter up with the cabinet immediately upon his return to Edmonton.

RETAIL SALESMEN'S ASSOCIATION ELECT NEW OFFICERS

A dinner was held at the St. Regis hotel, Winnipeg, last week, by the Retail Salesmen's Association, for the purpose of electing officers. Those installed were: John Drew, president, A. H. Galle, vice-president, W. Markle, secretary-treasurer. The board of directors elected include the officers and K. Chown, B. G. Main, A. T. Sparks, T. C. McClellan, William Boyd, William Strong, Chas. Parsons, J. J. Smith, A. H. Woolsey, Barton Morley, A. H. Galle, L. L. Price, O. C. Johnson. There will be a section for women in the organization.

THE POSTMAN'S BURDEN

That Denver postman who destroyed letters at the rate of 300 a day to save the trouble of delivering them, should ask to be tried by a jury of business men. If he can prove that the bulk of missing mail consisted of circulars and form letters, which would have been destroyed anyway, he is entitled to at least a strong recommendation to mercy.

Canadian postal rates have undergone several changes in order to increase the revenue. The anomaly still remains that it costs more to write to a friend than to write to a stranger. The result is that thousands of circular letters encumber the post office and load the postman's bag on their way to the wastepaper basket. It would be interesting to know how much avoirdupois such matter contributed to the hundreds of pounds which overtaxed the patience of this Denver carrier.

New Goods

A new company has commenced operations in New Westminster, B. C., under the title, The Dominion Starch and Dextrine Co., Ltd. From local potatoes they are now manufacturing potato starch and potato flour. Dr. Robert McKenzie is president, and R. G. Bedlington, of R. G. Bedlington & Co., Ltd., is vice-president and salesmanager. The goods are now on the market in packages under the brand, "Stardex." Besides the packages usually put up for household use, there are large packages put up for laundry purposes.

Maple Leaf Malt Extracts

The Maple Leaf Malt Extract Co., (Reg.) has taken over the premises at 61 Canning Street, Montreal. The management is under James Davis of Montreal. The malt will be packed under the name of "Maple Leaf Malt Extracts" and will be put up in tins of 2½ lbs. with hops. The manufacturers claim that each tin makes from 5 to 7 gallons of beer.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

Markets At a Glance

THE raw sugar situation has turned easier since our last report, but the market is quiet at the moment, both buyers and sellers holding off. Grinding of the new Cuban crop has commenced with two centrals at work as against one last year and twenty-three for the same period in 1919. There has been a series of declines in full duty sugar, the market opening at 2.30c and closing at 2.10c c.i.f. New York, sales on the last figure being made to Canadian refiners. The Cuban Finance Committee is reported having made sales to the United Kingdom and France of from 65,000 to 75,000 tons at 13s 6d c.i.f. United Kingdom, which at the present rate of exchange, figures to 2.32c c.i.f. New York.

Tolling arrangements have been proposed between the Sugar Finance Committee and three of the American refiners for 900,000 tons of old crop Cuban sugar, taking delivery of between Dec. 21 and Aug., 1922, on the basis of 93 lbs. granulated to every 100 lbs. raw, half the quantity to be sold for domestic consumption and the balance for export. These arrangements, so far, have not been confirmed, but it is understood that the President of Cuba will give his consent. Although there is some talk of continuing the control of prices on the new crop sugars, the general sentiment in the trade appears to be strongly in favor of an open market.

There is little change in the Canadian refined situation, refiners firmly maintaining their list prices, although in Toronto and Western Ontario, the beet factories appear to have the bulk of the business.

There has been a good demand for Christmas lines with dried fruits continuing in a strong position.

Teas continue to grow in strength and it now appears that the demand is exceeding the supply. Spot supplies are not large and in consequence prices are moved upward with further advances likely in the near future as importers claim that spot quotations have not been keeping pace with replacement costs.

Cereals are in a strong position with flour and millfeeds unchanged, but firm. Canned goods have a firm undertone, while rice has developed stronger tendencies.

QUEBEC MARKETS

MONTREAL, Dec. 7—The grocery market this week shows little change although the general trend of the market is strong. Sugar is steady and refiners state that no change is looked for before the first of the new year. There is no change in molasses or corn syrups. Canned goods are steady with a fair demand. Spices are quiet, since most of the buying until after the new year, is over. Teas are strong and the high prices seem to have cut down the demand. The dried fruit market shows no change, although raisins, currants and prunes are strong. Peanuts have taken another drop, but almonds, walnuts and pecans hold firm. Self-raising flour is reduced in price. Cereals are firm with rolled oats strong. Flour is holding a strong position. Lemons are lower in price and oranges higher. Onions have advanced and potatoes run easy with prices at about the same level. The rice market is strong with indications of advances now that Europe and Japan are buying in the United States.

CANNED GOODS UNCHANGED

Montreal

CANNED GOODS—There is no change in the canned goods market. Prices are steady with a fair trade. There is a strong tendency to canned salmon which on account of the small pack and the big demand to replenish stocks may be expected to even go higher in price. Canned fruits are steady although some local wholesalers have made some reductions in their list prices. Welch's Strawberry Jam 4s are advanced to 91c per tin.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	4 25	
Asparagus, imported (2⅛s)	6 00	
Beans, golden wax	2 00	2 05
Do., Refugee	2 10	2 15
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.		1 80
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 45
Do., 2½s.	1 80	1 85
Do., gallons		6 25
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.		5 00
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s		3 25
Do. Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS

Apricots, 2½-lb. tins	4 50	
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals. doz.		18 50
Cherries, red, pitted, heavy syrup, doz., 1		3 20
Do., 2½		3 50
Do., 2	2 75	3 10
Gooseberries, 2s, heavy syrup, doz.		2 75
California Peaches—		
1s		2 90
2s		3 25
2½s		4 40
Peaches, heavy syrup—		
2-lb.		2 40
Pears, 1s, Keiffer		2 30
Do., 2-lb.	2 45	3 10
Greengage Plums, heavy syrup	2 65	2 75
Lombard plums, heavy syrup, 2-lb.		2 40
JAMS—		
Strawberry, 16-oz.		3 75
Raspberry, 16-oz.		3 75
Black currant, 16-oz.		3 80
Orange marmalade		4 65

FIRM MARKET FOR CEREALS

Montreal.

CEREALS—No change is recorded in the cereal market following the advance in rolled oats of last week. Prices on rolled oats are strong following the tendency of the grain market which has advanced in price recently. The demand for cereals is good at this season and the future of rolled oats in particular is strong.

Rolled oats, bag		3 55
Oatmeal		3 75
Pearl Hominy		3 25
Graham Flour, 98 lbs.		7.65
New Buckwheat Flour		6 75
Pot Barley		4 00
Pearl Barley		4 90

Beans, Ont.		3.50
Do., Can.		3 30
Lima Beans		0 10
White beans		0 06
Green peas, dried	0 03	0 05¾
Split peas		0 07½

ACTIVE DRIED FRUIT MARKET

Montreal.

DRIED FRUITS—There is no actual change in dried fruits although the market throughout is strong with buying active. Raisins and currants are particularly strong. Dried fruits are in good demand and prunes have gained strength.

DRIED FRUITS—

Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		0 16
Peaches (fancy)		0 28
Do., choice		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)—		
Valencias	0 20	0 21
Sultana, unbleached,		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown		0 21
Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.		0 24
Do., 16 oz.		0 26
California Seedless, in bulk		0 23
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, Excelsior (36 10s), pkg.		5 50
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼'s, lb., 7 crown		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, 5 crown, 10 pounds	0 24	0 26
Do., 12 ounce packages		0 25
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), mats.		0 09
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 32
30-40s		0 13½
40-50s		0 16½
50-60s		0 14
60-70s		0 12½
70-80s		0 11½
80-90s		0 11
90-100s		0 10

LEMON PRICES LOWER

Montreal

FRUIT—The feature of the fruit market is the low prices on lemons which is a complete reversal of what featured the market four months ago. The new crop is now quoted at from $3.75 to $4.00 a case. Oranges are about steady in price but expected to go higher since dealers state that replacement prices are higher than present quotations. The supply offered shows improvement. Apples are unchanged in price.

APPLES—

Wealthy, per barrel	5 00	7 00
Hampers, per bushel	1 50	2 00
Baldwins	7 00	8 00
Fameuse	7 00	10 00
Boxes, 175s, 216s	3 25	3 50
Bananas (as to grade) bunch	7 00	7 50
Lemons, 300-360s	3 75	4 25
Grape fruit, Porto Rico	4 00	4 50
Cal. Valencias	7 00	7 50
Do., Blood Oranges, half boxes		3 75
Malaga grapes, kegs	9 50	9 00
Tokay grapes, per crate		4 50
Blue and green grapes, per bas.	0 40	0 50

MORE STRENGTH IN RICE

Montreal

RICE—There is much improvement in the rice market with reports from the Southern States of a heavy demand from Europe and also from Japan. Reports show that Japan is trying to buy rice in California and following this the farmers are holding out for a higher price. Many of the mills have kept down refusing to pay the price asked but the result in turn will be a shortage of supplies with a stronger market and likely higher prices. Stocks on hand are light and offerings to the mills are small. Fancy Honduras continues scarce and some dealers report it off the market.

RICE—

Carolina, extra fancy		0 09
Do., fancy)		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Ragoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras		0 07
Siam		0 14½

PEANUT PRICES LOWER

Montreal.

NUTS—The market for walnuts, almonds, pecans stands quite firm at the present basis with a good demand. Peanuts have taken a further drop in price and roasted Bontons are quoted at from 18c to 19c a drop of 2c. Jumbos are reduced to 16c per lb. as a result of a weak market.

NUTS—

Almonds, Tarragona, per lb.	0 22	0 24
Do., shelled	0 48	0 51
Valencia shelled almonds	0 48	0 50
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily), per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 16
Do., shelled, No. 1 Spanish		0 11½
Do., salted red		0 18
Do., shelled, No. 1 Virginia		0 13½
Peanuts (salted)—		
Fancy wholes, per lb.		0 36
Fancy splits, per lb.		0 31
Pecans, shelled	1 00	1 50
Walnuts Grenoble, in shell		0 33
Walnuts, Marbot	0 26	0 28
Do. new Naples		0 26
Do., shelled, Manchurian	0 50	0 55
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux shelled		0 90

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

CLOVE PRICES HIGHER

Montreal.

SPICES—There is no change in quotations on spices. The market is quiet since most of the retailers have their supplies on hand. Peppers show a little firmer tendency but this will not be reflected in the wholesale price since there is little buying. Some dealers have advanced the price on ground cloves in tins from 42c per lb. to 55c per lb. This is just an indication of the market trend on cloves recently. Cocoanut has a weak tendency but there is no change in price.

SPICES—

Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cocoanut, 20 lb. pails, per lb.		0 30
Do., sweetened, lb., packages.		0 39
Chicory (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 85
Cream of Tartar (French pure)	0 44	0 60
Do., American high test	0 65	0 80
Whole cloves		0 45
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 30
Do., 80, lb.		0 28
Do., 100, lb.		0 25
Do., ground, 1-lb. tins		0 30
Pepper, black		0 24
Do., white		0 32
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

SUGAR MARKET STEADY

Montreal.

SUGAR—The sugar market stands steady at the basis of $7.75 per cwt. and no change is looked for before the first of the year. Refiners state that at that time the new crop of raws will be offered and as the old supply is not entirely cleared up a weak situation may follow with some changes in prices. This change, they claim, will not come before the first of the year.

SUGAR—

Granulated sugar, per cwt.	7 75
Do., barrels	7 80
Granulated, gunnies, 20-5	8 15
Do., cases, 20 5-lb. cartons	8 35
Do., gunnies, 10-10	8 25
Do., cases, 50 2-lb. cartons	8 50
Yellow, light, per cwt.	7 35

MOLASSES UNCHANGED

Montreal

There is no change in the molasses market. Prices are steady with a fair demand. Corn syrups are unchanged with a good movement and no alteration in price is looked for.

MOLASSES—

Puncheons, Island of Montreal.	0 76
Barrels	0 79
Half barrels	0 81
Puncheons, outside of Montreal	0 73
Fancy molasses in tins (ginger bread)	
No. 2, 2 doz. per case.	4 20
No. 3, 2 doz.	4 50
5-lb. tins	8 95
10-lb. tins, per case	8 60
CORN SYRUPS—	
Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. pails, each	2 85
5 gal. 5-lb. pails, each	4 50
5-lb. tins, per case	4 70
10-lb. tins, per case	4 40
5-lb. tins, 1 doz. in case, case	5 30
10-lb. tins, ½ doz. in case, case	5 00

TEA MARKET STRONG

Montreal.

TEAS—The whole tea market presents a very strong front. The reports indicate a shortage of the better grades of Ceylon and Indian tea. At the present basis buying is only for immediate requirements and wholesalers report that although the market will likely hold firm at the present basis it cannot go much higher since the demand for cheap teas has fallen off with the advance in price. Japan teas are holding at their present level and no change in price is expected.

Ceylon and Indians—		
Pekoes	0 38	0 44
Broken Pekoes	0 40	0 48
Broken orange pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60

Above retail prices range of quotations to the retail trade.

Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

FLOUR PRICES STEADY

Montreal.

FLOUR—No change is recorded in the flour market. Prices are strong at the present basis following the advance of last week and the tendency of the market is for even higher prices with the grain market behind it showing a stronger tendency.

FLOUR—		
Hard wheat, 24½'s	1 16	1 15
Do., 14's	0 69	0 68
Do., 7's	0 37	0 36

SELF-RAISING FLOUR

PACKAGE GOODS—The only change in package goods this week is the reduction in the price of self-raising flour. The 6 lb. packages are now quoted at $4.40 per doz. and the 3 lb. packages at $2.25 per doz. Buckwheat flour is reduced to $1.50 per doz. Self-raising pancake flour is also reduced 10c. Other lines are steady in price with a fair trade.

PACKAGE GOODS—		
Breakfast food, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78
Do., 20-lb. cartons, lb.		0 86
Corn Flakes, 3 doz. case	3 40	3 55
Cornmeal, yellow, 24s		2 85
Rolled oats, 20's		5 00
Rolled oats, 18's		2 00
Aluminum package, 20's		6 10
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		6 70
Puffed Wheat		4 40
Farina, case, 24s		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs), case		3 50
Pancake flour, self-raising, doz.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s, case		6 50
Self-raising flour (3-lb. pkg.) doz.		2 25
Do., (6-lb. pkg.) doz.		4 40
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 09½
Corn starch, 1 lb. pkge.		0 08
Potato flour		0 12½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 85
Shredded Wheat		4 95
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¾
Celluloid starch, 45 pkgs., case		4 00
Malt Breakfast Food (36 pkgs.)		9 50
Quaker Two-Minute Oat Food		1 80
Macaroni, Quaker		2 25
Spaghetti, Quaker		2 25
Kraft Canadian Cheese loaf, lb.		0 30
Kraft Swiss loaf		0 42

CHRISTMAS TREES ARRIVE

Montreal.

The first Christmas trees of the season made their appearance on Bonsecours Market on Friday last. Good sized spruce and pine were offered at 75 cents a single tree and smaller ones at 50 cents. The price is approximately the same as that asked at the opening of the season last year, but generally towards Christmas Day they run higher in price on account of the increased demand. The supply of holly and mistletoe is expected to arrive from the south this week. Prices as yet are not definitely known. A good supply of Laurentian ground pine is on the market, offered at $2.00 per 180 yards. This when cut up into smaller lots finds a ready market and offers a good margin of profit for the grocer. Such trade can readily be developed and when the grocer takes the trouble to make up his own bundles of evergreen he finds that he is amply repaid for the time and labour.

ONIONS GO HIGHER

Montreal.

VEGETABLES—Spanish onions have taken another step upwards in price and are now quoted at $6.00 per case. Potatoes are still easy with good supplies and prices range from $1.40 to $1.90 per bag. Sweet potatoes are advanced 25c now quoted at $3.25. Other lines are steady with a fair demand.

VEGETABLES—		
Cabbage, local, doz.	0 75	0 90
Carrots, new, per bunch		0 35
Celery, per doz. bunches		0 75
Celery, imported, 4-doz. crate		4 50
Horseradish lb.		0 60
Mint		0 60
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green ,doz.		0 50
New potatoes, Mont. (90-lb. bag)	1 40	1 90
Do., sweet, hamper		3 25
Spanish onions, per case		6 00
Turnips, per bag	0 75	1 00
Red onions, per crate	5 50	6 50
Texas Onions, per crate		3 50
Yellow onions, per cwt.		4 50
Cranberries, barrel		23 00

ONTARIO MARKETS

TORONTO, December 7—There has been a good movement in Christmas lines and some wholesalers report being nearly cleaned up on some lines, such as cluster raisins and California nuts. The first lot of new shelled Bordeaux walnuts has arrived, but in some quarters these have also passed from importers' hands. The strength in the tea markets is again in evidence by quotations to the retail trade moved upward on all grades. The primary coffee markets are firmer, but there is little change in the local situation. Sugar is steady, but the greatest volume of business appears to be going to the Ontario beet factories, who are offering sugar at a lower price than Eastern refiners. Lima beans are a shade higher, while rolled oats are strong with a tendency to advance. Flour is firm, while millfeeds are in active demand under scant supplies. Potatoes are inclined to be easy and onions and cabbage are firmly held at unchanged quotations.

SOCKEYE NEARLY CLEANED UP

Toronto.

CANNED GOODS.—Stocks of sockeye salmon are steady dwindling and many wholesalers are cleaned up on ones with only a small supply of halves to offer. In vegetables and fruits the market is quiet but prices are firmly maintained. Dominion pork and beans 2½s are quoted at $1.95 per doz., while Delmonte Bartlett pears, 2s, are offered at $3.85 with 2½s, at $5.25 per doz.

CANNED GOODS		
Sockeye 1s, doz.		5 60
Do., ½s, doz.		3 00
Alaska red, 1s		4 25
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 90
Pinks, 1s doz.		1 45
Lobster, ½-lb., doz.	3 75	4 15
Do., 1-8-lb. tins	2 50	2 75
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	
Canned Vegetables —		
Tomatoes, 2½s, doz.		1 75
Do., Gal. No. 10 tins, doz.	5 95	6 25
Peas, standard, doz.		1 75
Do., Early June	2 00	2 15
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 15
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.		6 60
Canadian corn	1 40	1 50
Pumpkins, 2½s, doz.	1 50	1 60
Do., Gal., No. 10 tins, doz.		5 15
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s, doz.	3 40	4 25
Do., shredded, 2s, doz.	4 75	5 25
Do., sliced 2½s, doz.		4 25
Apples, gal., doz.		5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.		3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Do. Green Gage	3 25	3 40
Cherries, pitted H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00

FIRM COFFEE MARKET

Toronto.

COFFEE.—The market continues to hold a strong position under an active consumptive demand.

Coffee—		
Java, Private Estate	0 51	0 53
Begotas, lb.		0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.		0 35
Mocha, lb.	0 52	0 55
Rio, lb.	0 22	0 24
Santos		0 35

CEREALS

Toronto.

CEREALS.—Wholesalers quotations on rolled oats continue around $2.95 per bag but some manufacturers are quoting $3.10 in single bag lots. The oat market is very strong and manufacturers claim they are still selling rolled oats below the cost of manufacturing. Wholesalers, too, are selling at practically replacement costs and there is no doubt that their prices will shortly move upward.

CEREALS—	
Barley, pearl, 98s	5 50
Buckwheat flour, 98s	4 75
Barley, pot, 98s	3 90
Barley Flour, 98s	6 25
Cornmeal, golden, 98s	2 50
Oatmeal, 98s	4 30
Corn flour, 98s	3 00
Rye flour	4 10
Rolled oats, 90s	2 95
Rolled wheat, barrel	6 00
Cracked wheat, bag	5 25
Breakfast food, 98s	4 75
Rice flour, 100 lbs.	10 00
Flaxseed, 98s	7 00
Peas, split	0 06¾ 0 07¼
Marrowfat green peas, 98s	9 50
Graham flour, 98s	3 75
Whole wheat flour	3 85
Wheat kernels, 8s	5 00
Farina, 98s	5 35
Lentils, Red, lb.	0 18½ 0 19¾

SOME POOR HONEY

Toronto.

HONEY.—Some dealers state that there is quite a lot of poor quality honey being offered at the present time. One dealer claimed that they refused two heavy shipments during the last week. It appears that these shipments were liberally sprinkled with tins of dark honey with an off flavor and some tins

were even showing signs of fermentation. Market conditions hold fairly steady under good demand.

HONEY—

5-pound tins, per lb.		0 16½
10-lb. tins, per lb.		0 15½
60-lb. tins, per lb.		0 15
Comb, per doz	5 75	4 50

PACKAGE GOODS STEADY

Toronto.

PACKAGE GOODS.—In package cereals the situation generally has a steadier tone since the grain markets occupy a stronger position. There is a good steady demand for immediate requirements.

PACKAGE GOODS

Rolled Oats, 20ss, round, case		5 00
Do., 18s, case		2 00
Do., 20s, square case		5 00
Do., Aluminum Prem., 20s		6 10
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case		6 00
Do., 20s, family, case		6 80
Package peas, per doz.		0 90
Cornstarch, No. 1, lb. carton		0 09½
Do. No. 2, lb., cartons		0 08
Laundry starch		0 07½
Do., in 1-lb. cartons		0 8¼
Do., in 6-lb. wood boxes		0 11¼
Do., in 6-lb. tin canisters		0 12
Celluloid starch, case		4 00
Potato flour, 1-lb.		0 14½
Fine oatmeal, 20s		5 75
Cornmeal, 24s		2 30
Farina, 24s		3 25
Barley, 24s		2 75
Self-rising pancake flour 24s		2 70
Buckwheat flour, 24s		2 70
Self-rising pancake flour, 18s		3 85
F. S. Hominy gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour. 24s		2 85

DRIED FRUITS ACTIVE

Toronto.

DRIED FRUITS.—Raisins and currants continue firm and all dried fruit prices are being firmly maintained. Table raisins are showing signs of scarcity, some wholesalers having sold their import order and have since replaced their stock from spot supplies. Evaporated peaches, choice, are quoted at 20c and standard at 18½c per lb. Apricots, choice are selling at 32c and standard at 28c per lb. Evaporated apple stocks are low but the market at the moment is quiet.

Candied Peels—		
Citron caps, 12-lb. boxes, lb.		0 46
Lemon caps, 12 lb. boxes, lb.		0 29
Orange caps, 12 lb. boxes, lb.		0 31
Mixed containing 4½ lb. lemon, per lb.		0 35
rained Peel, mixed, cut ready for use, in No. 1's cartons, 8 4½ lb. orange, 3 lb. citron caps, 3 dozen per case, per dozen.		4 50
irrants—		
Greek, Filliatras, cases		0 14
Do., Patras	0 16½	0 17
Do., Vostizza		
Dates—		
Excelsior, pkgs, 3 doz. in case		5 50
Dromedary, 3 doz. to case		7 50
Fard, per box ap. 12 lbs.		3 25
Hallowee dates, per lb.		0 14½
Do., half cases, lb.		0 15½
Prunes—		
30-40s, 25s		0 19
40-50s, 25s		0 16½
50-60s, 25s		0 14½
60-70s, 25s		0 13½
70-80s, 25s		0 11¾
80-90s, 25s		0 11¾
Raisins—		
California, Sultanas, lb.		0 21
Seedless, 15-oz. packets		0 26
Do., 11-oz. packets		0 21
Seeded, 15-oz. packets	0 20½	0 21
Crn., muscatels, No. 1, 25s		0 19¼
Thompsons, seedless		0 24
Valencia, Spanish		0 28½
Clusters, boxes, 20 1-lb. pkg.		6 65
Evaporated apples		0 16
Figs—		
Smyrna, bags, approx. 28 lbs.		0 14¼
Do., 60-lb. bag		0 11¾
Layer, 4 Crown		0 30
Layer, 5 Crown		0 30
Layer, 7 Crown		0 36
Pulled, 10 lb. box, per lb.		0 30
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Peaches—		
Choice		0 20
Standard		0 18½
Apricots—		
Choice		0 32
Standard		0 28

LIMAS UP HALF CENT

Toronto.

BEANS.—Local quotations on California lima beans are advanced one half cent per pound making bag lots 9½c and broken lots half cent higher. There is nothing new to report in Ontario beans, the market continuing quiet under a fair demand.

BEANS—

Ontario hand picked, per bushel	3 25	3 50
Do., No. 1 lb. pickers, per bushel	2 90	3 15
Cal. Limas, per lb.	0 9½	0 10

BEET AND SUGAR A FACTOR

Toronto

SUGAR.—There is little of special interest to note in refined sugar as far as Toronto is concerned. Eastern refiners are maintaining their list price, but the large portion of the business appears to be going to the Ontario factories at the moment who are quoting a lower price which enables retailers to sell over the counter at about refiners selling basis.

St. Lawrence, extra gran., cwt.	8 09
Atlantic, extra gran.	8 09
Acadia Sugar Refinery, ex. gran.	8 09
Dom. Sugar Refinery, ex. gran.	7 85
Canada Refinery, gran.	8 09

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c gunnies, 10 10s, 50s; cartons, 20-5s, 60c.

HOLLY TO ARRIVE NEXT WEEK

Toronto.

FRUITS.—Shipments of holly and holly wreaths are expected to arrive during the week. Navel oranges are arriving in good shape while a few late Valencias are still offered at $5.50 to $6.50 per case. The first lot of tangerines are on the market and meeting with a good demand at $5.00 to $6.00 per ½ strap. Good quality apples appear to have the biggest demand while the center of interest appears to be in B. C. boxed apples of which heavy shipments are arriving.

Oranges, Florida, all sizes	5 00	6 00
Oranges, Navels, 100s	6 50	7 00
Do., 126s		6 50
Do., 150s, 176s, 200s		6 50
Tangerines, per case	5 00	6 50
Lemons, Messina		5 00
Do., California		5 00
Bananas, per lb.		0 08½
Apples—Barrel.		
Spys, No. 1		8 50
Spys, No. 2		7 50
Spys, No. 3		5 00
Greenings No. 1		7 00
Greenings No. 2		6 50
Baldwins No. 1		7 00
Baldwins No. 2		6 50
Grapes, Emperor, lugs		4 00
Do., Do., kegs		8 00
Do., Almera, bbls.	13 00	16 00
Apples, B. C. boxed	3 25	4 50
Cranberries, Cape Cod, * bbl. box		13 00
Grapefruit, Florida, 54s	5 50	6 50
Do., 64s, 70s, 80s	5 50	6 50
Do., 96s	5 50	6 50
Pomegranates, box		3 50
Casaba Melons—Crates 8 to 9		2 50

NEW FRENCH WALNUTS ARRIVE

Toronto

NUTS.—New crop shelled Bordeaux walnuts are now on the market. This is the earliest shipment for several years and is welcome news to the trade as old crop supplies have been practically cleaned up for some time. Quotations range from 87c to 90c per lb. Manchurian shelled walnuts have not as yet arrived and it will probably be well towards Christmas before supplies arrive on this market for distribution to the retail trade.

Almonds, Tarragonas, lb.	0 23	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian		0 25
Do., Chili		0 21
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, lb.		0 30
Do., sweetened, lb	0 28	0 32
Do., shred		0 25
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium	0 17	0 18
Mixed nuts, bags 50 lbs.	0 20	0 25
Pecans		0 30
Shelled —		
Almonds, lb.	0 48	0 55
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.	0 87	0 90
Wo., Manchurian		0 75
Do., broken	0 63	0 65
Jordan almonds	0 70	0 75
Peanuts, Spanish, lb.		0 11
Pecans, lb.		1 40
Brazils		0 72

MOLASSES MARKET FIRM

Toronto.

SYRUPS.—The market is holding fairly steady for corn syrups while molasses is firm at unchanged quotations.

Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 60
Cases, 5-lb. tins, white, 1 doz. in case	5 30
Cases, 10-lb. tins, white, ½ doz. In case	5 00
Cases, 2-lb. tins, yellow, 2 doz. in case	4 00
Cases, 5-lb. tins, yellow, 1 doz. in case	4 70
Cases, 10-lb. tins, yellow, ½ doz	4 00
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 20
No. 3 tins, 2-doz. case	5 50
No. 5 tins, 1-doz. case	4 60
No. 10 tins, ½-doz. case	4 25
Pails—No. 1	1 10
Pails No. 2	1 75
Pails No. 5	3 55
Molasses, table grade—	
No. 2 tins, 2-doz. case	7 75
No. 5 tins, 1-doz. case	8 95
No. 10 tins, 1-doz. case	8 60
Pails—No. 1	2 10
Pails No. 2	3 75
Pails No. 5	8 55
No. 3 tins, 2-doz. case	10 75

RICE MARKET FIRMER

Toronto.

RICES.—The Southern primary markets have developed a stronger tone and there appears to be more confidence in the situation. Buying too is heavier since values were advanced. In the local situation there is little change and there does not appear to be any great volume moving.

Honduras, broken, per rlb.	0 07½	0 08
Blue Rose, fancy	0 08½	0 09
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White sago	0 08½	0 09
Tapioca per lb.	0 8½	0 09
Do. fancy	0 09	0 11

SPICES IN STRONG POSITION

Toronto.

SPICES.—The trend of the market appears to be upward due to the scarcity of spot supplies. This is particularly noticeable on peppers, ginger and nutmegs. Quotations are unchanged but an advance is not unlikely in the near future.

Allspice	0 15	0 18
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	0 35	0 40
Pastry	....	0 28
Pickling spices	....	0 18
Mace	....	0 75
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	0 60	0 70
Do., 30s	....	0 35
Chillies, lb.	....	0 50
Nutmegs, selects, whole, 100s	0 22	0 26
Do., ground	....	0 28
Mustard seed, whole	....	0 20
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Caraway seed, whole	....	0 30
Turmeric	....	0 80
Curry powder	....	0 35
Cream of Tartar—		
French, pure	....	0 40
4-oz. packages, doz.	....	2 00
The above quotations are for the best quality, cheaper grades can be purchased for less.		
8-oz. packages, doz.	....	0 50

TEAS STEADILY ADVANCING

Toronto.

TEAS.—Advancing prices are again in evidence in the local tea situation. Wholesalers and importers have again advanced quotations to the retail trade. These recent advances have been for the most part on the lower grade blacks, but this week, some advances have also been registered on the better grades. The cheapest grade black tea is now quoted at 30c per lb. How long even this grade will be sold at that price is purely a matter of the size of importers' stocks, as at the present time it would cost around 34c to lay down this grade. Primary markets continue to grow in strength, the upward movement in prices being due to the shortage in production, and it now appears that the demand on some grades is exceeding the supply. Quotations in the local market have not been keeping pace with primary markets so there is every reason to believe that further advances will be registered.

Pekoe Souchongs	0 30	0 35
Pekoes	0 32	0 58
Broken Pekoes	0 35	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans		0 65
Do., seconds		0 50
Hyson thirds	0 30	0 35
Do., pints	0 45	0 57
Do., sifted	0 55	0 60
Above prices give range of quotations to the retail trade.		

POTATOES TEND EASY

Toronto.

VEGETABLES.—Potatoes continue in an unsettled condition with the trend toward easiness rather than upward. Ontario potatoes on the track were offered this week as low as $1.00 per bag but the general price is around $1.25 with dealers' quotations to the retail trade $1.40 to $1.50 and New Brunswicks ranging from $1.65 to $1.85 per bag. There appears to be heavy supplies in storage and it has been said that these are showing considerable waste. Cabbage is firm at $3.25 to $3.50 per barrel. There is little change in other quotations with a good steady movement.

Cabbage, per barrel	3 25	3 50
Potatoes, Delaware, per bag	1 65	1 75
Do., Ontario	1 40	1 50
Beets, per bag	0 75	1 00
Carrots, per bag	0 85	1 00
Turnips, per bag	....	0 85
Parsnips, per bag	1 00	1 25
Onions, Spanish, crate	6 00	6 50
Do., Sack, 10 lbs.	5 50	6 50
Celery, per crate, 5 to 8 doz.	2 50	3 50
Cauliflower, Cal., case	6 00	6 50
Tomatoes, hot house, lb.	....	0 35
Head lettuce, iceberg, case	....	5 50
Sweet potatoes, per hamper	2 75	3 00

FLOUR MARKET FIRM

Toronto

FLOUR.—The market is firm under stimulus of the strength in the wheat market. The demand, however, is quiet being based practically on day to-day requirements.

First Patents, in cotton bags, bbl.	7 70
Second Patents, in jute bags, bbl.	7 50

MILLFEEDS STRONG

MILLFEEDS.—There is no improvement in supplies of bran and shorts, both being in scant supply and some millers are finding it difficult to meet the demand which is heavy at this season. Quotations are firmly maintained.

MILLFEEDS—	
Bran, per ton	23 25
Shorts, per ton	25 25
Choice middlings, per ton	30 25

WINNIPEG MARKETS

WINNIPEG, Dec. 7—Buying for the Christmas season has begun and the grocery markets in nearly all lines are showing a firm undertone. The primary coffee market, while inactive, has advanced. There is a good demand for cereals and quotations on beans are expected to advance within the next two or three months. All lines of canned goods are ruling firm with canned lobsters reported scarce. The feature of the dried fruit market has been the advance on the primary market on prunes. New Turkish figs are now on the market. There is a good demand for sugar at unchanged quotations. Nuts are selling freely at the special prices offered. Flour has advanced 15c per sack. The rice market, which has been ruling firm for some time past, has eased off slightly. Valencia onions are higher and large quantities of Japanese onions are now on the market.

COFFEE MARKET ADVANCES

Winnipeg.

COFFEE—The primary coffee market, while inactive remains very firm. Santos have shown an advance of ¼ to 3-8c per lb. The same also applies to mild coffees which are quoted ½c higher.

COFFEE—		
Rio, roasted, best grade, per lb.	0 19½	0 20½
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica ,roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

ROLLED OATS STEADY

Winnipeg.

CEREALS—The rolled oat market is ruling steady and bulk rolled oats in 80 pound bags are quoted at $2.40. Barley, it is thought has reached the low point. Split and whole peas are in good demand. Beans are ruling firm and it has been intimated that a large quantity of the Ontario crop has been contracted for by the government for relief purposes. This no doubt will have a firm influence on the market and within the next two or three months it is thought that there will be from 25c to 50c per bushel higher than present quotations.

PACKAGE CEREALS		
Rolled Oats, 20s, round cartons.	4 00	4 65
Do., 36s, case square pkts.	....	3 50
Do., 18s, case	....	2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, per case.	....	3 40
Puffed wheat, 3 doz. case, per case.	....	4 40
Puffed rice, 3 doz. case, per case	....	5 70
Cream of Wheat, 3 doz. case, per case.	..	9 00
Grape Nuts, 2 doz. case, per case	....	3 80
Package Peas, 3 doz. case, per case.	....	3 00
BULK CEREALS		
Rolled Oats, 80s, per bag	....	2 40
Do., 40s, pr bag	....	1 25
Do., 20s, per bag	....	0 65
Do., 10-8s, per bale	....	3 15
Do., 15-6s, per bale	....	3 65
Oatmeal, 98s, gran. or stand. bag	....	3 30
Wheat Granules, 98s, per bag	....	6 10
Do., 16-6s, per bale	....	6 60
Peas, whole, green, 100-lb. bag, per bush.		3 95
Do., split, yellow, 98s, per bag	....	7 50
Do., split, yellow, 49s, per bag	....	3 80
Beans, fancy, hand picked, 100-lb. bag, per bush.	3 80	4 25
Do., Lima, 100-lb. bag, per lb.	....	0 10½
Barley, Pot, 98s, per bag	....	3 90
Do., Pot, 49s, per bag	....	2 00
Do., Pot, 24s, per bag	....	1 02
Barley, Pearl, 98s, per bag	....	5 05
Do., Pearl, 49s, per bag	....	2 58
Do., Pearl, 24s, per bag	....	1 33
Cornmeal, 98s, per bag	....	2 50
Do., 49s, per bag	....	1 30
Do., 24s, per bag	....	0 70
Do., 10-10s, per bale	....	3 00
Buckwheat grits, whole, 98-lb. bags, per bag	....	9 35

CANNED LOBSTERS SCARCE

Winnipeg.

CANNED GOODS—Latest reports from the Coast state that salmon is ruling firm. Pinks and cohoes have recently advanced over the opening price but the demand is light at the present and indications point to higher prices for these goods when needed. Canned lobsters are reported scarce and only a few of the packers have any of the 1921 pack left and they are quoting at an advance of 15 per cent. Canned vegetables are in fair demand and supplies are being ordered to meet requirements. Wholesalers are maintaining opening prices and it is not likely to be any change for another two months. Canned fruits are light in demand except on some lines of California fruit. There is no indication of lower prices but indications point to higher prices as supplies are reduced.

Shrimps, 1s, 4 doz. case, doz.	....	3 75
Finnan Haddie, 1s, 4 doz. case	8 25	11 50
Do., ½s, 8 doz. case, case	7 25	13 00

Herring (Can.) 1s, 4 doz. case..	6 50	8 00
Do., imp.,½s, 100 doz. case	21 50	32 50
Lobsters, ¼s, 8 doz. case, doz. ..	....	2 50
Do., ½s, 8 doz. case, doz. .	....	4 80
Oysters, 1s, 4 doz. case, cs.....	....	9 40
Pilchards, 1s, tall, 4 doz. case, cs.	....	7 10
Do., ½s, flat, 8 doz. cs, case	....	9 00
Salmon—		
Sockeye, 1s, tall case	....	20 00
Do., 1½s, flat, 8 doz., in case	....	21 25
R. Spring, 1s, tall, 4 doz. case	....	16 25
Do., 1½s, flat, 8 doz. case	....	17 00
Coboe, 1s, tall, 4 doz. case ..	12 00	13 00
Do., ½s flat, 8 doz. case..	13 00	14 00
Pink, 1s, tall, 4 doz. case.....	....	6 25
Do., ½s, flat, 8 doz. case .	....	8 00

CANNED FRUIT (Canadian)

Apples, 6 tins in case, per case..	....	3 80
Cherries, 1s, 4 doz. case.....	6 75	8 00
Peaches, 2s, 2 doz. case.....	6 60	7 10
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	4 75	7 00
Do., heavy syrup, 2s, 2 doz. case	6 00	6 50
Do., Lombard, light syrup, 2s, 2 doz. case	5 75	5 25
Raspberries, 2s, 2 doz. case ...	8 00	8 60
Strawberries, 2s, 2 doz. case ...	8 00	8 60

CANNED FRUIT (American)

Apricots, 1s, 4 doz. case	....	11 00
Peaches, 2½s, 2 doz. case	....	9 15
Do., sliced, 1s, 4 doz.. case...	....	10 85
Do., halved, 1s, 4 doz. case ..	....	10 75
Do., 2s, 2 doz. case	....	6 90
Pears, 1s, 4 doz. case	....	13 40
Pineapples, sliced, 2s, 2 doz cs.	....	7 25

CANNED VEGETABLES

Asparagus Tips, 1s, tins, 2 doz. case, per doz.	....	4 40
Beans, Golden Wax, 1s, doz. ..	4 90	5 00
Beans, Refugee, 2s, 2 doz. case..	4 90	5 00
Corn, 2s, 2 doz. case.....	2 80	3 50
Peas, 2s, 2 doz. case	3 65	3 90
Sweet Potatoes, 2½, 2 doz. case	....	7 00
Pumpkins, 2*s, 2 doz. case.....	....	3 35
Sauer Kraut, 2½s, 2 doz. case..	....	4 10
Spaghetti, 2 doz. case	....	2 05
Tomatoes, 2*s, 2 doz. case	....	4 10
Spinach, 2½s, 2 doz. case	....	6 75

PRUNE MARKET ADVANCES

Winnipeg.

DRIED FRUITS—The primary prune market has shown an advance of ½c per lb. recently and quotations are higher than wholesalers are asking at the present. This naturally means an advance by local houses at once as stocks carried are very light. Apricots and peaches are firm and scarce. Raisins continue firm, especially seedless and sultana. The primary currant markets are showing a firmer tone and local prices are expected to be higher—from 2c to 3c per pound within the next 30 days. New Turkish figs both table and cooking are on the market and selling freely. Cooking figs in bags are quoted at 13½c per pound and 4 crown, 12 pound boxes, layers are quoted at 23c per lb.

DRIED FRUITS

Evaporated apples, per lb.	0 18	....
Currants, 90-lb., per lb.	....	0 16
Do., 8 oz. pkgs., 6 doz. case, lb	....	0 13
Dates, Hallowee, bulk, lb.	....	0 15
Do., pkgs., 3 doz. case, lb ...	....	0 15½
Figs, Spanish, per lb.	....	0 16
Loganberries, 4 doz. case, pkt. .	....	0 23½
Peaches, standard, per lb.	....	0 17
Do., choice, per lb.	....	0 18
Do., fancy, per lb.	....	0 20
Do., Cal., in carton, per carton	1 00	1 20
Do., Cal., in cartons, per carton	1 00	1 20
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton	....	1 30
Prunes—		
30-40s, 25s, per lb.	....	0 20
40-50s, 25s, lb.	....	0 17½
50-60s, 25s, lb.	....	0 14
60-70s, 25s, lb.	....	0 13
70-80s, 25s, lb.	....	0 10½
80-90s, 25s	....	0 09¾
90-100s, 25s, per lb.	....	0 08
In 5-lb. cartons, carton	0 65	0 75
RAISINS—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg. ...		$0 20
Do., pkg., 12 oz., fancy, per pkg. ..		0 16¾
Do.,, 16 oz., choice, per pkg.		0 19
Do., 12 oz, choice, per pkg.		0 16
Cal. 5-lb. cartons, per carton		1 20
Do., bulk, 25-lb. boxes, per lb. . ..		0 19
RAISINS—Seedless—		
Cal., pkg., 11 oz., per lb.		0 19½
Do., bulk, 25-lb. boxes, per lb.		0 22
Do., bulk, 5-lb. cartons, per carton .		1 30
Apricots, choice, 25s, lb.		0 34
Do., standard, 10s, lb.		0 28¼
Do., Standard, 25s, lb.		0 25½
Do., fancy, 25s, lb.		0 36
Do., fancy, 10s, lb.		0 35
Apricots, 5 lb. cartons, per carton ...		1 65

CLOVES SCARCE

Winnipeg.

CLOVES—The primary spice market continues firm. Cloves are scarce and are quoted higher. Red peppers remain scarce and are advancing under a steady demand. Jamaica ginger is almost unprocurable and reports about the new crop are very discouraging.

Allspice, Jamaica, best qual., lb.	0 22
Cassia, Batavia, per lb.	0 35
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1, per lb.	0 53
Cinnamon, Ceylon, per lb.	0 50
Do., No. 0, carton, doz.	0 90
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 45
Ginger, washed. Jamaica, No. 1	0 65
Do., Jamaica, No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb.	0 65
lb., per lb.	0 70
per lb.	0 37
Do., medium, 110 to lb.	0 35
Do., carton of six, per doz.	0 80
Pepper, blk., Singapore, ex. lb.	0 22
Do., white, per lb.	0 35
Pickling, ¼-lb. pkg., per doz	0 90
Do., bulk, No. 1, per lb.	0 22

GROUND SPICE

Allspice, bulk, per lb.	0 20
Do., No. 2, per lb.	0 25
Do, 2 oz. cartons	0 95
Do., 4 oz. cartons	1 20
Cassia, No. 1 bulk, per lb.	0 27
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	0 95
Do., No. 1, 4 oz., cartons	1 50
Cinnamon, bulk, per lb.	0 55
Do., 2 oz. cartons	0 95
Do., 4 oz. cartons	1 75
Cloves, bulk, per lb.	0 50
Do., 2 oz., cartons	0 95
Do., 4 oz. cartons	2 00

SUGAR UNCHANGED

Winnipeg.

SUGAR—There is no change in the sugar situation. Eastern cane sugar is quoted at $8.50 with beet sugar at $8.40 per cwt. American refined sugar is being offered to the trade as low as $8.00. The demand is normal.

Extra gran. bags, 100 lbs.		8 50
Do.. gunnies, 5-20 lbs.		8 90
Do.. gunnies, 10-10 lbs.		9 00
Do., gunnies, 20-lb. lbs.		9 10
Do., cartons, 50-2 lbs.		9 25
Yellow, No. 1 lt., bags, 100 lbs		8 10
Do., golden, bags, 100 lbs.		8 00
Powdered sugar, bbls.		8 90
Do., boxes. 50 lbs.		9 10
Do., boxes, 25 lbs.		9 30
Icing, barrels		9 00
Do., boxes, 50 lbs.		9 20
Do., boxes, 25 lbs.		9 40
Soft lumps, boxes, 100 lbs..		9 30
Do., boxes, 50 lbs.	10 40	9 60
Do., cases, 20 cartons		10 35
Do., cases, 40 ½ lbs.		11 10
Small lump, boxes, 100 lbs.		9 20
Do., boxes, 50 lbs.		9 30
Do., boxes, 25 lbs.		9 50
Do., cartons, 50 2-lbs.		9 60
Hard lump, barrels		10 25
boxes, 25 lbs.		9 75
Do., boxes, 25 lbs.		9 75
Do., boxes, 50 lbs.		9 70

CORN SYRUP UNCHANGED

Winnipeg.

SYRUP—There is no change in the syrup market. The trade is fair although buyers are providing only for immediate requirements. There is no change in the molasses situation.

CANE SYRUP—		
No. 2s		5 95
No. 5s		6 75
No. 10s		6 30
No. 20s		6 10
CORN SYRUP—		
Cases, 2-lb. tins white, 2 doz. in case		4 65
Cases, 5-lb. tins, white, 1 doz. in case		5 40
Cases, 10-lb. tins, white, ½ doz. in case		5 15
Cases, 20-lb. tins, white, ¼ doz. in case		5 15
Cases, 2-lb. tins, yellow, 2 doz. in case		4 20
Cases, 5-lb. tins yellow, 1 doz. in case		3 95
Cases, 10-lb. tins, yellow, ½ doz. in case		3 95
Cases, 20-lb. tins, yellow, ¼ doz. in case		3 95
TABLE SYRUP—		
Pure, 2½s, tins, cs. of 2 doz.		10 50
Pure, 2s, per case of 1 doz.		10 00
Pure, 1s, per case of ½ doz.		9 75
MAPLE SYRUP—		
Maple flavor 2½s, tins, per case of 2 doz.		20 00
Do., 5s. tins, case of 1 doz.		19 10
Do., 10s, tins, case ½ doz.		17 75
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case		8 35
3-lb. tins, 2 doz. case		10 80
5-lb. tins, 1 doz. case		9 50
10-lb. tins, 1 doz. case		9 20
MOLASSES, BLACKSTRAP—		
1*s, 4 doz. in case		4 50
2s, 4 doz. in case		4 15
2*s, 4 doz. in case		3 95
5s, 4 doz. in case		3 80

NO CHANGE IN STARCH

Winnipeg.

STARCH—There is no change in quotations on starch.

STARCHES

Cornstarch, 1-lb. pkgs. per lb.	0 09½
Do., No. 1 quality, 1-lb. pkgs	0 10½
Gloss, 1-lb pkg. per lb.	0 10 7-1
Celluloid, 1-lb. pkg. per case.....	4 30

NUTS IN DEMAND

Winnipeg.

NUTS—All kinds of nuts are in good demand. Spot stocks are being rapidly reduced. Almonds in the shell are quoted as low as 20¼c. Filberts and brazils are selling at 16c and 18c per lb.

NUTS, SHELLED—	
Almonds, per lb.	0 49½
Spanish Peanuts, No. 1, lb..	0 12½
Pecans, per lb.	1 40
Walnuts, per lb.	0 80
Brazils, per lb.	0 70
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 23½
Walnuts, per lb.	0 23
Almonds, per lb.	0 23
Brazils, per lb.	0 18
Pecans, per lb.	0 30

FLOUR PRICES ADVANCE

Winnipeg

FLOUR—Flour has shown an advance of 15c per 98 lb. sack and is now quoted at $3.90. Buying still continues on the hand to mouth basis.

FLOUR—	
98-lb. sacks	3 90
Two 49-lb. sacks	3 97½
Four 24-lb. sacks	4 07½

JAMS IN DEMAND

Winnipeg.

JAMS—There is a fair demand for jams as merchants are realizing the strong position of the market. Manufacturers are practically cleaned up on the popular lines. There is no change in quotations.

JAMS

Strawberry 4s per tin	0 91
Black Currants, 4s, per tin	0 91
Raspberry, 4s, per tin	0 91
Apricots, 4s, per tin	0 85
Cherry, 4s, per tin	0 85
Peach, 4s, per tin	0 85
Compound (all flavors), 4s, tin	0 55

RICE MARKET EASIER

Winnipeg.

RICE—The rice market which show-

Continued on page 41

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Saskatchewan Markets

FROM REGINA BY WIRE

Regina, Sask., Dec. 6—There are practically no changes in quotations this week. The markets are holding firm to steady under a good seasonable demand.

Beans, Kotenashi	5 95
Rolled oats, 80s	2 42
Rice, Siam	6 50
Rice, Blue Rose	8 65
Tapioca	7 25
Sago	7 25
Flour, per bbl.	7 95
Sugar, pure cane granulated, cwt.	8 85
Cheese, No. 1, Ontario, large	0 22
Cheese, No. 1, Ontario, twins	0 22¼
Butter, creamery, lb.	0 44
Butter, dairy, lb.	0 28
Lard, pure, 3s	11 10
Eggs, new laid, local	17 10
Do., No. 1 storage	15 60
Tomatoes, 2½s, choice	4 50
Lemons, case	9 00
Corn, 2s, standard choice	3 60
Peas, 2s, standard choice	4 08
Do., 2s, Early June, choice	4 82
Salmon, Sockeye, 1s	21 00
Do., Sockeye, ½s	21.55
Strawberries, 2s, B.C. choice	8 75
Raspberries, 2s, Ontario choice	8 75
Cherries, 2s, red, pitted	7 20
Peaches, 2s, halves	7 20
Do., 2s, sliced	6 00
Apples, evaporated, lb.	0 42½
Peaches, evaporated, lb.	0 23
Prunes, 70-80	0 13
Do., 40-50	0 18

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Dec. 6—B.C. sugar is down five cents per cwt. Spanish table raisins arrived during the week while bleached seedless raisins are very scarce. Turkish sultanas are quoted at 32c per lb. Jello jelly powder is reduced 55c per case. New crop shelled Valencia raisins are quoted at 51c per lb. New crop Manchurian walnuts are expected to arrive a few days before Christmas. New laid eggs are advanced to \$18.00 per case. Jap oranges are quoted at \$2.-10 per bundle.

Beans—Ashcroft, per cwt.		6 00
Do., Kotenashi, per cwt.	6 00	6 50
Rolled oats, 80s	3 15	3 30
Rice, Siam	5 50	6 00
Japan, No. 1	7 35	8 00
Tapioca	7 00	8 00
Sago	7 00	8 00
Flour, per bbl.		7 65
Sugar, pure cane, gran., cwt.		8 57
Cheese, No. 1, Ont., large	0 22½	0 23
Alberta cheese, twins		0 22¾
Do., large		0 22¼
Butter, creamery, lb.	0 39	0 44
Do., dairy, lb.	0 20	0 28
Lard, pure 3s	12 30	12 60
Eggs, new laid, local, case		18 00
Do., No. 1 storage, case		16 00
Tomatoes, 2½s	4 15	4 35
Pumpkin, 2½s, case		4 40
Lemons, case		10 50
Corn, 2s, standard case	3 35	3 60
Peas, 2s, standard case	4 20	4 30
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	8 40	9 25
Gooseberries, 2s		11 30
Cherries, 2s, red, pitted	9 00	9 50
Peaches, 2s, halves		5 85
Do., 2s, sliced		6 25
Apples, evaporated, lb.		0 18
Do., 25s, lb.		0 18½
Pineapples, Hawaiian, sliced 2's	6 30	7 85
Peaches, evaporated, lb.	0 16	0 20
Do., canned, 2s	7 45	7 90
Do., 70-80s	0 11½	0 12½
Prunes, 90-100s	0 10	0 10
Potatoes, local, ton	20 00	30 00

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Dec. 6—Christmas business appears to be slow in developing but the markets, generally, are holding firm. Best fresh eggs are quoted at 65c per doz. with best butter at 45c per lb. Cheese, B.C. is quoted at 22c and Ontario solids at 23½c per lb. Pure lard is selling at 16c and compound at 14½c per lb. Beef steer is quoted at 10c and cow at 9c per lb. Lamb is quoted at 21c; mutton 18c; veal 13½c and hogs 15½c per lb. Celery is in demand at \$1.00 to \$1.25 per doz. Local potatoes are selling at \$25.00, Lillooet 37.00, Lytton \$38.00 and Ashcroft \$300.00 per ton. Hothouse tomatoes are quoted at \$4.00. Apples are unchanged. California grapefruit is quoted at \$7.50, lemons at \$5.50, oranges at \$6.00 to \$7.50 and Jap oranges at \$1.50 per bundle.

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N.B., Dec. 6—Creamery butter, prints, is higher at 46c. Oranges are quoted at \$8.50 per case. Pigs feet are higher at \$2.75 per pail. Side bacon is selling at 32c and roll at 23c per lb. Pure lard is firmer at 16½c in pails and 16c in tubs. Shortening is easier at 13½c in tubs.

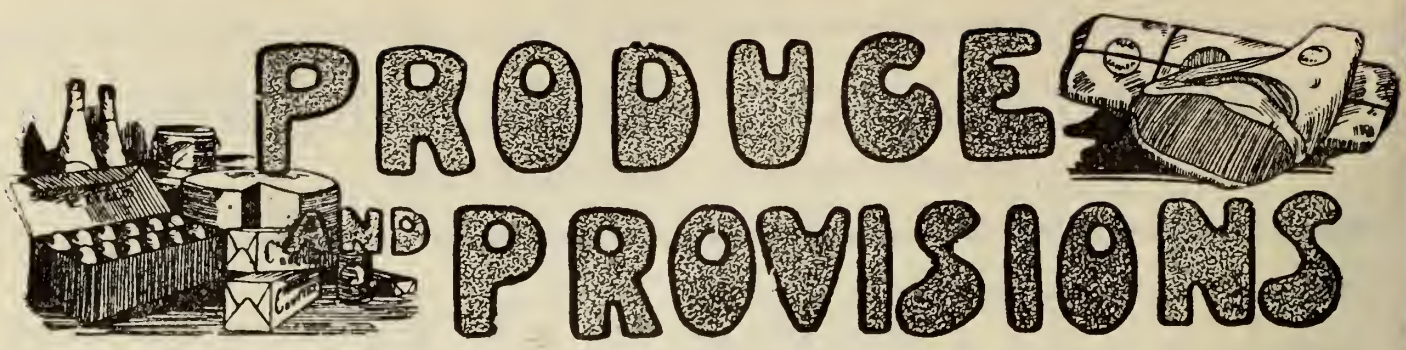
Rolled oats, bag		3 35
Rice, Siam, per cwt.		7 00
Tapioca, per 100 lbs.		9 50
Molasses, gal.		0 65
Tomatoes, cans		2 00
Do., bags		6 00
Raisins, Valencia layers	0 24	0 30
Currants, cleaned		0 19
Prunes, 90-100, 25-lb. boxes		0 10¾
Lemon peel		0 34
Orange peel		0 34
Citron peel		0 46
Walnuts		0 27
Almonds		0 22
Brazils		0 20
Peanuts		0 16
Filberts		0 17
Cocoanuts, bag		6 00
Potatoes, per bbl.		2 75
Pork, clear, bbls.		32 00
Pigs' feet, per 20-lb. pail		2 75
Hams, shoulder, per lb.		0 21
Bacon, side, per lb.		0 32
Bacon, roll, per lb.		0 23
Lard, pure, in pails, lb.		0 16½
Lard, pure, in tubs, lb.		0 16
Shortening in pails, lb.		0 23½
Shortening in tubs, lb.		0 14
Butter, creamery, prints		0 46
Butter, creamery, solids		0 42
Oleomargarine		0 24
Cheese, whole, lb.	0 19	0 21
Cheese, twins, lb.		0 21
Eggs, doz.		0 52
Sugar, cut loaf, cwt.		9 55
Sugar, stan., gran., cwt.		7 95
Sugar, No. 1 yellow, cwt.		7 75
Lemons, California, case		6 50
Grapefruit, Florida, case		6 50
Bananas, lb.		0 12
Cornmeal, gran., bags		3 25
Oranges, per case		8 50

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Dec. 6—There are few changes in the markets this week. Fresh eggs show an advance of 2c per doz. now quoted at 72c with storage eggs steady at 52c. Canadian onions are higher at \$6.00. Lard is slightly easier, pure is quoted at 18c and compound at 14c per lb.

Flour, No. 1 patents, bbl.		11 00
Cornmeal, bags		2 50
Roled oats, per bag		3 75
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.		10 00
Sugar, standard, gran.		7 95
Do., No. 1 yellow		7 45
Molasses, gal.		0 65
Cheese, Ont., twins		0 22
Eggs, fresh, doz.		0 72
Eggs, storage, doz.	0 52	0 52
Lard, compound		0 14
Do., pure, lb.		0 18
American clear pork, bbl.		30 00
Tomatoes, 2½s., stan., doz.		2 00
Hams, aver. 9-12 lbs.		0 35
Do., aver., 12-18 lbs.		0 35
Do., aver. 18-25 lbs.		0 31
Roll bacon		0 25
Butter, creamery, lb.		0 52
Do., dairy		0 40
Raspberries, 2s Ont., doz.		4 00
Peaches, 2s., standard, doz.		3 30
Corn, 2s, standard, doz.		1 60
Peas, standard, doz.		1 95
Strawberries, 2s, Ont., doz.		4 00
Salmon, Red Spring, flats, cases		
Do., pinks		7 00
Do., Cohoes		14 00
Do., Chums		6 00
Evaporated apples, per lb.		0 16
Dried peaches, per lb.		0 22
Potatoes, Nat., 90-lb. bag		1 30
Corned beef	3 00	3 55
Onions, Canadian		4 25
Onions, Canadian		6 00
Apples—		
Kings, No. 1, bbl.		5 50
Kings, No. 2, bbl.		5 00
Domestic, bbl.	3 00	4 25
Oranges, per case	8 00	8 50
Grapes, Malaga, per keg		11 50



Salmon Pack Less Than Half Average

1921 Pack Shows 592,915 Cases, a Little Better Than One-Third of the Pack of 1918—Packer Predicts a Higher Price for Fancy Pink Salmon Than at Present Is Ruling

VANCOUVER, B.C., Dec. 6.—Final returns of the salmon pack of 1921 show 592,915 cases, a little better than one-third of the pack of 1918, and less than half the average pack for the last ten years which amounted to 1,229,334 cases. Last spring there was in B.C., about 850,000 cases of salmon unsold, and consignment stocks all over the world, and during this season there were packed 592,915 cases, making a total of approximately 1,450,000 cases. To-day, the unsold stock does not exceed 350,000 cases, or in other words there have been disposed of 1,100,000 cases in this period.

"Having placed our orders for a good many of our supplies, including tinplate, we can form a rough estimate of our costs," remarked a B. C. packer, when asked by a representative of Canadian Grocer as to the prospects for the next salmon season. "Fancy pink salmon will have to sell higher than at present, or otherwise the canners will have to face another year without profits."

Herrings Now Being Packed

In an interview with one packer, Canadian Grocer was informed that the canning season for herrings is now on, but there is only one plant doing any canning, although several, it is stated, are putting up dry salt herring for the Oriental market, and some are "Scotch curing," that is, putting the larger fish into barrels under this method. Mild Scotch cured herring, this packer declared, is selling to-day at higher prices than at any time during the war period.

Pilchards are said to be in their prime now, and canning operations are in progress.

Salmon Returns

The final pack returns for salmon are as follows:—

Sockeyes

Talls	19,840
Flats	902
Half Flats	143,172
	163,914

Red Springs

Talls	5,911
Flats	18
Half Flats	30,796
	36,725

Pink Springs

Talls	93
Half Flats	5,968
	6,061

White Springs

Talls	93
Half Flats	5,968
	6,061

White Springs

Talls	1,106
Half Flats	5,860
	6,966

Blue Backs

Talls	2,761
Half Flats	4,299
	7,060

Steel Heads

Talls	241
Flats	229
Half Flats	750
	1,220

Cohoes

Talls	57,829
Flats	3,158
Half Flats	56,241
	117,228

Pinks

Talls	36,679
Flats	7,109
Half Flats	149,118
	192,906

Chums

Talls	25,342
Half Flats	35,493
	60,835

Total—592,915 cases.

Turkeys are More Plentiful For This Christmas

TURKEYS will be fairly plentiful and more reasonable in price this Xmas than for some time according to dealers. Already a number of fine birds are being picked up for the Toronto, Montreal and New York markets. A car load of the choicest turkeys went to New York and other large shipments will be made shortly.

It is impossible to predict yet what prices will be, remarked a dealer the other day. There will however be a fairly plentiful supply he believes and prices will not be nearly as high as they were. Buyers report that out in the country districts owing to the unusually early spring and very hot summer very few of the young turkeys died. Not for several years they say have the flocks come through with so few deaths.

Sells Only the One Brand of Bacon and Believes It Is a Profitable Policy

Herbert C. Smith, 84 Walnut Street South, Hamilton, Ont., Has Doubled His Turnover in Bacon, Sausages and Cooked Meats in the Past Twelve Months—Has a Good Slicer, But Never Slices Bacon Ahead of Orders

STOCKING goods of the best quality undoubtedly means increased sales, according to Herbert C. Smith, 84 Walnut St., S. Hamilton, Ont. Mr. Smith declared recently that in the past twelve months he had more than doubled his turnover in cooked meats, bacon, sausages, and pure lard, and in his opinion this is largely due to the satisfaction that customers get from buying only the best quality. "We handle only the one brand of cooked and smoked meats," Mr. Smith remarked, "and we believe it is the best that can be obtained. In fact building a reputation for first-class bacon has meant a great deal in the way of increasing trade in other lines. It pays to get a good brand and stick to it. Then you have the people coming to your store for that particular brand, as well as telling their friends about it."

Mr. Smith has a meat slicer which he would not be without. He makes it a point to slice meats for his trade just the thickness they desire, and he believes that this added service in addition to the high quality of the products, has meant much in making his turnover in meats the gratifying amount it is today. He does not slice meats in advance, but always takes the time to slice the meat as the customer wishes it.

Recently he sent out a letter to his customers and prospective customers, which is reproduced below. In it he sets forth the service his store is giving in the way of cooked and smoked meats.

HERBERT C. SMITH

GROCERIES, CONFECTIONERY AND COOKED MEATS
84 WALNUT STREET SOUTH

Dear Madam:

It may interest you to know that in the past twelve months we have more than doubled our sales of cooked meats, sausage, bacon and pure kettle rendered lard. This, mind you, without the slightest attempt at advertising these commodities. We therefore think it not unreasonable on our part to say that the quality of the goods themselves, coupled with the satisfaction they give to our many customers, is wholly responsible for the increased business.

"Be sure you're RIGHT, then go ahead" is an excellent motto, and we assuredly did this when we decided to handle the famous ———— line of meat products as put up by the firm of ————, and notwithstanding the persuasive tongue of the many meat salesmen who call on us, we stick right with the brand which has done so much to put our store on the map in the way of cooked meats.

If you have not already done so you owe it to yourself to give these QUALITY goods a trial and if you make that trial at this store you will be absolutely certain of getting the genuine ———— products, because we handle nothing else. We have the best slicer money can buy, and are glad to slice your meats just the particular thickness suited to your fancy. WE DO NOT SLICE IN ADVANCE.

We await your further patronage with every confidence that we can satisfy your demands, and wish to thank you for past business.

Yours faithfully,
HERBERT C. SMITH.

The store where "QUALITY" is at all times emphasized.

ARGENTINA'S RAISIN INDUSTRY

During the past year there has been a considerable over-production of grapes in the wine provinces of Mendoza and San Juan. The growers are consequently turning their attention to the production of raisins on a large scale during the coming season, and it is expected that the export trade can be increased. A large shipment of four classes of raisins was sent to New York on Sept. 30, by the Agricultural Department of the province of Mendoza.

FORMOSA'S RICE OUTPUT

Formosa's production of rice this year for the first crop is 12,377,000 bushels, and the production for the second crop is approximately the same, according to a report from Consul Henry B. Hitchcock, of Taikohu. The price per bushel f.o.b. Keelung is $2.27. Formosa exported to Japan during the first nine months of 1921, 3,125,000 bushels of rice valued at $4,471,000. Imports of rice into Formosa during the same period were: From Japan, 174,000 bushels, worth $581,000; from all other countries 289,000 bushels, valued at $418,000.

Kittens or Mice Disturb Matches and Cause Fire

Montreal.—Either a kitten or a mouse disturbed a quantity of matches in the grocery store of J. O. Provost, 435 City Hall Avenue, on Monday, November 28, with the consequence that the matches ignited and caused fire damage to the stock and building exceeding $14,000.

In giving testimony before the commission, Mr. Provost stated that the outbreak occurred on a staircase upon which was a stock of matches. He had been in the store at about eleven o'clock on the night previous to the outbreak, and on Monday at 3 a.m. he and his family, who resided above the store, were awakened by the smoke which entered their rooms. It was with difficulty that the family got out of the building, since the staircase which was on fire was their only means of escape. In acounting for the fire, Mr. Provost laid the blame to a kitten which he kept in the store, putting forward the theory that it or possibly a mouse had disturbed or gnawed the matches, thus causing the ignition and the fire which followed. This was the only theory that the proprietor of the grocery store could give for the outbreak of the fire and was accepted by the commission.

Matches are Dangerous

Since this is a plausible theory and was accepted by the commission, it is evident that matches in a store may be dangerous. Particular precautions should be taken by all grocers to see that the matches are kept out of the way of mice, rats, or cats, which might very easily ignite the whole stock and cause a blaze which would cause serious damage. Some grocers use old tea chests in which to pack their surplus supply of matches, or keep them in cupboards which are lined with zinc or tin. Almy's, Limited, of Montreal, have a specially made cabinet, which is lined with zinc in which to keep such lines as matches which are dangerous either in case a fire should break out, or in being the origin of a blaze that might cause the loss of the whole stock. Such a case is inexpensive to build and is both safe and handy in a store. The one in Almy's is more than a utility, it is attractive in appearance, being painted white with a panelled door.

WINNIPEG MARKETS

Continued from page 38

ed considerable strength some months ago has eased off slightly and present prices quoted by wholesalers locally are likely to prevail for some time. There is only a light demand.

RICE—

No. 1 Japan, 100-lb. sacks, lb.	0 08
Do., 50-lb. sacks, lb.	0 08½
Siam, 100-lb. bags	0 06
Do., 50-lb. bags	0 06¼
Sago, in less quantities, lb.	0 07¾
lbs., per lb.	0 08¼
Sago, in less quantities, lb.	0 09½
Tapioca, Pearl, per lb.	0 08¼

Produce, Provision and Fish Market

QUEBEC MARKETS

MONTREAL, December 7—The produce market shows much stronger tendencies with a number of advances in quotations. Hogs, on account of a keener demand among the packers and smaller offerings, are higher. Although smoked meats are unchanged in price they have a stronger tendency in sympathy with the market on hogs. Cooked meats are unchanged in price. There is no change in barreled meats. Eggs are higher in price. Butter is also advanced, with a better demand for export and higher prices in the United States which may open a market for Canadian butter across the border. Fish prices are easier. Poultry is stronger in price with an improved demand. The dealers are now offering a higher price on turkeys to the farmers and this would indicate even a further advance next week. Retailers are buying in prospect of the Christmas trade. There is no change in the cheese market, but indications are for a firmer market.

HIGHER PRICES ON BUTTER

Montreal

BUTTER—Owing to a decrease in the stocks of creamery butter and lighter receipts with a renewed strength in the market across the border, a stronger feeling is prevailing in the local market and prices show in some cases, an advance. There is a steady demand from local buyers for supplies for immediate requirements and on the whole the market is fairly active with a good business passing. Some wholesalers have already advanced their prices on creamery butter, in some cases as much as 1½c. per lb. Creamery prints are now quoted at from 42c. to 43c. per lb.

BUTTER—		
Solids, creamery	0 41	0 42
Prints, creamery	0 42	0 43
Dairy solids		0 32

CHEESE PRICES STEADY

Montreal.

CHEESE—The trade in cheese for the past week has been without any feature of note. The tone of the market is firm, but the volume of business has not been large owing to the fact that the demand for export is limited. A factor in the situation is a marked decrease in stocks on hand which would indicate a stronger tone for the future. At the present time prices quoted on cheese are quite steady and no change in price is expected.

CHEESE—		
Large, per lb.		0 21
Twins, per lb.	0 19	0 20
Do., white		0 28
Triplets, per lb.		0 21
Fancy old cheese, per lb.	0 28	0 30
Stilton, per lb.		0 35
Quebec	0 19	0 20

EGGS HIGHER IN PRICE

Montreal.

EGGS—Further strength is displayed in the egg market with prices for strictly new-laid eggs higher in some cases. Retail prices vary considerably, from $1. to $1.25 per doz. The demand in the city seems to be in excess of the supply as prices have advanced 5c. per doz. Storage eggs have also advanced. 55c. A considerable business has been done in storage eggs and in consequence stocks have been reduced to a low level, and this factor coupled with recent strength in the market across the line has resulted in an advanced price for storage eggs.

EGGS—		
Specials	0 80	0 95
Storage, selects		0 55
Do., No. 1		0 46
New laid	0 70	0 80

COOKED MEATS UNCHANGED

Montreal.

COOKED MEATS—There is no change in the cooked meat market. Prices rule steady with only a limited demand due to the season of the year.

Jellied pork tongues		0 35
Jellied pressed beef, lb.		0 37
Hams, cooked	0 40	0 45
Pork pies (doz.)		
Sausage, pure pork		0 20
Ox tongue, tins		0 65
Mince meat, lb.		0 15½
Head cheese, 6-lb. tins, per lb.		0 10
Plate beef		22 00

LARD MARKET EASY

Montreal.

LARD—The trade in lard is quiet owing to the fact that buyers in most cases have ample supplies on hand. The market rules easy with prices for Canadian refined grades unchanged.

LARD—		
Tierces, 60 lbs.	0 15	0 16
Pails, 20 lbs.	0 16½	0 19½
Tubs, 20 lbs.	0 16	0 17
Bricks	0 18½	0 19½

SMOKED MEATS STRONGER

Montreal.

SMOKED MEATS—As a result of the strength in the hog market the prices on smoked meat show a firmer tone, but there is no important change. The prospects are that if the hog market maintains its strength a readjustment of prices on smoked meats will come in the near future. There is a good demand for supplies from both local and country accounts.

BACON—		
Breakfast, best	0 33	0 52
Smoked breakfast	0 28	0 40
Smoked breakfast	0 28	0 40
Cottage rolls		0 28
Picnic hams		0 19
Wiltshire	0 32	0 35
MEDIUM SMOKED HAMS—		
Wiltshire	0 32	0 35
Weight, 8-14, long cut	0 27	0 29
Do., 14-20	0 25	0 27
Do., 20-25	0 23	0 25
Do., 25-35		0 24
Over 35 lbs.		0 23

HIGHER PRICES FOR HOGS

Montreal

FRESH MEATS—Live hogs ha gained strength during the past we with smaller offerings and a mu stronger tone. The advance in pri amounts to from 50c. to 75c. per cwt. selected light weights and prices quot here range around $10.00 per cw weighed off cars. Fresh killed sto is selling at $15.00 per cwt. at the aba toirs and country dressed is quoted $12.00 per cwt. There is no change the beef market. Prices rule easy w large offerings.

FRESH MEATS—		
Hogs, live (selected off cars)	9 75	10 00
Fresh killed		0 15
Fresh Pork—		
Legs of pork (foot on)	0 17	0 20
Loins (trimmed)	0 19	0 21
Trimmed shoulders		0 17
Untrimmed		0 14
Pork sausage (pure)		0 20
Fresh Beef—		
	(Cows)	(Steer
Hind quarters	0 10 0 13	0 10 0
Front quarters	0 05 0 07	0 05 0
Loins	0 15 0 23	0 28 0
Chuck	0 07 0 08	0 08 0

FROZEN FISH REDUCED

Montreal.

FISH—The fresh fish market r mains unchanged in price, but froze fish almost throughout is lower. Th is on account of easier shipping f cilities due to the colder weather. Ha but is down to 20c. per lb. Steak a arket cod show a reduction of 1 a 1½c. per lb. Dressed pike is al down ½c. per lb. The market shows good demand with good supplies a some improvement in the demand du to the easier prices on frozen fis There is no change in quotations o oysters.

FRESH	
Filets, 20 lb. boxes	0 17
Herring	0 07
Market Cod, fresh	0 06
Steak cod	0 08
Dressed B. C. Salmon	0 24
Haddock	0 06
Halibut	0 20
Flounders	0 10
Mackerel	0 16
White fish	0 18
Eels	0 13
FROZEN	
Skinned perch	0 14
Haddock	06
Halibut	0 20
Chicken halibut	0 17
Market cod	0 05½
Steak cod	0 06½
Doree	0 13
Qualla salmon	0 12
Dressed B. C. Salmon	0 22
White fish	0 16
Dressed pike	0 09½
Mackerel	0 13
Lake trout	0 16
Herrings	0 05½
OYSTERS	
Shell oysters, bbl.	8 00 15 00
Standard—Per No. 1 can	2 60
Do., No. 3 can	7 60
Do., No. 5	12 25
Jars—1 doz.	4 75

POULTRY IS STEADY

POULTRY—There is no importan change in the condition of the marke for dressed pountry. Prices rule fairly steady with good supplies on hand. The demand seems to have increased recently due to the decline in prices and buy-

ing for wholesale and retail trades is more active in anticipation of the Christmas season. Little can be said about prices for the Christmas season which will be determined by the supply on hand and the demand. It is expected however, that prices on turkeys will go higher as the offerings on this market are already demanding a higher price although the supply is good.

POULTRY—

Dressed turkeys	0 38	0 41
Geese	0 21	0 24
Ducks	0 28	0 30
Chickens	0 20	0 27
Fowl	0 17	0 24
Roosters	0 16	0 18
Live Turkeys	0 25	0 32

ONTARIO MARKETS

TORONTO, December 7—Butter and cheese markets are firm but fairly quiet at the moment. Holders, however, are showing no anxiety, claiming that the markets are likely to improve later on when export business is again resumed. Eggs continue to be in light supply, which has resulted in higher prices being asked this week. Cooked hams are lower in some quarters and smoked hams and bacon have a steadier tone. Barrel meats are lower. There is little change in fish, while poultry is fairly steady under heavy shipments.

BUTTER PRICES MAINTAINED

Toronto.

BUTTER—The butter market continues with a firm trend and although quotations are unchanged this week there are some in the trade who are looking for stronger prices.

BUTTER—

Creamery prints	0 40	0 43

CHEESE MARKET QUIET

Toronto.

CHEESE—Now that the season of production is over, there are those in the trade who consider cheese at present prices good property. At the moment the market is quiet and little export business has materialized. Holders of cheese, however, do not appear to be showing any anxiety, claiming that eventually the United Kingdom must come back into the market. There are no changes in dealers' prices to the retail trade.

CHEESE—

Large, new	0 20	0 21
Do., June	0 24	0 26
Stilton, new		0 24

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

EGG PRICES STRONGER

Toronto.

EGGS—Storage stocks are gradually shrinking and heavier supplies are arriving from the United States to meet the consumptive demand. Some dealers are also bringing in United States new-laid as the supply of local stuff does not show any improvement. Quotations show an upward movement, with selects at 5c., No. 1 at 48c. to 50c. and new-laid at 85c. per doz.

EGGS—

No. 1	0 48	0 50
Selects		0 55
New laid		0 85

LARD MARKET EASY

Toronto

LARD—The market continues to show an easy tendency under a moderate consumptive demand. Quotations are ranging from 16c to 17c for pound prints and 14c to 14½c on the tierce basis.

LARD—

Tubs are ½c higher than tierces and pails one cent higher than tierces.

1-lb. prints	0 16	0 17
Tierces, 400 lbs.	0 14	0 14½

SHORTENING STEADY

Toronto.

SHORTENING—The market is steady with quotations unchanged as compared with a week ago.

SHORTENING—

1-lb. prints	0 15	0 15½
Tierces, 400 lbs.		0 13

MARGARINE QUIET

Toronto

MARGARINE—There is little to report in this market, the demand is quiet with prices unchanged.

MARGARINE—

Margarine, No. 1	0 23	0 25
Do., No. 2		0 20

COOKED HAMS DROP

Toronto.

COOKED MEATS—In some quarters a reduction is announced on cooked hams while in others prices show no change. Some packers have placed their quotation on ordinary boiled ham at 33c. while others are quoting 38c. The same condition exists with square pressed hams and the prices range from 37c to 40c per lb. There are no changes in other lines.

COOKED MEATS—

Boiled hams, lb.	0 33	0 40
Do., square pressed	0 37	0 40
Boiled shoulders, lb.		0 31
Head cheese, 6s, lb.		0 10
Choice jellied ox tongue, lb.		0 62
Jellied pork tongue		0 35
Bologna	0 14	0 18

Above prices subject to daily fluctuations of the market.

BARREL PORK LOWER

Toronto

PROVISIONS—The only change in this market is a reduction in the quotations on barrel pork. Mess pork is now quoted at $31.00, short cut backs at $35.00, lightweight pickled rolls at $33.00 and heavy at $30.00 per barrel. Since the hog market has developed a shade firmer tone, smoked hams and bacon are inclined to have a steadier tendency.

Hams—		
Small, 6 to 12 lbs.	0 25	0 27
Medium, 12 to 20 lbs.	0 25	0 27
Large, 20 to 35 lbs., ea., lb.	0 15	0 19
Heavy, 35 lbs., and upwards		0 15
Backs—		
Boneless, per lb.	0 36	0 37
Rolled, per lb.		0 42
Peameal	0 32	0 34
Bacon—		
Breakfast, ordinary, per lb.	0 25	0 30
Do., special trim		0 33
Cottage rolls		0 23
Roll, per lb.		0 20
Long clear bacon, av. 50—		
Wiltshire (smoked boneless) lb.		0 26
Do., three-quarter cut		0 28
Do., middle		0 31
Dry Salt Meats—		
70 lbs.		0 19½
Do., av. 80-90 lbs		0 16½
Clear bellies, 15-30 lbs.	0 18½	0 21½
Fat backs, 10-12 lbs.	0 13½	0 15½

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	31 00
Short cut backs, 200 lbs.	35 00
Picked rolls, bbl., 200 lbs.—	
Lightweight	33 00
Heavy	30 00

Above prices subject to daily fluctuations of the market.

HOG PRICES MOVE UPWARD

Toronto

FRESH MEATS — Cattle receipts were heavy during the week at the Union Stock Yards, but the quality generally ran to the poorer grades. It is claimed by commission men that farmers are shipping cattle that should be held back for at least another month. The presence of outside competition in the hog market resulted in prices moving upward at the close of the market at the end of last week. The market opened on Monday of this week, at even a higher basis of values and as we go to press, the big packers were offering $9.90 on the fed and watered basis with outside sources offering 25c. higher.

FRESH MEAT—

Hogs—		
Dressed, light, per cwt.	13 00	15 00
Do., heavy, per cwt.	10 00	12 00
Live, off cars, per cwt.	9 65	9 90
Live, fed and watered, cwt.	9 90	10 15
Live, f.o.b., per cwt.	9 25	9 50
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 20
Loins		0 23
Fresh hams, lb.		0 21
Tenderloins, lb.		0 47
Picnics, lb.		0 14
Montreal shoulders		0 15
Boston butts, lb.		0 16
New York shoulders		0 14
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 10	0 15
Front quarters, lb.	0 05	0 08
Ribs, lb.	0 12	0 18
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 20	0 23
Hips, lb.	0 09	0 10

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 14
Spring lamb, lb.	0 16	0 18
Sheep, whole, lb.	0 05	0 07

Above prices subject to daily fluctuations of the market.

LITTLE CHANGE IN FISH

Toronto

FISH—There is little change in the fish market, the demand is rather quiet which is said to be due to the mild weather. Pike is a shade lower in price while smoked digbys are slightly higher.

FRESH SEA AND LAKE FISH

Cod steak, lb.	0 10	0 11
Do., market, lb.		0 09
Oysters, No. 1 tins	3 25	3 70
Do., No. 3 tins	9 25	11 10
Do., No. 5 tins	15 00	18 00
Do., glass jars, doz.	5 00	5 75
Do., shell, per bbl.	13 50	14 00
Smelts, No. 1, per lb.		0 18

FROZEN FISH

Halibut, medium	0 18½	0 19½
Do., chicken	0 17	0 18
Do., Qualla	0 12	0 13
Flounders	0 09	0 10
Pike round	0 04	0 05
Do., headless and dressed	0 06	0 07
Salmon, Cohoe	0 16	0 17
Do., Red Spring	0 21	0 22
Brill	0 10	0 11
Sea Herring	0 07½	0 08

SMOKED AND SALT FISH.

Haddies, lb.	0 10	0 13
Fillets, lb.	....	0 17
Kippers, box	2 25	2 75
Bloaters	2 00	3 00
Ciscoes, lb.	....	0 18
Salmon snack, lb.	....	0 24
Digby chicks, 5 to bundle	....	1 20
Boneless Digbys, 10 lb. box	....	1 65
Shred cod, box 24 cart.	....	2 20
Cod, 1 lb. tablet, box 24s.	....	3 20
Quail on toast [illegible]	....	0 14
Holland Herrings, mixed 10-lb. keg.	...	1 10
Do., milkers, 10 lb. keg	....	1 30
Labrador Herrings—		
Kegs, 100 lbs.	....	6 50
Do., barrels, 200 lbs.	....	12 00

POULTRY STEADY

Toronto.

POULTRY—Poultry continues to arrive in large volume and prices for the most part are fairly steady.

Prices paid by dealers—

	Live.	Dressed.
Turkeys	0 35	0 43
Chickens, spring	20-22	25-30
Roosters	0 12	0 15
Fowl over 5 lbs.	0 20	0 23
Fowl, 4 to 5 lbs.	0 15	0 20
Fowl, under 4 lbs.	0 10	0 16
Guinea hens, pair	1 25	1 50
Geese	....	0 23
Ducks, 4 lb. and over	0 20	0 28
Prices quoted to retail trade:	Dressed:	
Ducklings	0 32	0 34
Hens, heavy	0 26	0 28
Do., light	0 16	0 20
Geese	....	0 27

WINNIPEG MARKETS

WINNIPEG, Dec. 7—There is practically no change in the market this week. Butter has advanced, while the cheese market is showing a firmer tone and higher prices are expected. Eggs are scarce and prices are advancing. Cooked and smoked meats remain unchanged. Lard and shortening are in quiet demand. The poultry market is ruling steady and receipts are heavy. Fresh herring from Lake Superior are arriving and are selling freely. The hog market has a firmer tone.

BUTTER MARKET HIGHER

Winnipeg.

BUTTER—There has been an advance of 3c. per lb. on creamery butter. Spot stocks are reported low and the tone of the market is ruling firm. Best table grade creamery butter is quoted at 45c. per lb.

BUTTER—		
Creamery, best table grade	....	0 45
Best table grade solids	....	0 40
Margarine	0 22	0 25

CHEESE MARKET FIRM

Winnipeg.

CHEESE—There is a firm tone to the cheese market due to the export demand. The demand during the past few months has been quiet and now that export movement has started a steadier and stronger market can be expected. Large Ontario cheese is quoted at 20c. per lb.

CHEESE—		
Stilton cheese, large, lb.	....	0 24
Ont., large, lb.	....	0 20
Ont., twins, lb.	....	0 20½
Ont., triplets, lb.	....	0 21

EGGS SCARCE

Winnipeg.

EGGS—The egg market continues strong and higher prices are quoted. Packers report that the supplies of storage eggs are becoming very low and they are bringing eggs in from the United States. New laid in cartons are quoted at 58c. per doz. with No. 1 candled quoted at 47c.

COOKED MEATS QUIET

Winnipeg.

COOKED MEATS—There is no change in quotations on cooked meats. The market is quiet, due to this season of the year. Jellied ox tongues are quoted at 48c. per lb.

COOKED MEATS—		
Best quality, skinned, 8-14 lbs.	....	0 43
Do., 13-16 lbs.	....	0 41
Roast ham, lb.	....	0 43
Roast shoulders, lb.	....	0 28
Pork tongues, lb.	....	0 26
Head cheese, 6-lb. tins, lb.	....	0 13
Jellied ox tongues, lb.	....	0 48
Luncheon cooked meats	....	0 16

SMOKED MEATS UNCHANGED

Winnipeg.

PROVISIONS—There is no change in smoked meats. Prices generally are steady with a better tone due to the slightly firmer tone of the hog market. Best quality ham is quoted at 37c and best quality bacon at 45c lb.

Hams—		
8 to 16 lbs., per lb.	....	0 37
16 to 20 lbs., per lb.	....	0 37
16 to 20 lbs., per lb.	....	0 37
Boneless, 8-14 lbs., per lb.	....	0 30
Skinned, 14-18 lbs., per lb.	....	0 40
Skinned, 18 to 22 lbs., per lb.	....	0 40
Bacon, 6 to 10 lbs., lb.	....	0 45
Cottage rolls, boneless	....	0 24
Bellies, 6 to 10 lbs., per lb.	....	0 32

LARD STEADY

Winnipeg.

LARD—The lard market is without any feature of note. Buying is fair and quotations are unchanged.

Pure lards, No. 1 quality, per lb. (in tierces 400 lbs.)	....	0 15
Do., wooden pails, 20 lbs. pail	....	3 40
Shortening, tierces of 400 lbs.	....	0 14
Do., per pail, 20 lbs.	....	3 20

POULTRY STEADY

Winnipeg.

POULTRY—A fairly steady market prevails, under heavy receipts which are gradually finding their way to the storages. There is a good demand locally for poultry at reduced quotations.

Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 2 to 2½ lbs., per lb.	0 32
Fowl, 3½ lbs. and under, per lb.	0 22
Do., 3½ lbs. and up, per lb.	0 30
Turkeys, young, per lb.	37 to 40
Duck, per lb.	0 28
Geese, per lb	0 28
Roosters, per lb.	0 20

FRESH HERRING ARRIVES

Winnipeg

FISH—Fresh herring from Lake Superior is arriving in good quantities and is quoted at 8c per lb. There is a fair movement for fish with quotations generally unchanged.

FISH—	
Brills	0 09
Herring, Lake Superior, 100-lb. sacks	3 00
Halibut, cases 300 lbs., chicken	0 13½
Halibut, broken cases, chicken	0 14½
Salmon, Cohoe, in full boxes, 300 lbs.	0 16
Salmon, Cohoe, in broken cases	0 17
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 09
White"sh, dressed, case lots	0 12½
White"sh, dressed, broken cases	0 13
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East. Nat., 40 count, per count.	3 00
Fillets, 15-lb. boxes, per lb.	0 17
Salt Fish—	
Holland Herring, milkers, 9-lb. pails, pail	1 00
Holland Herring, mixed, 9-lb. pails, pail.	0 95

HOGS SHOW ADVANCE

Winnipeg.

FRESH MEATS—The hog market has a firmer tone with quotations advanced 50c per cwt. during the week. Live selected hogs are now quoted at $9.75. Receipts are light.

Hogs—		
Selected, live, cwt.	9 50	9 75
Heavier	7 50	8 50
Light	....	9 25
Sows	....	6 00
Fresh Pork—		
Legs of pork, up to 35 lbs., lb.	0 19	0 25
Spare ribs	....	0 16
Loins of pork, lb.	0 26	0 28
Fresh hams, lb.	0 20	0 26
Shoulders	0 13	0 15
Fresh beef—from steers and heifers—		
Hind quarters, lb.	0 09½	0 13
Front quarters, l		
Whole carcass, good grade, lb	0 06	0 08
Mutton—		
Choice, lb.	....	0 18
Choice long hinds (legs and loin)	....	0 24
Choice Stews	....	0 08
Lambs—		
Choice, 30-45 lbs.	....	0 20
Veal		
Good veal, 40 to 80 lbs., hind quarters	....	0 21

Getting Advertising From Sale of Stamps

Located in a residential section of a thriving Western town, a merchant who has a big call for postage stamps, upon which there is no profit, conceived a good idea to get some advertising from the sale. Customers now buying stamps at this store, receive them in a little envelop with the following printed on them. "Our only profit on these stamps is your good will. When in need of anything in our line we trust you will remember us."

A Wash Day Sale On First Monday of Month

Everybody knows that Monday is the "National Wash Day" and for that reason a merchant in British Columbia holds a wash day sale on the first Monday of every month in the year. His plan is to dress a window on Friday night preceding the sale with washboards, tubs, scrubbing brushes, cleansing powders, soaps, clothes pins, ropes, mops, etc. Each article has attached to it a price card, and usually the prices are a shade lower than the regular prices, but are not on sale until the following Monday. The idea of dressing the window for Saturday gives the customers and others an opportunity to become familiar with the sale.

Smoked Hams For Christmas Trade—

Means Big Business

This is the season to feature Smoked Hams. There should be one in every home, for they are one of the most reasonable of Smoked Meats, and are usually identified with Christmas. Try a shipment now, so that you will be in a position to supply the Christmas demand.

Be sure you get—

DAVIES' "PERFECTION BRAND" HAMS

A truly mild cured Ham, which has that fine rich flavor which soon makes itself a general favorite in the household. You will find real profit in the sale of this line. We are also makers of

"SUNSET BRAND" BACON

Write us for prices and particulars; or ask our salesman when he calls.

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL TORONTO HAMILTON

The new macaroni "Tasty Cuts"

Tasty cuts is delicious, superfine macaroni cut in convenient lengths.

It comes in attractive cartons wrapped in wax paper which keeps it fresh and crisp in any climate.

Made in our new modern plant and dried by electricity, it has a flavor all its own.

The contents of one package provide a delicious dish for a family of five.

10c. per package retail

Get it from your jobber or write direct

Dominion Macaroni Company Limited

Sales Office: HAMILTON, ONT.

The Business Builder

The grocer who keeps a close check on his best selling, most profitable lines recognizes the steady all-the-year-round demand there is for Windsor Brand —the salt which for years has had first place in purity, quality and flavor. It is a permanent business-builder. Is your stock complete?

WINDSOR BRAND

WINDSOR TABLE SALT
(for general household purposes)
REGAL TABLE SALT
(free running—in cartons)
WINDSOR DAIRY SALT
WINDSOR CHEESE SALT

Made in Canada by

The Canadian Salt Co., Limited
Windsor, Ontario

APPLES

Get our quotations before you purchase

GEORGIAN BAY FRUITS

Before you place your order for your apple requirements for winter use it will pay you to get our prices. You'll find them most reasonable and our service and delivery all you could desire.

Georgian Bay Fruits are well known for their fine quality and flavor. You can count on them to please your customers. Write us.

LEMON BROS.

Owen Sound, Ontario

Fruit, Produce & Commission Merchants

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

BRUNSWICK BRAND

Popular Sea Foods

are just the kind of tasty canned fish that will boost your Sea Food sales in a remarkable manner.

They are processed and packed under the most rigid hygienic conditions, from selected catches, the moment they are brought in from the clear, cool ocean depths, and their wholesome tempting flavor, combined with their excellent quality and most reasonable price, has made them leaders whenever they have been introduced. Try a sample order of these ready sellers to-day.

Connors Bros., Ltd.
Black's Harbor, N.B.

Winnipeg Representative:
Chas. Duncan & Son, Winnipeg, Man.

Kolacafé

REG'D

The World's Best Coffee—Essence

One bottle instantly makes 30 cups of the most delicious coffee at a cost of only 30 cents. Kolacafé is a big seller in the old country. It will be a big favorite here. Give your wholesaler a small trial order. The profit margin is excellent. It's good and it's Scotch.

Ontario Agents:
GEORGE G. YORKE, 40 Adelaide St. W., TORONTO

JOHN MACKAY & CO., LIMITED

EDINBURGH CUPAR GLASGOW

Our Xmas Fruits

Oranges	Grapes
Holly -	Wreaths
Nuts	Figs
Bananas	Raisins
Celery	Cranberries
Lettuce	Cauliflowers

are all in and shipments going forward.

Please let us have your orders early, while selections are best.

White & Co., Ltd.,

TORONTO

Y & S

STICK LICORICE

in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company

MONTREAL

Catalogue and Price List on Application.

PRIDE OF CANADA

Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Winter Trade

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina. Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. Mackenzie & Co., 95 King St. E., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

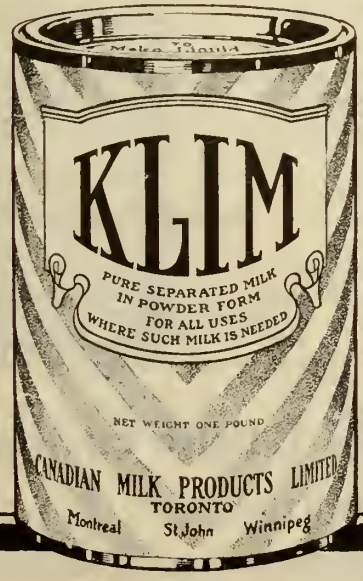
MAPLE TREE PRODUCERS ASSOCIATION LIMITED

A Good Time to Make Extra Money

Winter makes regular daily milk supply difficult. Every housewife knows the disappointment of missed delivery—the inconvenience of frozen milk—the dismay at being "caught without" milk when unexpected guests call. Every sale of KLIM you make is extra profit—business the milkman now has. This is the season of the year when you'll find it easy to induce your customers to buy KLIM---OFTEN.

CANADIAN MILK PRODUCTS
LIMITED
10-12 St. Patrick Street
TORONTO
St. John Montreal Winnipeg

B. C. Distributors, Kirkland & Rose,
VANCOUVER, B. C.


KLIM
PURE SEPARATED MILK IN POWDER FORM FOR ALL USES WHERE SUCH MILK IS NEEDED
NET WEIGHT ONE POUND
CANADIAN MILK PRODUCTS LIMITED
TORONTO
Montreal St.John Winnipeg

ROYAL ACADIA SUGAR

THE SUGAR NOW-A-DAYS

You can't fill your customers' requirements with a purer or better sweetener than "Royal Acadia"—the sugar now-a-days. From the raw cane to the finished product every process that human skill and modern machinery affords is used in making this pure, highly refined sugar.

Sold in 2 and 5-pound cartons, 10, 20 and 100-pound bags, half barrels and barrels.

"EVERY GRAIN PURE CANE"

Acadia Sugar Refining Co., Limited
Montreal, Que., Halifax, N. S.

"We Are Fishing For Your Business"

Smoked Haddies, Fillets, Kippers, Bloaters

Fresh Fish Every Day in the Year
Prepared and Salted Fish
Frozen Fish in Season
Fresh Bulk and Shell Oysters

Fresh, Frozen, Dried and Pickled Fish

Order from your dealer or direct from

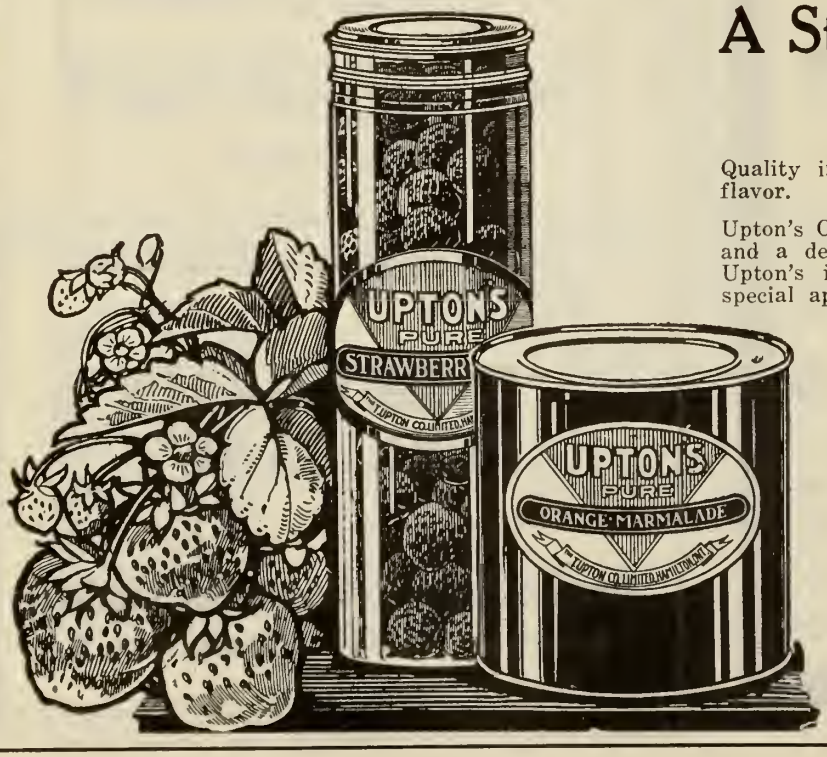
LEONARD FISHERIES, LIMITED

Branches: Canso, N.S. Halifax, N.S. St. John, N.B. Port Hawkesbury, N.S.

PRODUCERS, PACKERS, CURERS, AND DISTRIBUTORS
4 Long Distance Telephones
Head Office--
Youville Square
MONTREAL

Branches: Montreal, P.Q. Ingonish, N.S. Grand River, P.Q. North Sydney, N.S.

UPTON'S Pure Jams and Marmalades



A Store's Reputation for Quality

Quality in Marmalade is evidenced by color and flavor.

Upton's Orange Marmalade has a rich golden color and a delicious flavor that satisfies and lingers. Upton's is essentially a quality product with a special appeal to high-class trade.

Order Today

Jams and marmalades that a grocer can safely recommend to his best customer.

The T. Upton CO., Limited

HAMILTON - CANADA

Packed in
1 Gal.
1/2 ..
1/4 ..
1/8 ..

Inquiries Solicited

Aboosamra Kouri

CANADA'S LARGEST IMPORTER OF ITALIAN & SPANISH PRODUCTS

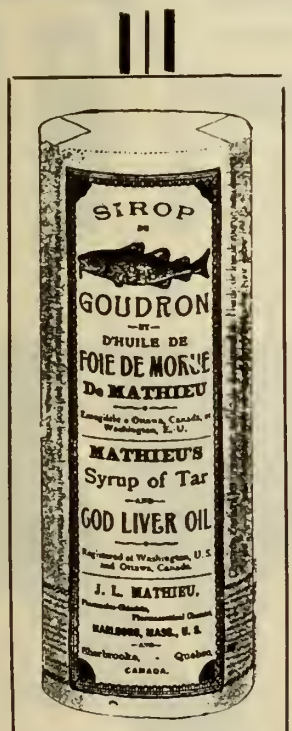
Now is the season to sell these high-class products. Send your orders for any of the following lines:

OLIVE OIL	PISTACHIO NUTS	IMPORTED RICE
OLIVES	TOMATO PASTE ITALIAN CHEESE	IMPORTED BEANS
SALAD OILS	SALTED ANCHOVIES	IMPORTED FRUITS
BLACK OLIVES	MANZANILLA OLIVES	QUEEN OLIVES

The best house in Canada to purchase Italian and Spanish products from. We guarantee the goods to be first-class quality. Representatives wanted for Winnipeg, Vancouver and Halifax.

ABOOSAMRA KOURI

41-43 BONSECOURS ST., MONTREAL



Mathieu's Syrup of Tar and Cod Liver Oil—a splendid body builder.

A Highly Profitable Side-line that is a steady Winter Seller

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

The season for Colds, La Grippe and Influenza is here again and your customers will be looking for a reliable cough remedy that can be depended upon. Why not offer them Mathieu's Syrup of Tar and Cod Liver Oil, the nationally known cough remedy that has won confidence and praise wherever it has been sold? This Mathieu remedy possesses no injurious or habit-forming drugs and its profit margin is excellent.

Try Sample Order

J. L. MATHIEU COMPANY

PROPRIETORS

SHERBROOKE, Que.

"Your Circulation Is Very Complete"

Writing from St. John, New Brunswick, Harry Horne, president of The Harry Horne Company sends us the following letter:

The Editor,
Canadian Grocer,—

During the past two months I have had the pleasure of calling on the principal grocery trade from Halifax, N.S., to Vancouver, B.C., and while my time has been well taken up with the sale of Harry Horne's "Double Cream" Custard, I have had the opportunity of making observations in connection with the trade in general and I therefore take pleasure in congratulating you on the **wide distribution of "Canadian Grocer" from coast to coast,** for everywhere I go, I find it is there before me, and appreciated by all as the **"Bible of the Trade."**

To me, this is evidence that your circulation throughout Canada is very complete, and your **paper is greatly appreciated by the many subscribers.**

Yours sincerely,
HARRY HORNE.

St. John, N.B., Nov. 19, 1921.

Prior to going East, Mr. Horne visited Western Canada and as he called on a great many merchants, he had a splendid opportunity of seeing the business papers merchants were reading. His experience again bears out our statements as to the completeness of our circulation from coast to coast.

Canadian Grocer

MAPLE LEAF
PHARMALT EXTRACT

For making Homemade Brew

Made In Canada

PHARMALT is scientifically prepared by experienced chemists and is guaranteed to be the best MALT on the Canadian market.

It has no equal for making home-made brew.

Packed in 2½ lb. tins—12 to the case

Attractively Labelled

You can stimulate your sales and make a handsome profit by selling PHARMALT EXTRACT.

Directions with every can.

We require representatives in every Province.

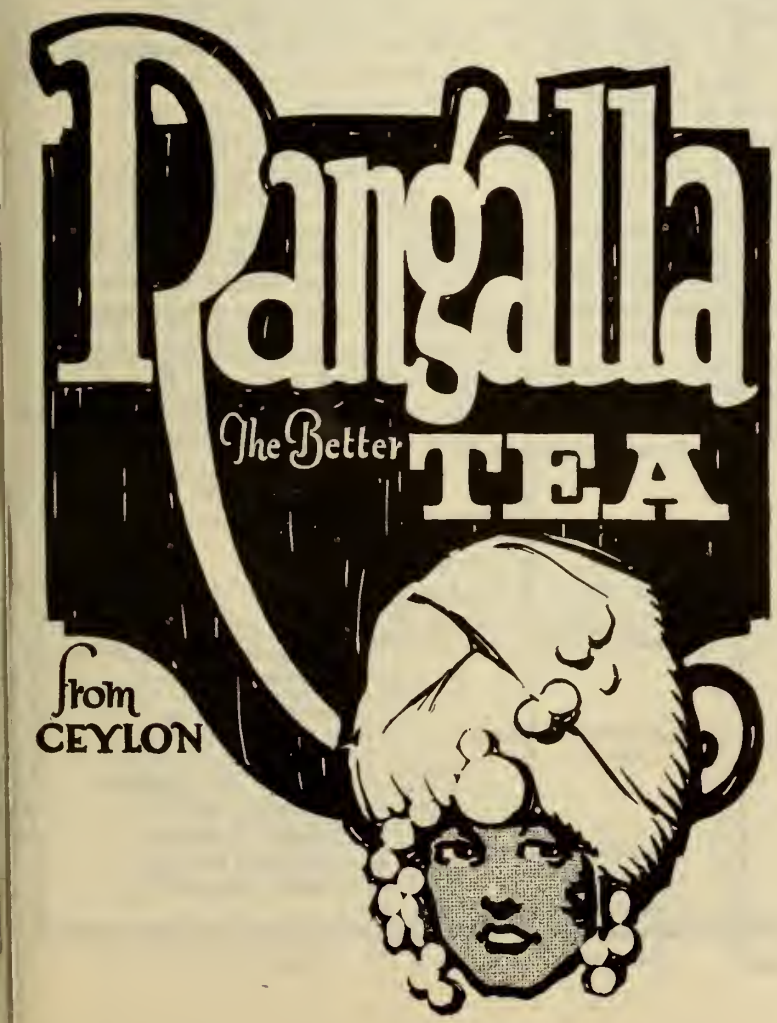
SEND YOUR ORDERS DIRECT

Also the Best Dominion Hops in 3-oz. Packages

MAPLE LEAF MALT EXTRACT CO.

REGD.

61 Canning St. - Montreal



RANGALLA

is the

TEA OF THE TIMES

YOU can tell its wonderful quality in the first cup and no tea was ever introduced to discriminating tea-drinkers that carried such uniformity of flavor in every succeeding cup.

The cut is a reproduction of what is being used in a wide field of publicity to the consumer in Western Canada.

STOCK IT NOW

and all you need thereafter do in your own territory is to invite one or other of your leading patrons to **TRY IT.**

HUDSON'S BAY COMPANY

WHOLESALE WINNIPEG

Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.
Newmarket, Ontario

Can We Help You ?

There may be certain articles that you would like to have information on. Do not hesitate to ask us. If we can be of any service to our readers it will be a pleasure to do so.

Canadian Grocer

is published in your interest, and we want to help you at all times.

Address:
CANADIAN GROCER
153 University Ave.
Toronto, Ont.

INDEX TO ADVERTISERS

A

Aboosamra Kouri & Co. 51
Acadia Sugar Refining Co. 49
Adsco Products Co. 12
Aird, D. M. & G. A. 7
Albert Soaps, Ltd. 12
Amorosi & Maligodi 16

B

Bain & Co., Dona'd H. 8
Bowser & Co., Ltd., S. F. Inside Back Cover
Blackburn, R. C. 11

C

Canadian Milk Products, Ltd. 49
Canadian Malt Extract Co. 11
Canadian Salt Co. 46
Cane, Wm., & Sons, Ltd. 54
Clark, Ltd., W. 1
Clay, Glover H., Co., Inc. 54
Colman-Keen (Canada Ltd.) 16
City Dray Co., The 10
Codville Co., Ltd. 10
Connors Bros., Ltd. 47
Connecticut Oyster Co. 28, 29

D

Davies & Co., Wm., Ltd. 45
Dayton Scale Co. Back Cover
Dominion Canners, Ltd., B. C. 46
Duncan, C., & Son. 8

E

Eddy, E. B. Co., Ltd. 4
Estabrooks Co., Ltd., T. H. 15
Eureka Refrigerator Co. Limited 7

F

Farley-Myers, Ltd. 8
Frost Moorman & Co. 11

H

Hamblin-Brereton 11
Hanson Co., Ltd., J. H. 12
Harry Horne & Co., Ltd. 4
Hudson Bay Co., (Rangalla Tea) 53

J

Johnston-Richardson Co. 7

L

Lachaine, Geo. D. 12
Lemon Bros. 46
Leonard Fisheries, Ltd. 50
Langley Harris & Co., Limited 11

M

McLaughlin, J. K. 11
Mackenzie & Co. Ltd. W. L. 8
Macdonald Reg., W. C. 2
Mackay John & Co., Ltd. 48
MacKintosh John & Sons Inside front cover
Maple Leaf Malt Extract Co. 53
Maple Tree Producers Association, Ltd. 48
Marland Woolnough Co. 6
Mathieu J. L. & Co. Ltd. 51

N

National Licorice Co. 48
New Brunswick Potato Exchange Co. 55

O

Oakey & Sons Ltd., Jno. 12
O'Donnell & Co., John J. 11
Oval Wood Dish Co. 6

P

Purnell & Panter 10
Patrick & Co., W. G. 11
Pennock & Co. H. P. 9

Q

Quaker Oats Company. 5

R

Red Rose Tea 15
Robertson Murphy Ltd. 55
Ross Can Co. 55

S

Saxonia Fruit Co. 10
Sapon Soaps of Canada Ltd. 3
So-Clean Ltd. 55
Soper, E. N. & W. E. 11
St. Arnaud Fils Cie 12
Stickney & Poor Spice Company 7

T

Tippett & Co., Ltd. 12
Toronto Pottery Co., Ltd. 55
Toronto Salt Works 55
Trent Mfg. Co. 55

U

T. Upton Co. Ltd. 5

V

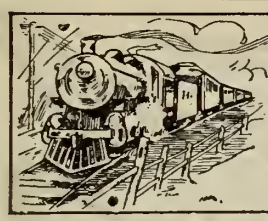
Victoria Paper & Twine Company 4

W

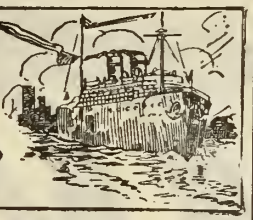
Watson & Truesdale 9
Weston Co., Limited 13
White & Co. 4
White, Cottell's 5
Williams Storage Co.
Wiley, Frank H.

Y

Yorke, Geo. G. 1



BUYERS' MARKET GUIDE
Latest Editorial Market News



TEA POTS, MIXING BOWLS
And other lines of Rockingham and Cane Ware.
Special price on Crate lots.
The Toronto Pottery Co., Limited
Toronto - Canada

TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS, GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

STRONGER COFFEE MARKET

Brazil's efforts to improve the coffee market is considered to have been successful so far. Towards the close of last year, when declining demand from the United States brought the price of raw coffee in New York to 6.28c per lb., Brazilian planters suffered greatly. Knowing that the world eventually must come to Brazil for coffee, the Government last April instituted a scheme of valorization entering the market as purchasers, with a view to restoring prices to a point that would be profitable to the planter. Standard type coffee has since advanced 70 per cent. in price, and the Government means, if necessary, to continue its support of the market for some time to come.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

Advertising
Balloons
As a Booster for Christmas Business
Manufacturers, Department Stores and others will find that Printed Balloons will produce wonderful results. Successfully used for almost every appeal to the household. Trade Marks special designs or any wording can be imprinted.
ROBERTSON & MURPHY Limited
St. Paul St. W., Montreal

Say You Saw It In Canadian Grocer, It Will Help To Identify You

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

VANCOUVER, B.C. — FOR SALE, STORAGE Warehouse in centre of City, with Trackage, also well established Truck and Dray business. Can be sold as a going concern or each separate. Apply Box 120, Canadian Grocer, 153 University Ave., Toronto., Ont.

FOR SALE—COFFEE ROASTER FOR SAMples, six-inch drum, cheap; also book "How to Tell Spices" by Gibbs. Apply 27 Sun Life Bldg., Hamilton.

SPECIAL SALE — SHOWCARDS, PRICE tickets. M. Moorby, Newmarket, Ont.

SALESMAN—Who is either calling on and in restaurant in Winnipeg, wishes to secure additional lines. Highest references from present connections. Apply Box 132

CANADIAN GROCER
153 University Ave., Toronto, Ont.

WANTED

WANTED — ELECTRIC COFFEE MILL WITH peanut butter attachment to buy at best cash price. Engeland & Son, Milverton, Ontario.

POSITION WANTED

GROCER WHO SPENT SEVERAL YEARS BEhind the counter wants position as clerk in Toronto store or wholesale warehouse. Not afraid of work and can give best of references. Apply Box 130, Canadian Grocer, 153 University Ave., Toronto.

J. & J. Taylor's Safes

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor safe 18 inches deep, two feet 9 inches wide. four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer.
153 University Ave., Toronto

SALES MANAGER WANTED

By a large Canadian manufacturer. One who is acquainted with the wholesale grocery trade throughout Canada, and who has a record of success in Canada as a salesman personally as well as in the handling of salesmen. Give age, experience and references in first letter, which will be opened by an executive of the Company and held strictly confidential. References will be used only after an interview. Address Sales Manager, P.O. Box 1934, Montreal.

When Writing to Advertisers Kindly Mention this Paper . .

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to nearest office. The offices are: 314 Carter Cotton Bldg., Vancouver; 901 Confederation Life Bldg., Winnipeg; 153 University Ave., Toronto; and Southam Bldg., 128 Bleury St., Montreal.

CANADIAN GROCER
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Cheque Enclosed is Money Order for $4 (four) dollars for 52 copies, one each week.

Name .....
(Write plainly)
Address .....
(Write plainly)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $6 a year; single copies, 25c., in advance.

Meet The Demand With Bowser Pumps

In every locality there is a certain store which serves more gasoline and oil to customers and gets more profits than competitors. Usually Bowser Piston-Type Measuring Pumps will be found in front of those stores. That's because motorists have been learning for 35 years that Bowser Pumps give clean, power-*full* gasoline accurately and quickly.

The Bowser Centrifugal Separator positively extracts all water from gasoline before it is discharged. Clean, dry gasoline burns better, makes more power and less carbon.

By installing Bowser Gasoline and Oil Handling Equipment, you, too, will get into the class of dealers who make big profits from the motor trade.

Bowser Equipment is MADE IN CANADA by

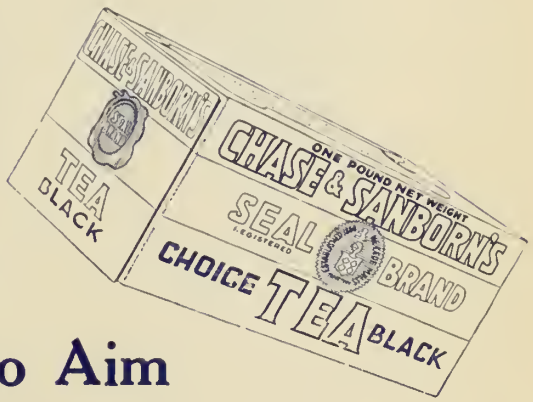
S. F. BOWSER CO., LTD., 1168 Fraser Ave., Toronto, Ont.

Write for Illustrated Booklet C-11

BOWSER ESTABLISHED 1885

PISTON-TYPE MEASURING PUMP

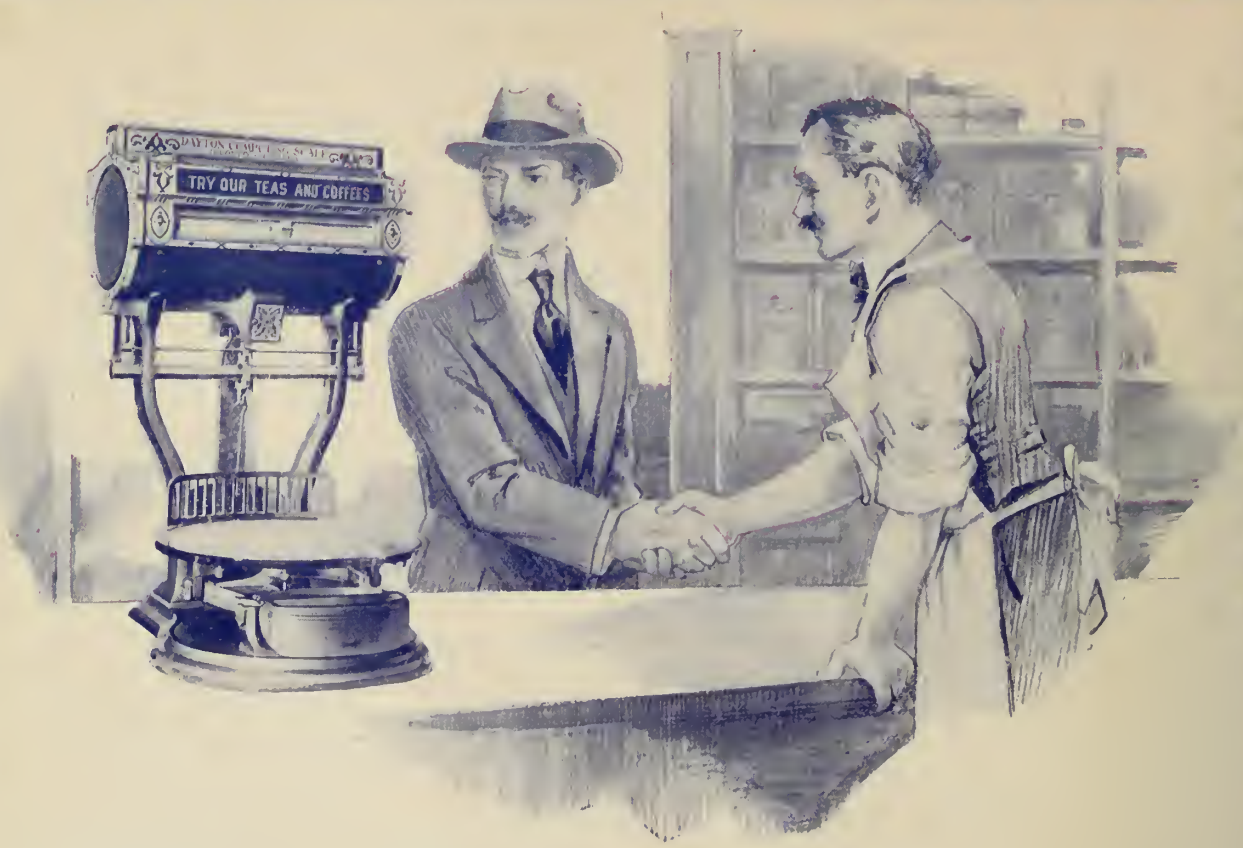
CHASE & SANBORN'S HIGH GRADE TEAS AND COFFEES



For Merchants Who Aim to Sell the Best to People Who Demand It.

CHASE & SANBORN

MONTREAL



International
SPEED
ACCURACY
ECONOMY
Business Machines

FOR LIGHTER WORK
FOR LARGER PROFIT

Dayton Grocery Scale
Dayton Candy Scale
Dayton Hardware Scale
Dayton Meat Slicer
Dayton Cheese Cutter

BETWEEN the Dayton Salesmen and their good friends, the merchants of Canada, there's a cordial and sympathetic relationship all year round.

They have an interest and a purpose in common—the selling to the world of a "Big Idea"—**BIGGER AND BETTER BUSINESS AT A LOWER COST.**

That's why there's always an electric spark of good fellowship in the contact of these "live wires"—and that's why there's a little more than the ordinary warmth in the hand clasp; a little more than the ordinary good cheer in the voice of the Dayton Salesman in extending to his good friends, the merchants of Canada, his best wishes for

A MERRY CHRISTMAS

and a Happy, Prosperous New Year.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

Frank E. Mutton, Vice President and General Manager. HEAD OFFICE and FACTORY—Royce and Campbell Aves., Toronto

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV PUBLICATION OFFICE: TORONTO, ONT., DECEMBER 16, 1921 No. 50

A Merry Xmas

Connecticut Oyster Co., Ltd.

Canada's Exclusive Oyster House

50 Jarvis St. Toronto

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of Report will be sent on request to anyone interested.

Sales records *prove*—

—that PALMOLIVE SOAP is the best seller, and greatest satisfaction builder in the entire line of toilet soaps.

Your wholesale grocer's salesman can prove this to you by his records.

PALMOLIVE SOAP is a record seller for two perfectly good reasons—

It is a surpassing toilet soap sold at an exceedingly low price.

It is the best advertised soap on the market.

We are pushing PALMOLIVE SOAP in Canada with the same tremendous driving force of advertising which has made it a household necessity in the United States.

Leading Canadian newspapers have been given a dominating, sustained, powerful schedule of advertising to create sales for YOU.

Our magazine advertising, illustrated by the finest artists, adds its selling power to the local newspaper advertising, and beautiful billboard posters add a final driving force to this sustained effort.

PALMOLIVE SOAP is such a surpassingly good toilet soap that it is a constant marvel how we can sell it at its price. It is only the enormous volume of our production that makes this possible.

PALMOLIVE SOAP contains olive and palm oils, blended into a soap of especial richness and fragrance. Its rich, creamy, soothing lather goes into the skin pores and cleanses and heals, giving that glorious glow of perfect skin beauty which is the pride of every woman.

Ask your wholesaler's salesman for our special price list and find out how your efforts in pushing PALMOLIVE multiply your profits.

Ask your wholesale grocer's salesman!

THE PALMOLIVE COMPANY
OF CANADA, Limited

Montreal, Que. TORONTO, ONT. Winnipeg, Man.

MADE IN CANADA

1417

Borden's
ST. CHARLES
EVAPORATED MILK

The Can With the Cow On It!

MACDONALD'S

The Tobacco with a heart

A Profit With Honor

There's a satisfaction in making **your** money on Macdonald's Tobacco because you know the purchaser is getting value for his. You are selling him the **best** tobacco and the **most** tobacco he can get for the amount he is expending—and he's satisfied.

There you have the business reason for business honor—it builds up a permanent trade. Macdonald customers are satisfied as long as they buy Macdonald's. And as long as they buy Macdonald's, you should see that they buy it from you. For just so long will you continue to reap the extra substantial profits from "the tobacco with a heart."

CLARK'S PREPARED FOODS

"READY TO SERVE" DISHES FOR ALL SEASONS

Corned Beef, Roast Beef, Ox Tongues
Lunch Tongues, Soups
Potted Meats, Loaf Meats
Cambridge Sausage, English Brawn
Beefsteak and Onions, Irish Stew
Canadian Boiled Dinner
Spaghetti with Tomato Sauce and Cheese
Tomato Ketchup, Table Syrup

CLARK'S PORK AND BEANS

and other good things.

W. CLARK, LIMITED - MONTREAL

High Standard of Quality Said Dominion Analyst

after testing

Old Colony Maple Syrup

Combine superior quality with 100 per cent. pure maple and you have the best maple syrup on the market—Old Colony. It gives what Canadians demand in the national product:—

PURITY—QUALITY—FLAVOR

Write for prices. All orders billed through jobbers.

CANADIAN MAPLE PRODUCTS LTD.

250 Van Horne Street, **TORONTO**

Representatives:

Manitoba, Saskatchewan and Alberta—W. H. Escott Co., Ltd., Winnipeg, Man.

Quebec—A. Dumoulin & Co., 157 Commissioners St. E., Montreal, Que.

British Columbia—Johnston-Lieber Mercantile Co., Vancouver, B.C.

Maritime Provinces — Supplies, Limited, Kentville, N.S.

MAPLE LEAF PHARMALT EXTRACT

For making Homemade Brew

Made In Canada

PHARMALT is scientifically prepared by experienced chemists and is guaranteed to be the best MALT on the Canadian market.

It has no equal for making home-made brew.

Packed in 2½ lb. tins—12 to the case

Attractively Labelled

You can stimulate your sales and make a handsome profit by selling PHARMALT EXTRACT.

Directions with every can.

We require representatives in every province.

SEND YOUR ORDERS DIRECT

Also the Best Dominion Hops in 3-oz. Packages

MAPLE LEAF MALT EXTRACT CO.

REGD.

61 Canning St. - Montreal

All of your customers use

Cream of Tartar

Why not sell them the quality product of

STICKNEY & POOR

The Cream of Tartar

bearing the name of Stickney & Poor is of the never-changing standard of excellence.

Your co-operating servant,
"MUSTARDPOT."

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

SATISFACTION !
SANITATION ! !
SAFETY ! ! !
SERVICE ! ! !

Why purchase a Refrigerator that has not these essential qualifications, when you can purchase the Eureka Refrigerator at the same price?

Install the Eureka Refrigerator and you will then know the true value of Satisfaction and Service.

We have a complete line of the popular Eureka Grocers' Refrigerators in stock for immediate shipment.

Place your order now before the Spring Rush, and we can give you the promptest attention.

Write us for prices and free illustrated literature.

Eureka Refrigerator Co., Limited
Head Office and Factories:
Owen Sound, Ontario

Kolacafé
REG'D

The World's Best Coffee Essence

Kolacafe has proven a real live profitable seller everywhere it has been introduced. It will make a hit with your customers.

Ask your wholesaler for a supply. Kolacafé has all the rich flavor of superfine coffee plus the sustaining and stimulating properties of kola, which enables consumers to withstand fatigue of the most trying nature.

ONTARIO AGENT:
GEORGE G. YORKE
40 Adelaide St. W.
Toronto

JOHN MACKAY
AND COMPANY
LIMITED
EDINBURGH
CUPAR
GLASGOW

A CANADIAN made PRODUCT

Tid-Bits OF CANADIAN WHEAT

Tid-Bits

THE ULTIMATE MACARONI PRODUCT

MADE IN CANADA BY
THE COLUMBIA MACARONI CO. LTD
LETHBRIDGE ALBERTA

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

FARLEY MYERS LTD.
Manufacturers Agents' and Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

S. G. Freeze & Co.
Wholesale Grocery Brokers and Manufacturers' Agents
806 Herald Building,
Calgary, Canada.

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

CAN GIVE YOU

SERVICE

and by **service** we mean we give our principal's account **preferred attention** in every respect; **we** have a **sales organization** second to none; **exceptional warehouse accommodation** at all points, along with the **financial responsibility** which means much to the **manufacturer** who wants some guarantee of **stability** from their representatives.

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER, MONTREAL.
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

WILLIAMS STORAGE LIMITED

W. R. WILLIAMS, PRESIDENT AND MANAGER

The Largest Storage, Distributing and Forwarding House in Western Canada

Concrete and Steam-Heated Warehouses - Excellent Track Facilities

LOW INSURANCE

"SERVICE" is Our Motto - WINNIPEG

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

Now is the Time to Buy—don't wait.

Consult these Advertising Pages.

Our Advertisers will *save* you Money—buy now.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Ship Your Goods to the Well Known Firm of H. L. Perry Co., Limited, Storage (Free and Bond.) Distributing and Assembling of Pool Cars Our Specialty

COMMISSION DEPARTMENT

Coupled with the above service, we have a Commission Department with a competent staff, operating throughout the entire West.

This department will execute any buying or selling commissions for you.

This Combination of Departments offers a service that is unique.

THE H. L. PERRY CO., LTD.
214 Princess St. - WINNIPEG

250 publications - dailies - weeklies and Farm Journals, advertise Gold Standard Tea. The Codville Co. Ltd.

7

Storage and Distribution

Winnipeg

Insurance 30c

We operate the largest fleet of motor trucks in

Western Canada

Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

The City Dray Company

LIMITED

Frost and Wood Building,
Cor. Pacific and Princess Streets.

Track P. 18 **Winnipeg**

"Saxonia Brand Fruits"

Packed in half and one-pound packages.

PRESERVERS OF

Candied, Glace, Crystallized and Drained, Citron, Lemon, and Orange Peels, Pineapple, Ginger, Assorted Fruits, Bigarreaux Cherries, Maraschino Cherries, etc.

Saxonia Fruit Preserving Co., Ltd.

Factory

First Avenue and Ernest St., Montreal, Que.

Sole Agents for Canada
The John T. McBride Co., Limited
189 St. James Street, Montreal, Canada

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

Merchandise Brokers — Manufacturers Agents
WE COVER LOGGIE, SONS & CO. CANADA
32 Front TORONTO — St. West CANADA

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

George G. Yorke
40 Adelaide Street West, TORONTO
Agent for -
Joseph Travers & Sons Ltd.
London Eng.
The largest and oldest Wholesale Grocers in the Empire.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

D. W. Clark & Sons
248 Avenue Road
TORONTO
Grocery Brokers and Commission Agents
We invite correspondence from Domestic or Foreign manufacturers who desire to secure proper distribution.

The advertiser would like to know where you saw his ad.—tell him.

R. C. Blackburn & Co.
MANUFACTURERS' AGENTS AND MERCHANDISE BROKERS
60 Front St. West
TORONTO

Standard Goods Win Abiding Trade

Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

ADSCO PRODUCTS CO.
Covering Quebec Province, 15 travellers. Are in a position to market Food Products. If you are requiring distribution get in touch with us.
Adsco Products Co.
581 St. Paul St. West. MONTREAL
Telephone Main 3726.

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

Hams and Bacon for the *Christmas Trade*

We will have a very nice line of both Hams and Bacon put up nicely in parchment paper and labels with the Season's Greetings.

These will be very suitable for selling in the piece as presents for Christmas and New Year.

Let us have your order for them early so that you may have them in stock and for display at least a week before the holiday.

F. W. Fearman Co.
LIMITED
Curers of "Star Brand" Meats
HAMILTON

Xmas Pudding And Cakes

"CAKES OF QUALITY"

WE are putting out a special line of *XMAS* puddings and cakes of extra quality which are manufactured from choice ingredients only. There is a quick turnover on these goods and it will pay you to do business with us. Samples and prices submitted on application.

D. M. & G. A. Aird
180 LAGAUCHETIERE ST. E. MONTREAL

Be Sure you Ask Your Jobber for

Dominion Spring Clothes Pins

Manufactured by
The J. H. Hanson Co., Ltd.
MONTREAL

Are You Getting Your Share of Business and Large Profits Selling Cream Of Malt & Hops?

WE HAVE, after several years, devoted to research and experiment, succeeded in producing a pure barley malt extract that stands to-day in a class by itself. Our Cream of Malt is guaranteed not to weigh under 120 degrees. Fear not to sell this brand.
It is a b'g repeater, none better for home brew. Ask your jobber or write us direct.

CANADIAN MALT EXTRACT CO.
16 Pearl St., Toronto, Ont.

ARE YOU INQUISITIVE?

If not, do not pay any attention to this.
If you are, turn to page 72.

UMART KITCHENER BRAND PORK PRODUCTS

This trade-mark on pork products is a guarantee of the highest standard of purity and quality. It's just a little thing to look for but a big thing to find.

"Top Quality" built this large modern Pork Packing Plant . . . . . .

TWELVE years ago in a modest factory **The Dumart Packing Co.** began the manufacture of Pork Specialties with their aim set on the attainment of the highest perfection in pork products. To-day the new Dumart Plant stands out as one of the most modern pork packing plants in the Dominion of Canada—a silent tribute to the successful realization of this Dumart ideal and to the popularity of their really different products.

Only the finest carefully selected pork meat is used in the preparation of Dumart's "Kitchener Brand" Pork Specialties and they're all seasoned and cooked to perfection. Their inimitable flavor and high standard quality has built up the provision department of many hundreds of successful merchants. Send for a trial supply—they cost no more than ordinary pork products. Our increased facilities guarantee you prompt, efficient service on every order.

"Kitchener" lines include the well known Kitchener mild, sweet, sugar cured Hams, Kitchener Bolognas, Kitchener Sausages, Kitchener Bacon, etc., etc.

Write for our complete list.

SPECIAL ATTENTION TO MAIL ORDERS

The Dumart Packing Co., Ltd.

"Packers of Quality Pork Products"

KITCHENER, ONT.

MASTER MASON
PLUG SMOKING
"It's good Tobacco"
MASTER MASON
THE man who smokes the big plug has reasons aplenty, aside from the real pipe enjoyment he gets from Master Mason. There is no waste: there's no loss of flavor: and there's the satisfying economy. For the big Master Mason plug is high quality tobacco at the rock bottom price.
The Big Plug 20¢

MASTER MASON
PLUG SMOKING

You Couldn't Do Better

than stock up now on MASTER MASON Plug Smoking. More and more men are realizing the ***extra value*** they get for their money in the Big Plug of MASTER MASON. The demand created by our extensive advertising campaign is bringing thousands of dollars' worth of extra business to Canadian Retailers. Are you one of those who are benefiting from this increased demand? If not, put in a stock of MASTER MASON—display it in your store—push its sale whenever you can. There's more money for you in **Master Mason.**

ROCK CITY TOBACCO CO., LIMITED

QUEBEC - CANADA

JELL-O

"Canada's Most Famous Dessert"

Now selling at a lower price

3 Dozen Case (any flavor) - - $3.50

Price to consumer, 2 packages for 25 cents

THE GENESEE PURE FOOD COMPANY OF CANADA, Limited.

MADE IN CANADA

At Bridgeburg, Ontario.

Why do so many successful grocers feature these popular

King Oscar Sardines?

Because experience has proven that these unusually high-grade sardines sell faster, are more profitable to handle and insure steady repeat sales. King Oscar Sardines are packed from only the finest selected Norwegian caught bristlings, in the purest olive oil under the most hygienic conditions. When your customers ask for sardines, give them King Oscar brand—it pays to give them the best.

Order your requirements from your wholesaler.

CANADIAN AGENTS:

John W. Bickle & Greening

Hamilton, Ontario

In the large city dailies from coast to coast, this announcement appears this week. Actual size, 13 inches deep by 8½ inches wide.

To make women better buyers

Every year more women ask us to send the FIVE ROSES Cook Book to their friends—not only at Christmas, but throughout the year. And they are paying up to 40 cents for each copy. This baking ambition has made it possible to distribute over **600,000** copies of this famous book.

No dealer can remain indifferent to the tremendous educational force of this publicity. That it is making FIVE ROSES flour the leading staple is a mere by-product, the big thing is that it is making women better buyers of every baking ingredient—**and that covers the greater part of the grocer's stock.**

The housewife who is once accustomed to FIVE ROSES flour looks for equal quality all along the line. The grocer who enjoys her trade is building on a firm foundation.

LAKE OF THE WOODS MILLING CO., LIMITED

Offices in 16 Canadian Cities

Head Office - MONTREAL ***Western Office - WINNIPEG***

FIVE ROSES
COOK BOOK
for Xmas!

"The Taste Will Tell"

WESTON'S

(*ASSORTED*)

CHOCOLATE BISCUITS

If you want to give your customers a real treat in high-grade confectionery and also materially add to your profits this Christmas it will pay you to display and recommend Weston's delicious Chocolate Biscuits.

These rich, temptingly flavored **Weston Kreemie and Fruitie Chocolates, Chocolate Macaroons, Chocolate Marshmallows and Chocolate Short-Breads,** are attractively put up in one-pound gay orange boxes.

We can guarantee you rapid service on last minute rush orders.

GEORGE WESTON LIMITED

COR. RICHMOND AND PETER STS., TORONTO

SELLING AGENTS:

MARTIN & McMULLEN
Ottawa, Ont.

A. DUNN
Quebec City, P.Q.

C. E. CHOATE & CO'Y
Halifax, N.S.

T. G. SPENCER
Sydney, C.B.

Bodley's
Chocolate
KISSES
5¢ Each
A Delicious Confection
Dipped in
Finest Chocolate
Bodley's Chocolate Walnut Kiss
Bodley's Chocolate Marshmallow Bar
Bodley's Chocolate Lunch
Bodley's Fruit Cake Bar
Bodley's Chocalate Smacks
BODLEY'S fine new chocolate creations are delightfully different confections that will prove mighty popular and profitable sellers for your Xmas candy department. Our price list will interest you.

C. J. BODLEY, LIMITED, TORONTO

WINE CORDIALS

A very superior line of attractively labeled wine cordials for Christmas and New Year selling, including

PORT
GRAPE
GINGER
BLACK CHERRY

These wines are carefully packed in partitioned shipping cartons—1 doz. to a carton. The cartons will carry safely in the coldest weather.

Price $4.25 per dozen, freight paid on 5 dozen and over to Ontario points.

You can easily sell one dozen of each flavor in the Christmas and New Year season. Write us to-day. We can make prompt delivery.

FRED COWARD
402 Spadina Ave., Toronto, Ont.

Christmas Specials

For Immediate Delivery

New Shipment of Italian Sorrento Walnuts

Italian Baked Figs with Almonds in Baskets
Imported Fancy Cheeses
Dutch Wine Biscuits
Bar le Duc Currant Jelly
Italian Nougat Candy
Russian Caviar with Truffles
Dried Nuts and Figs

Write or Wire for Prices

Amoroso & Malagodi Company, Limited
119-121 St. Henry Street
MONTREAL, P. Q.

A Christmas Gift of a Package of Red Rose Tea!

You have some very good customers whose trade you value highly, and which you always recognize in some way at this season of the year.

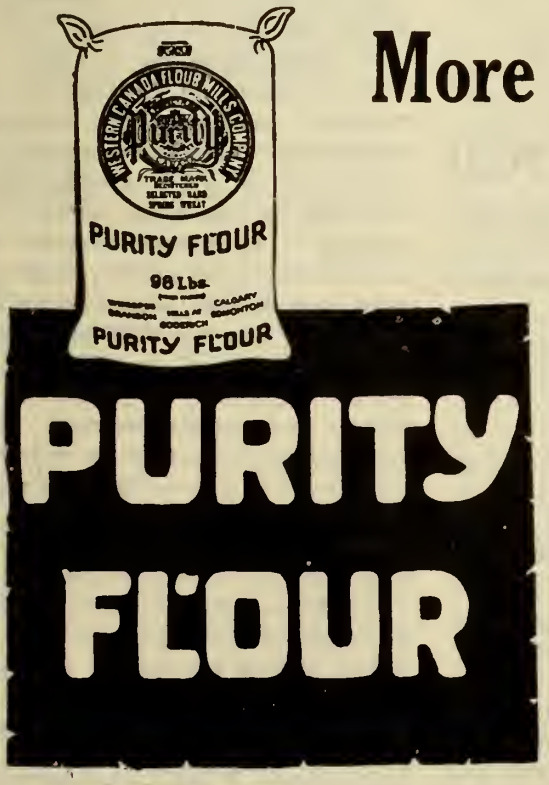
Why not send them each a package of Red Rose Orange Pekoe Tea. There is nothing so good that costs so little, and you can go right to the heart of a woman with a cup of good tea. They'll be pleased as punch.

It'll mean good advertising for you; cups of jolly good tea for your patrons and more business next year.

Do it while you're thinking about it.

T. H. ESTABROOKS CO., LIMITED

MONTREAL ST. JOHN, N.B. TORONTO WINNIPEG CALGARY



More Customers-More Sales

Let PURITY Window Displays work for you. Take advantage of their power to create new business. Write to-day about our offer.

Western Canada Flour Mills Co., Limited

TORONTO WINNIPEG

COLMAN'S KEEN'S

These two superior mustards are known and preferred from coast to coast by Canadian housewives. Their greater strength makes them go farther than ordinary kinds and their high standard of quality never varies. A trial supply will tell you why so many successful grocers handle them exclusively.

COLMAN-KEEN (Canada) Ltd.
520 KING ST. W., TORONTO

Canada's Problems Reviewed by Officials of Bank of Montreal

The addresses of the President and General Manager of the Bank of Montreal, at the annual meeting of shareholders of that institution, were the authoritative pronouncements of men of international standing in matters of finance, and as such they will undoubtedly be followed with much interest both in this country and abroad. Every year the addresses at this annual meeting are looked forward to with keen anticipation by merchants and manufacturers because of the comprehensive analysis that they provide of financial conditions in Canada, and because they afford guidance in the general business policy to be followed during the coming year.

Must Deal With Railway Situation

In the view of Sir Vincent Meredith, the way to sustained improvement in trade is not yet clear, but that improvement will be hastened when labor realizes that war inflated wages cannot continue, and that more efficiency and greater production are absolutely necessary in order to bring prices down to a level that will stimulate consumption and thus provide increased enployment. His warning as to the evil effects of heavy taxation in stifling industry and enterprise is one that will be cordially endorsed by all thinking men, and one which those who direct our public affairs surely will not dare to ignore. And Sir Vincent merits public thanks for the courageous way in which he dealt with the railway problem; in particular for his uncompromising declaration that no marked improvement can be expected in the present burdensome conditions so long as the roads continue under public—which, as he said means political—ownership and operation. Both Great Britain and the United States have realized the financial chaos inseparable from such ownership and operation, and have adopted the only remedy. Let us hope that Canada will profit by their example before the country is plunged still deeper into debt.

Retail Forces Out of Line

Sir Frederick Williams-Taylor undoubtedly placed his finger on one of the weak spots in our present trade condition when he said that while on the one hand the purchasing power of the products of our natural resources was at the lowest level reached for several years past, in other directions we still had high prices, and retail prices were conspicuously out of line. It is on the purchasing power of the products of our natural resources that we must place our main dependence for a revival in trade, and it is obvious that there can be no sustained improvement until the prices of other commodities are commensurate with that purchasing power.

Summed up, the most obvious needs of Canada at the present time, in the opinion of these two eminent financiers, are drastic economy in the conduct of public affairs, a solution of the railway problem on the basis of private as against political ownership and operation, a vigorous immigration policy for the peopling of our waste spaces by diverting to Canada the stream of immigrants that formerly flowed elsewhere, and deflation in the cost of labor.

CANADIAN GROCER

VOL. XXXV. TORONTO, DECEMBER 16, 1921 NO. 50

Punch Boards Illegal Under Lottery Act

Operation of The Same in Western Canada is Reported—How They Are Operated and What the Law Says in Regard to The Same—Persons Found Guilty of Operating These Boards Are Liable to Imprisonment and Heavy Fine

THE FOLLOWING letters have been recently received from subscribers in Saskatchewan and Manitoba.

Editor, Canadian Grocer:

A short time ago someone asked your opinion re Punch Boards, and you stated they were illegal. Would you please write that up again more fully and show the Act under which they are illegal. In this city they are being operated in nearly every cafe and some other places. On some boards as much as $150 in gold is displayed, but the only prizes that appear to go out are a cheap cigar or collar button. About two years ago one seizure was made by the police, but the case has apparently never been definitely decided.

Yours truly,
J. R. K.

Editor Canadian Grocer:

Will you kindly advise us if Punch Boards are allowed to be sold in Ontario?

Yours truly,
C. S. W.

How Punch Boards Operate

The method of operating a punch board is familiar to many merchants but to those merchants who are not acquainted with the modus operandi, it might be interesting to explain the system. The punch board is a shallow box divided into small sections about one inch square. In each of these squares is placed a small piece of paper with a number on it and over the whole is pasted a piece of paper, with the sections indicated. There is also a card on which is printed a list of the prizes and usually there is a grand prize valued at $3 to $5. The customer pays ten cents to try his luck, punching one section and taking out the slip of paper with a number on it. As there are more low prizes than high ones, consequently the prize is usually a cheap cigar, collar button or cake of chocolate valued at five cents. As the customer pays ten cents for each try, the other five cents is supposed to go toward the cost of the grand prize. But supposing the first person to take a try at the board, is lucky in drawing the number for the big prize, there is nothing to indicate to the next person that the prize is gone and he is led to believe that he has still a chance for the big prize. This goes on until all the numbers are punched.

Absolutely Illegal

The operation of these boards is absolutely illegal under the Dominion Lottery Act. It is entirely a game of chance and the operator of one is open to conviction under the Act, and liable to a two years' imprisonment and a fine of two thousand dollars. Not only that, but under the same Act, every person who buys a chance is guilty of an offence and under conviction is liable to a fine.

A few years ago these boards were quite numerous, but for a time it appeared that they had disappeared. Recently, however, the punch board is again reported in operation in the different provinces. There have been several convictions recently on information being sent to the Chief of Police in the city wherein they were operated.

What the Act Says

The Lottery Act under which punch boards are classed is as follows:

1. Every one is guilty of an indictable offence and liable to two years imprisonment and to a fine not exceeding two thousand dollars who,

(a) Makes, prints, advertises or publishes, or causes or procures to be made, printed, advertised or published, any proposal scheme or plan for advancing, lending, giving, selling or in any way disposing of any property, by lots, cards, tickets or any mode of chance whatsoever or,

(b) sells, barters, exchanges or otherwise disposes of, or causes or procures, or aids or assists in, the sale, barter, exchange or other disposal of, or offers for sale, barter or exchange any lot, card, ticket or other means or device for advancing, lending, giving, selling or otherwise disposing of any property, by lots, tickets or any mode of chance whatsoever, or

(c) conducts or manages any scheme contrivance or operation of any kind for the purpose of determining who, or the holders of what lots, tickets, number or chance are the winners of any property so proposed to be advanced, loaned, given, sold or disposed of.

2. Every one is guilty of an offence and liable on summary conviction to a penalty of twenty dollars who buys, takes or receives any such lot, ticket or other device as aforesaid.

3. Every sale, loan, gift, barter or exchange of property, by any lottery, ticket, card or other mode of chance depending upon or to be determined by chance or lot, is void, and all property so sold, lent, given, bartered or exchanged, is liable to be forfeited to any person who sues for the same by action or information in any Court of competent jurisdiction.

4. No such forfeiture shall affect any right or title to such property acquired by any bona fide purchaser for valuable consideration without notice.

5. This section includes the printing or publishing, or causing to be printed or published, of any advertisement, scheme, proposal or plan of any foreign lottery, and the sale or offer for sale of any ticket, chance or share, in any such lottery, or the advertisement for the sale of such ticket, chance or share, and the conducting or managing of any such scheme, contrivance or operation for determining the winners in any such lottery.

Freight Reduction Makes Little Change In List Quotation On Sugar

Decline is Very Slight in the Case of 100 Pounds of Sugar Between Montreal and Toronto, But Where a Carload of 300 Bags Is Concerned, it Amounts to Slightly Over Four Dollars

"NEW BOOKS covering equalized freight rates for the sale of refined sugar should be available early in the New Year," Secretary A. C. Pyke, of the Canadian Wholesale Grocers' Association told a representative of Canadian Grocer the other day. Discussing the recent decline in freight rates, Mr. Pyke stated that the reduction was so small, that in sales of sugar to the consumer there would be practically no difference in quotations on account of lower rates.

Really Only a 4 Per Cent. Decline

The amount would be so small in the case of 100 pounds of sugar that the price will be little affected on this account. Of course where a carload of sugar is purchased the item of freight reduction is more important. Where a car of sugar totals three hundred bags, the reduction in freight between Montreal and Toronto, in the car, amounts to $4.08. The freight rate on 100 pounds of sugar between Montreal and Toronto has been up to December 1st, 34 cents. The reduction is not a straight ten per cent. on this amount, but ten per cent. on the advance of October 1920. It is really only a four per cent. decline on the rates existing on December first. In the instance of freight from Montreal to Toronto the reduction only amounts to 1.36 cents per hundred, or on a car of 300 bags slightly over four dollars.

Under the system of equalized rates grocers in towns and cities in Ontario are quoted on the basis of the Montreal price plus the freight rate from Toronto to the particular town or city. Thus for example the equalized freight rate from Toronto to Leamington, Ont., before the reduction came into effect, was 70 cents per hundred pounds. At today's Montreal price of sugar, $7.50 per hundred, the price to the trade in Leamington would be $8.20. According to the lower rates now existing the reduction in the freight charges on 100 pounds is only 2¾ cents, but on a car of three hundred bags the reduction totals $8.25, a fairly considerable item to a retailer purchasing a car of sugar.

But in the case of buying small lots the retailer can make little difference in his quotation per hundred pounds.

"Too many people are laboring under the impression that the decline in freight rates is ten per cent. on existing rates at the time of announcement," Mr. Pyke added. "Of course this has led to some confusion. The ten per cent decline is only on the increase made effective in October of last year."

The forty-first issue of the equalized freight rates for the Province of Quebec have almost been completed, and it is expected they will be ready for distribution by the 15th of this month.

Chain Store Defender Answers Traveler

Claims These Stores Are Responsible for Bringing Down High Prices — Quantity Purchases Gives Them Advantage, He Says.

By D. J. GEHAN, Manager Dominion Stores, Calgary, Ont.

"THE CHAIN stores are not having it all smooth sailing in the small town district." This is the sentence which appeared in the Canadian Grocer on December 9.

The editorial goes on to say that in a small town of three or four thousand people, that the chain stores were undersold by the other merchants, on sugar which was offered to the trade at 25c or 30c less than the price offered by the chain store. Further it says that a large number of farmers "will purchase their groceries where they can buy the cheapest sugar."

"I think that if the traveler referred to would acquaint himself a little closer with the retail grocery business, he would change his opinion very soon. We have a great deal of the farmers' trade here and we find that they, like everyone else, will and do buy all their groceries where they can get the very lowest price, and of course, the highest quality and our business shows here that the Dominion Stores are the headquaters.

Buys In Large Quantities

"Our firm has over 130 branches throughout the Dominion, and are the largest chain in the Dominion of Canada. We buy in such large quantities that we take advantage of discounts available and now comes the case of sugar which was referred to in the statements made by this traveler in Canadian Grocer of December 9.

"Sugar to-day, is quoted at $8.04 Toronto and cartage added to this amount will at least be 10c a bag, which if done for this is very reasonable. Now, we have been selling sugar this week at $7.90, pure cane, and I am of the opinion, that there is no competition here to meet this price.

"Our one aim in supplying the people with goods is to have then clean and fresh and of the highest quality. Our goods arrive fresh twice a week, and sell themselves because none of our many customers ever hesitate in buying because they know that we have nothing but fresh, clean and high quality goods, which are all backed up by service and courtesy. With this in mind, we are steadily moving ahead, as a vast growing concern and to day, hold the title of being the largest chain in the Dominion and claim the credit of saving the people thousands of dollars on their grocery bills. We are daily adding new names to our long list of many satisfied customers.

"Canadian Grocer invited the expression of opinion of others in the trade and I herewith submit the same, in defence of the opinion voiced by the traveling salesman, in the issue in question."

Associated Biscuit Manufacturers, Ltd., in the Old Land

London, England.—(Special).—The Associated Biscuit Manufacturers, Limited, has been formed in the Old Country to acquire the shares of Huntley & Palmers, Limited, and Peek, Frean & Co., Limited, English biscuit makers. The two companies will continue to carry on business in their own names, each retaining its own individuality. All the Directors of the two Companies retain their seats on their respective boards, and the board of the holding company will be drawn from the directors of both companies.

W. Howard Palmer, chairman of Huntley & Palmers, Limited, will be the chairman of the board of the holding company, and Arthur Carr, chairman of Peek, Frean & Co., Limited, will be the vice-chairman. John Carr, managing director of Peek, Frean & Co., Limited, will be deputy chairman; Herbert Pretty, managing director of Huntley & Palmers, Limited and Lt.-Col. C. V. Jones, C.B.E., director of Peek, Frean & Co., Limited, will be managing directors.

QUEBEC DOUBLES HONEY OUTPUT IN SEVEN YEARS

Quebec.—The production of honey in the Province of Quebec, has more than doubled in the last seven years. From 1,500,000 pounds in 1914, it has increased to 3,800,000 in 1921. There were in the first year of the war only 3,200 farmers interested in the production of honey, while today the number of producers is 6,300. These figures were given out in an address delivered by C. Vaillancourt, chief of the Honey Production Branch of the Department of Agriculture of the Province of Quebec.

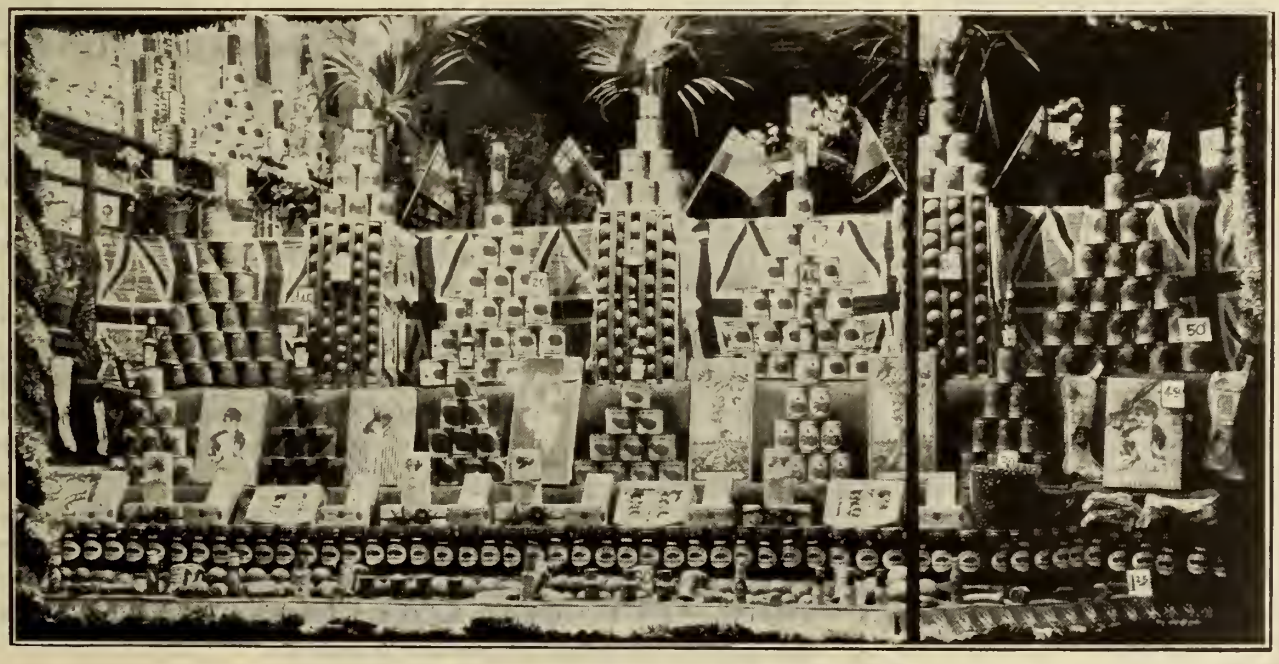
Wines In Window Increase Sales

A Splendid Record of Sales Follows an Effective Display of These Wines—Lower Picture Illustrates How a British Columbia Merchant "Features" Specialties in a Christmas Selling Window

THE top illustration is of the Christmas window display of McDonald & Forman, Brandon, Man., as used last year. One of the features of this window is the prominence given to bottled wines and upon which this firm had a splendid record of sales. These wines are displayed on kegs, covered with red and green crepe paper. Around the kegs are hung Santa Claus stockings. Between the kegs are other stands, upon which are shown oranges, grapefruit and crackers. On the floor of the window, and close up to the glass, are candies, nuts, Christmas cake, puddings and other seasonable delicacies.

The lower picture illustrates the Christmas window display of J. F. Fumerton & Co., Kelowna, B.C. Although the lines shown are a little different than those in the top picture, it is nevertheless a good selling display, and one which attracted a great deal of attention. In the bottom row are arranged bottles of stuffed olives, ground almonds, olive butter, jars of horseradish, salad dressing, capers, and meat sauces.

The decorations are in green and red, giving a Christmas effect. Small, neat price tickets were on different articles, assisting the shopper in making a selection.



Advertises Himself Into Mayor's Chair

Merchant Conducting a Fruit and Meat Market Links His Political Advertising With His Features on Fruits and Meats, And is Himself Surprised at the Results—Started His Advertisements With Election Talk During the Campaign

From Printer's Ink.

MERCHANTS aspiring to municipal honors might find some useful information in the following article which recently appeared in Printer's Ink:

When the people of Youngstown, O., awoke on November 9, they found that George L. Oles had advertised himself into the mayor's chair. In their morning papers there was not only the official announcement of returns, but there was also an advertisement of the Fulton Fruit and Meat Market, of which Mr. Oles is proprietor.

At the head of this advertisement was the following note:

THANKS! THANKS! THANKS!

There is nothing much that I can say to you to-day. Only that I appreciate the support the public gave me in electing me mayor of this great city and that I hope to be able to fulfil my promises and I feel sure that anyone who voted for me will not be disappointed. Thanking you for your support and your patronage to my market, I remain,

Yours very truly,
George L. Oles.

Below this were the captions, "Winter Potatoes, $3.75 a Bag," and "Oysters, Oysters, Oysters," followed by eleven inches of market advertising, three columns wide.

This advertisement was characteristic of the new mayor's whole campaign.

Always a Belief In Advertising

Not many months ago Oles was a farmer-merchant, who owned a store in Youngstown, and lived and worked on his farm outside of the city. He had always been a believer in advertising, and his advertisements for the Fulton Fruit and Meat Market had been appearing for years in the local papers.

One day, more or less as a joke, he announced that he was going to run for mayor. To his surprise people took him seriously. Grasping the possibilities of the situation he moved at once to a hotel in the city, established a residence and started out to advertise his way into the mayor's office.

Every day the advertisements of the Fulton market carried at their head several inches of political talk. This was not entirely free from the good old-fashioned bunk which is so closely tied up with a mayoralty election, but for the most part it talked straight from the shoulder. Oles made a lot of promises, but there was a ring of sincerity in each one.

Following his political talk was always run the regular advertising for his market. Politics and groceries, taxes and grape fruit, police department and sweet potatoes were mingled in advertisements, which not only sold more groceries and meats, but gradually began to sell Oles himself.

400 Votes Ahead

At first the regular party organizations looked on his candidacy as a joke—as Oles himself had in the beginning. But before the election was over they found that they had a serious competitor. By this time Oles was using almost every form of advertising, from sandwich men to window cards. He had parades, in which there were three brass bands—and he told the people about them. Each advertisement carried a schedule of his meetings, and invited citizens to call at his store for advertising matter.

When the votes were counted it was found that Oles, without the backing of any established political organization had won out by more than 400 votes over his nearest competitor, who was then mayor.

Oles himself attributes his success to his newspaper publicity and the frankness of his political talk. He wrote the copy himself, and it reflects his personality in every line.

He sold himself to the people of Youngstown because he offered them something definite, something they wanted.

PIONEER IN RICE MILLING TRADE PASSES AWAY

Donald William Ross, a pioneer in the rice milling trade in Canada passed away in his home in Westmount, Que., last week. The late Mr. Ross started his business life with Rimmer, Gunn & Co., wholesale grocers. Early in the seventies he started in business for himself and was an importer of Mediterranean dried fruits under the firm name of Ross, Hall & Co. His interest in the rice milling trade led him in 1882, to organize the Mount Royal Milling and Manufacturing Co., Limited, of which, at the time of his death he was president. He is survived by five sons and one daughter.

Good Things in Store for the Readers of Canadian Grocer

THE time of the annual inventory taking is approaching. When the Christmas "rush" has spent itself, stock-taking will be the subject uppermost in the minds of all grocers, particularly with merchants who take stock on the first day of the year. Canadian Grocer is anticipating your interest, and in next week's issue, and also the one following, timely articles on the subject of inventory taking will be published.

The grocer wants to know all there is to know on this subject. It sometimes is a perplexing one to him. In the issue of December 23, that is next week, Henry Johnson Jr., whose long years of experience in the grocery trade enables him to talk in an advisory capacity on almost all subjects dealing with the business, will talk to the readers of Canadian Grocer on the subject of "Take Inventory on Correct Basis—Enter 1922 with a Clean Record." Another article will deal with the experience of another merchant in Western Canada, on the subject of "Computing Credit Losses at the End of the Year." These are practical subjects that will be most opportune, and which should be read by all subscribers of Canadian Grocer. In addition to these features, this issue will be the annual Christmas Greeting number.

Sugar Exports Higher Than In 1920

Canada's Exports for Five Months Ending August, 1921, Amount to 67,000,000 Pounds as Compared With 60,000,000 Pounds in the Same Period in 1920, But During the Same Months in 1919, 132,000,000 Pounds Were Exported

FOR THE five months ending August 31 of this year, Canada's exports of sugar amounted to a little over 67,000,000 lbs. as compared with 60,000,000 lbs. for the five months in 1920 and 132,000,000 lbs. for five months of 1919. Owing, however, to the slump in prices the 67,000,000 lbs. were worth on'v $5,800.000 as compared with $10,-000,000 for the 60,000,000 lbs. For the corresponding months, however, in 1920, practically the whole of Canada's exports were sent to the United Kingdom, over 65,000.000 whereas only 350,000 lbs. went to the United States, the two countries resuming again a more normal relative position.

The export business during the past five months or more has been limited in the main to two companies, and particularly to one company. The explanation of its ability to export to England in competition with the United States was that it had contracted for large quantities of raws and had brought these into the country and had already paid duty on them and hence it paid them to send the raw sugar out again in a manufactured state getting a refund of 99 per cent. of the duty, rather than to manufacture the sugar in Canada under a heavy loss, as the price of raws had dropped very greatly in the meantime. In other words, this company may be said to have lessened its losses on its export business rather than to have made any real profit in the ordinary sense of the term.

22,000,000 lbs. in August Alone

The export business is still continuing for in the month of August nearly 22,-000,000 lbs. were shipped out of Canada of which over 20,000,000 went to the United Kingdom as compared with 2,500 lbs. in August, 1920.

Had 83,500 Tons of Raws on Hand!

The most interesting part, however, of the history of the industry, is revealed by official figures from Ottawa. These figures bear out the theory that at the beginning of the present year the refineries of Canada were loaded down with raw sugar that they had purchased in the latter part of last year and had not been able to liquidate owing to the sudden slump in demand for sugar all over the world. One figure is almost startling, namely that on January 1, 1921, Canadian refineries had on hand 167,000,000 lbs. of raw sugar whereas on January 1 of the previous year they had on'y 19.000.000 lbs. This sugar had been purchased at high prices and there was a loss of anywhere from 5 to 10 cents a lb. and in some cases more before this was finally used up late in the present year.

Liquidated 100,000,000 lbs. of Refined

This legacy from last year continued far on into the present year for by the end of April the stocks amounted to over 70,000,000 lbs., but this, on the other hand, was nearly 100,000,000 lbs. less than the refineries had on hand at the beginning of the year. This total of 70,000,000 is very high as compared with figures of the present Fall, for at the end of September the refineries had less than 20,000.000 lbs. of raws on hand. Below is a table showing the amount of raws on hand at the different dates as compared with corresponding periods in the previous year:

(Shipments of refined)

	1921	1920
4 weeks to Oct. 8....	63,022 056	34,531,607
Jan. 1 to Oct. 8...	649,306,211	649,528,123

(Receipts of raws)

	1921	1920
Jan. 1 to Oct. 8...	476,609,094	*799,642,837

*Indicating enormous stocks that were being laid in last year—far too much for the demand, as it turned out.

	Raw sugar on hand	Raw sugar on hand corresp. period 1920
Sept. 17	25,394,641	69,128,890
Sept. 24	16,444,914	94,399,528
Oct. 1	21,598,729	98 207,681
Oct. 8	29,128,069	91,719,422
On Jan. 1, 1921...	167,011,429	19,134,628

(Receipts of Raw Sugar)

Week ended	1921	1920
Sept. 17	9,164 919	32 670,717
Sept. 24	26,029,959	11,810,937
Oct. 1	28,312,236	1,101,534
Oct. 8	5,349,404	6,341,318
Total, 4 weeks....	68,856,518	51,924,506

	Refined sugar on hand in 1921	Refined sugar on hand in 1920
Jan. 1	73,686,478	35,855,683
Sept. 17	26,814 610	*93,588,902
Sept. 24	27,642,739	93,794,814
Oct. 1	32,213,842	93 690,083
Oct. 8	38,423,505	91,742,487

*Indicating refineries had by this time loaded up warehouses and could not lessen stocks on hand.

The returns show that up to October 8 of this year the Canadian refineries brought in 476.609,904 lbs. of raws, whi'e in the corresponding period of 1920 the amount was 799,642,837. What a chance there for losses with the market passing away from their grasp and prices tumbling.

The figures of production for the present year to Oct. 8, the latest figures available, show a total of 549,448,918 lbs., or 274,724 tons, as compared with 618,489,856 lbs., or 309,244 tons during the corresponding period of 1920. The 594 millions of lbs. do not represent the total sales of the refineries this year, however—they were doing pretty well in getting rid of those huge stocks on hand at the beginning of the year, and their total shipments to Oct. 8 were 649,000,000, or almost an exact 100,000,-000 lbs. more than they had manufactured in the time, representing liquidation of stocks on hand.

The figures show another interesting point, that the sugar business is far more brisk at this time than one year ago, for during the four weeks ended October 8 the shipments of Canadian refineries, including export business, amounted to 63,000,000 lbs. as against 34,000,000 in the same perior one year ago.

Raw Sugar Stocks Down 78%

One more favorable factor appears by a study of the statistics, that is, the stocks of raw and refined sugars on hand are far less than one year ago. The raw sugars compare as 20,258,363 lbs. compared with 92,397,652 one year beofre, while the refined sugar on hand on October 8 was only 38,423,505 lbs. as against 91,742,487 lbs. at the corresponding date one year ago.

The following tables will indicate the contrasting situation:

Week beginning	Refined sugar man'f'd '21	Refined sugar man'f'd '20
Sept. 17	17,506,993	7,413,666
Sept. 24	16,787,154	7,906,289
Oct. 1	19,134,945	6,692,858
Oct. 8	14,254,715	6,557,642
Total, 4 weeks....	67,683,807	*28,570,455
Total manufactured to date....	549,448,918	618,489,856
Total, including yellow sugar	614,226,944	702,743,930

*Indicating sharp decline in demand that was taking place.

	Raw sugar on hand for the year 1921	Raw sugar on hand corresp. period 1920
April 30	71,876,447	20,941,842
May 7	65,438,806	44,960,090
May 14	61,068,449	51,795,463
May 21	52,403,042	62,352,883

FIGURES CORRECTED

In the article dealing with the past year's business of the United Co-operative Co., of Ontario a typographical error appeared in connection with the figures on cash on deposit. The correct figure is $131,052.55 instead of $13,-105.55.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by
THE MACLEAN PUBLISHING COMPANY, LTD.
MONTREAL TORONTO WINNIPEG VANCOUVER

Vol. XXXV. DECEMBER 16, 1921. No. 50

More Truthful Labelling

AN agitation of interest to retail grocers is being started by some manufacturers of foodstuffs with a view to giving still more veracity to advertising in general by making it compulsory that the labelling of food products shall be more accurately descriptive. It is the aim of these manufacturers to put advertising on a more truthful basis, so that the public may have absolute confidence in what they are buying. Such a movement will be beneficial to the retail grocer and will make selling easier for him. Many instances are on record where inferior goods with misleading labels have been instrumental in spoiling the sale of the genuine product which was perhaps less extensively but more truthfully advertised. Many retailers too have felt the effect, because, following the dissatisfaction, they have had to sell the good line to a skeptical public.

Just as soon as the public feel sure that anything that is said by a manufacturer or a merchant about his products, either in his labelling or in his general advertising, is as good as his guarantee, then the marketing of that product is made easy. Too much attention or too much sympathy cannot be given to any movement that will bring about such a state of affairs. Fines, in many cases, are now imposed but it does not altogether stop the dishonest practice. Such practices are illegal, yet in the analytical report on foodstuffs given by the department of Trade and Commerce figures, cases are cited which show that certain lines, ostensibly genuine, were in some cases as much as 95 per cent. adulterated. Precautions were made but still the product is to be found on the market competing in price with lines that are 100 per cent. pure. Not only is this quite unfair to the producer of the pure product, but when the trade and the public find out, as they do in time, that they are not getting what they thought they were paying for, the sale of the genuine, as well as the adulterated product is badly hurt and the retailer's selling proposition is made more difficult.

Christmas Selling

THE LAST week of Christmas buying is about to begin, and the next few days should find the grocer energetically pushing the sale of last minute requirements for the Yuletide festivities. It is in the days immediately before Christmas that the heaviest shopping is done in the grocery store, and grocers will find it to advantage to make a feature in window and counter displays of those high-grade specialties that sell better at Christmas than at any other period of the year. From time to time in the past few weeks, Canadian Grocer has pointed out what other merchants have done in the way of stimulating sales of certain delicacies that have a particular appeal at this season of merry making. Display and suggestion will sell these goods. Thus it behooves the grocer to make the most of the remaining few days, to see to it that when account is taken when it is all over, that he has had a better Christmas trade than ever before.

Money Doesn't Grow on Trees

H. B. CLEMES, general manager for the past year of the United Farmers' Co-operative Company of Ontario, states in his report to the shareholders that it was perhaps an ill-advised venture to go into the general store business. The trading loss during the past year on the retail stores amounts to $131,000. Mr. Clemes knows the produce business from A to Z and he knows considerable about the difficulties a retailer has to overcome to make a success. So he speaks with authority. If any co-operative business is to make a success, the same sound and tried business principles must be maintained that are used by successful individuals and joint stock companies. You can't sell goods below cost and make a profit. The popular idea that the grocer is continually gouging the public by charging extortionate prices, is all wrong and always was, as too many co-operative concerns in Canada have found to their loss. Competition in the grocery business is too keen for that. Only the fittest survive.

Organization Is Needed

A GROCER in one of the Eastern Provinces writing to Canadian Grocer, complains of the lack of "pull together" spirit among the grocers of his town. He draws attention to the existence of the peddling nuisance in his municipality, declaring that anyone with a horse and cart, and a two-dollar bill, with which to pay the license, can go from door to door, disposing of groceries and provisions to consumers. Such a condition, in his opinion, should not be permitted, and as he points out, if the merchants were organized for the purpose of fighting such unfair competition, the same could be eliminated.

Another instance where organized effort would accomplish a good deal in the grocers' interests is cited in the case of the "dead beats" and "poor pays." He suggests a central organization in the town, where the names of these people could be reported. The merchants would then be protected against their dishonesty.

There is no doubt about it, but merchants' associations in various parts of the country have done much to counteract and wipe out just such nuisances as this subscriber speaks of. That there is no organization of this kind in this town, accounts for the fact that these unfair methods are allowed to go unchallenged. The only way to successfully fight these nuisances is through organized effort, and merchants generally will find it advantageous to join together in associations where such matters as are here complained of, can by united effort, be successfully combated.

With the time for inventory taking, following quickly on the heels of the busy Christmas shopping period, the merchant is well advised to see to it that his collections are in a healthy condition.

Reducing Margins Not A Good Policy

It Is Not Wise to Reduce the Margin Percentage in Order to Increase the Turnover—Grocer Who Now Turns His Stock Over 18.6 Times in the Year, With a Clean Net Profit of 6.96 Per Cent., Wants to Know If It Would Be Wise to Cut the Margin

HENRY JOHNSTON, JR.

AN INTERESTING story comes from a subscriber:

November 7, 1921.

Dear Sir:—We are deeply interested in your weekly letters in the Canadian Grocer and so we are giving you some facts which we would like you to dissect. I began business in May, 1902. with capital of $75; borrowed $600 from my mother; paid that back; bought out my nearest competitor after two years; borrowed $300 from my mother-in-law; paid that back. I paid the $300 to get my competitor's location—his stock amounting to possibly $50 all told. Two years after I took in my brother as half partner.

Statement—Assets:

Store property (clear).....		$2,800.00
Home property....$7,000.00		
Encumbered 425.00		
		6,575.00
Brother's property		1,000.00
		$9,375.00
Merchandise $7,685.42		
Horse wagon	75.00	
1 Ford truck	350.00	
2 550 gas pumps...	800.00	
Fixtures	685.00	
		9,595.42
		$18,970.42
Banks:		
My savings $2,475.00		
Brother's savings	1,525.00	
Firm's savings...	1,695.45	
		5,695.45
		$24,665.87
Liabilities:		
Due banks $2,600.00		

We are dissatisfied. We are often told we are fools to continue in this business. We open at 7 a.m., close 7 p.m., Saturday 11 p.m. Work every Sunday on books from 1 to 5 p.m. Force consists of two members of firm—42 and 45 years—and two young men. Never have an idle minute. Never read daily paper only home at night. Will buck against any two men in the world behind the counter. We cannot get help unless we pay railroad or government wages. Boys at 18 leave school to go to railroad for $125 per month and an eight hour day. We offered a good bright boy $15 per week—he said he would not work over 8 hours a day

Good Average Margins Earned

We average 25 per cent gross on everything except sugar, butter, flour and gasoline. We take out as salary:

2 partners. $25 weekly each,	$50.00
2 men, together	35.00
	$85.00

We each take out our feed and groceries. We have suffered no big losses as we cut down as soon as armistice was signed. We start first of July each year to get our customers in shape for winter. We have made less headway this year than any other year. We feel we could handle something larger. Ask any questions you like. Make any criticisms you care to. With best wishes, yours truly

PS—Average monthly sales now. $4,875. In 1919, they were $6,525.

Somehow, I cannot find anything in that letter to get excited about nor anything that calls for sympathy. Eighteen years ago, when that man started with $75 he was 24 years old. The progress made by the firm since then has averaged better than $100 per month absolutely net, clear money. Possessions to-day are in enviably fine shape. mostly liquid and convertible.

There is a slump in business. This business has dropped around $20,000 sales a year But it did not suffer thereby because it pulled in its horns in good season. The shrinkage is partly due to depreciated values—does not evince actually lessened volume—and the rest to present conservatism of consumers. With such conditions of being ready to benefit by and take every advantage of coming revival, there is really nothing to complain of.

My friend should not permit that talk about "you should not be in this business—fools to stay in it" to influence him. Not a successful grocer lives who does not have that told him, especially by the flatterers who find he likes to hear it.

Dangerous to Reduce Margins to Increase Volume

Ontario, December 2, 1921.

Dear Sir:—I have been greatly interested in your articles on merchandising, etc., in Canadian Grocer and would be much obliged if you would give the following statement the once over. I have been in business fifteen months. Turnover for year ending October 31st, $48,000.

Capital invested:—

Store building	$2500.00
Fixtures	1200.00
Auto truck	250.00
Stock	2038.00
	$5988.00

Monthly expenses:—

My salary	175.00
Assistant's salary	130.00
Delivery	85.00
Rent	25.00
Insurance ($4,000)	20.80
Taxes	9.00
Fuel	6.75
Light, Telephone	7.50
Stationery, etc., ...	8.00
Advertising	15.00
Auto Expense	45.00
Interest on $5988 invested	34.93
	$ 561.98

(Continued On Page 28)

SEND US PHOTOGRAPHS OF YOUR CHRISTMAS WINDOW

CHRISTMAS window displays will be the feature of window trims from now until the festive day is passed. Canadian Grocer wants to get photographs of as many of these windows as possible, and is prepared to pay three dollars for every picture of a Christmas window display sent to the office of the paper at 153 University Avenue, Toronto.

Have a photographer in your town take a picture of your window. Many unique and original ideas of Christmas decorating, with a real selling value, will find expression in hundreds of stores throughout Canada in the next fortnight. Let some other merchant know what you have done in this regard, by sending in a photograph for reproduction in Canadian Grocer. The editorial department of this paper will be glad to receive it, and it will cost you nothing more than the trouble of telephoning the photographer. Have him send the bill in duplicate to us. In forwarding photographs, address the same to Editorial Department, Canadian Grocer, 153 University Avenue, Toronto.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

QUEBEC

G. T. Thomson, Wingham, Ont., has purchased the grocery business of T. H. McGee, Port Hope.

H. Beatty, secretary of the Montreal Wholesale Grocers' Guild, announced this week that the annual meeting of the Guild will be held in the Board of Trade Building on December 23rd

Hudon Hebert Co., Ltd., wholesale grocers, of Montreal, have taken the Canadian agency for Gordon Dilworth Co., Ltd., of New York manufacturers of preserved fruits, jams and jellies.

J. H. Grimm, president of the Maple Tree Producers' Association of Montreal and of the Grimm Manufacturing Co., Ltd., was in Toronto last week attending the annual winter live stock show.

Zeph. Hebert, president of the wholesale grocery firm of Hudon Hebert Co., Ltd., Montreal, sailed on Wednesday last from New York by the S. S. Paris for France. Mr. Hebert is accompanied by his son and daughter and will spend the holiday season with the other members of his family in Paris.

On Monday evening of this week the "Club Canadienne," Montreal, presented Capt. F. W. Wallace with a silver-headed walking cane as a token of appreciation of his work during the past years, in the capacity of editor of The Canadian Fisheries Magazine. Capt. Wallace is leaving early in January to take the position of editor of the Fishing Gazette in New York City. The presentation of the cane was made by a member of the Canadian Fisheries Association.

ONTARIO

The store of F. C. Kaupp, Point Edward, Ont., was broken into the other night and in addition to three dollars in coppers being taken from the till, nearly fifty dollars' worth of choice hams and other meats were taken.

J. T. Menzies, of Stewart Menzies & Co., Toronto, left on Saturday last on a business trip to the Old Country where he will visit some of the principals of his firm. He expects to return sometime early in February.

H. G. E. Choate of the A. F. Choate & Son, general merchants, Warsaw, Ont., was in Toronto last week on a business trip among the wholesalers.

The general store of Ed. Bond, at Mount Brydges, a short distance south of Strathroy, was broken into recently, and a quantity of goods stolen. A car was stolen from a garage for the purpose of taking away the goods.

W. C. MILLER

Ontario Secretary of the Retail Merchants' Association of Canada who has been asked by several deputations of retail merchants to offer himself as a candidate for Alderman in the City of Toronto. Mr. Miller has not yet reached a decision in the matter.

William Partlo, for many years engaged in the milling business in Ingersoll, Ont., passed away at his home on Sunday last. He was in his 78th year.

MANITOBA MERCHANTS DISCUSSING BISCUITS

"Prices of soda biscuits and sweet biscuits will be investigated by the grocers'. section of the Retail Merchants' Association," said J. H. Curle, secretary, today, as a result of attention being drawn to this line of food. According to Canadian Grocer, said Mr. Curle, the biggest factor in keeping up the price of biscuits was labor, which was still 138 per cent. higher than in 1914 and freight and cartage, which was 104 per cent. higher. From 1914 to 1920 biscuits increased in price 126 2-3 per cent., and the decline since has only been 10.29 per cent. There have been three reductions since 1920 of approximately 2 cents per pound on soda biscuits and 2 to 4 cents on sweet biscuits —From Free Press, Winnipeg.

Changes in Sugar Quotations Occur Very Suddenly

MONTREAL (Special)—It might be interesting to the retail grocery trade to know how suddenly any change in the list price of granulated sugar is engineered by the refineries. To the retailer and wholesaler, only the general trend of the raw market, a careful consideration of conditions that affect the market and a survey of the sugar market in the United States, will indicate anything. Any prospective change in price either up or down is carefully guarded by the refiners until it is made public at the very hour that it becomes effective.

An instance of this is shown by the fact that at twelve o'clock on Friday December 9, Canadian Grocer representative called at the offices of one of the local sugar refineries to discuss the sugar situation. Two of the executives of the staff stated that the raw market was in a weak condition, that the trend of the market was downwards but that no change in Canadian prices was expected before first of the year.

At three o'clock the same day the opinion of one of the other sugar refineries was solicited by Canadian Grocer representative and an almost identical report was received. There was no evidence of a change in price before the first of the New Year. Yet at nine o'clock the next morning, Saturday December 10, a new list price became generally effective which reduced the price of granulated twenty-five cents per hundred pounds.

This shows how carefully the arrangements are made for changes in price and how unexpected the change is when it does come, even apparently among those actively connected with the refineries. The only method by which the trend of the market may be augured is by a careful study of the primary markets and the conditions that affect the refiner's price in Canada, one of which is of course, the refiner's price in the United States. This, too, is based on the market for raws and the condition of spot stocks.

The travelers in the wholesale grocery trade will be on holidays from December 23 until Tuesday, January 3.

Toronto Grocers Will Appeal to Legislature On Behalf of The Early Closing Bylaw

Grocers' Section of The Toronto Retail Merchants' Association Want the Retail Grocer Defined, Also What Lines May be Sold After Seven O'Clock— Discuss the Roly Redy Stores

By Staff Correspondent Canadian Grocer

TORONTO, Dec. 12.—The early closing bylaw, as far as the City of Toronto is concerned, was the chief topic of discussion at the meeting of the grocers' section of the Toronto Retail Merchants' Association, at its meeting to-night. President J. Burns was in the chair. W. C. Miller, secretary, reported that a petition with 800 signatures had been filed with the city council, asking for the repeal of the bylaw. Mr. Miller with a number of the supporters of the bylaw met Controller McGuire with a representative of those opposed to the bylaw and the latter was discussed. The opposition urged that it was not fair play for one man to remain open, while another one, keeping the law, closed his store. Drug stores, it was pointed out, remain open, and many of them are now selling such grocery lines as teas, coffees, soaps and starch. The result of this conference was that the appeal against the bylaw is held up, until the meeting of the Legislature early in the New Year, when an amendment to the Act of Interpretation will be asked for, with a view to having it clearly defined what constitutes a retail grocer, also what lines can be lawfully sold after seven o'clock. It was generally admitted by the grocers present that there were a lot of weak points in the bylaw, and that the same must be mor eclearly defined. The special committee appointed to consider this bylaw and to wait on the legislature consists of D. W. Clark, Donald McLean, J. Davidson, J. Burns, J. J. Dearcy and G. Towler.

The Roly Redy System

The grocery system now operating in the City of Toronto, and known as the Roly Redy stores was also discussed at this evening's meeting. Secretary Miller pointed out that this concern is operating on a peddler's license, using the streets of Toronto, paying no other tax, while the merchants have to keep up the streets. Mr. Miller pointed out that at the forthcoming session of the legislature the association intends to endeavor to have the Hucksters and Peddlers' Act stamped right out.

A resolution was passed urging that the Roly Redy Co. and all such systems of selling groceries should be kept under close surveillance in the interests of the trade.

Letters to the Editor

Editor Canadian Grocer,—

Your article on biscuits in Dec. 2nd issue has been carefully perused by us and we are still of the opinion that these prices are altogether too high.

We all have to admit that the prices on all ingredients relative to the making of soda biscuits, etc., have gone to extremes and we think that all grocers will agree with us that the public should not suffer because the wholesaler purchases his raw material six months in advance in view of the fact that these commodities are rapidly going down. We suppose a large factory uses one large car a day, and if they keep thirty days supply on hand under present conditions we think it would be good judgment.

The quality of flour generally used by biscuit manufacturers is nearly always made from Ontario wheat and can be purchased at the present time at about $5.50 a barrel delivered in Toronto and has been $6.25 for some time past. However, when these commodities were advancing did they wait six months to raise the price of their goods? I think not. The invoices will bear this out.

When flour was $13.00 a barrel sodas were 17 cents a pound. Now flour is about $5.50 a barrel and sodas 15 cents. Where is the consistency?

Raisins to the trade at 22 cents per pound is different than to a manufacturer. He would not pay this price but gets a jobber's price or better. They would be able to purchase molasses as cheap or better than a wholesaler on account of the tremendous amount used. If the firm interviewed is paying the prices quoted by you, what they need is a new purchasing agent at once.

The retailer is the last link with the consumer and has to shoulder all the gaff. We bear the brunt. The onus is on us. If sugar goes down $1.00 per cwt., could we tell the public we have six months supply on hand before it could be cheaper? The idea is ridiculous and absurd. On page 34 of the same issue is the following slogan "Follow the market regardless." Is there any difference between a manufacturer and retailer here? Are you going to make a rule for each?

We are passing through strenuous times and unless we all shoulder some loss when passing through this readjustment period there is bound to be unrest. We are still of the opinion that these prices are unwarranted and would like something more substantial than we have already received before we are convinced. We would be glad to have some other retailer's opinion on this subject.

Thanking you in anticipation for giving this letter space in your publication.

The T. Hockin Co., Ltd.

Dutton, Ont., Dec. 9.

Editor's Note:—Canadian Grocer does not hold any brief for any of the biscuit manufacturers, and naturally when we advise our readers to "follow the markets regardless," this applies equally to manufacturers, wholesalers and retailers. It is the only sound method to adopt as all business men will agree. In the article dealing with biscuit costs in Dec. 2 issue, we endeavored to give both sides to the question which meant that some biscuit manufacturer would have to give us cost details. We are glad to get this letter from the above correspondent. Retailers' views on subjects relating to the trade are always acceptable. Mr. Hockin is quite right when he states that the retailer always has to bear the brunt when prices are changed. There seems no remedy for this situation because the merchant is the party who deals directly with the consumer. The reduction of flour is referred to which is substantial. On the other hand, as pointed out in the previous article, freight rates on biscuits are 104 per cent. higher and labor is still about 138 per cent. above 1914. The article also pointed out that biscuits advanced 126 per cent while the decline from the peak price was only 10.29, and the cost of ingredients dropped 43 per cent. These are the actual figures as taken from the books of a large biscuit manufacturer. In regard to the prices on ingredients being too high, some of these may be a little higher than the actual cost to the manufacturer, but they were all taken on the same basis, so that in figuring the increases and declines, the percentage is practically the same. We are glad to get the views of this subscriber and would appreciate the opinions of other merchants. Our information is to the effect that at least some biscuit prices will be again reduced about the first of the year.

WILL GUARD MERCHANTS AGAINST SOLICITATIONS

St. Thomas.—To guard the merchants of St. Thomas from solicitations for funds for worthless advertising, the Chamber of Commerce has prepared cards printed attractively in red and blue, setting forth the principles of the chamber governing all solicitations for donations. The cards will be distributed among the merchants.

Subscriptions and donations must be for worthy causes and satisfactory assurance must be given that at least 70 per cent. of the gross receipts will go for the cause for which they are solicited.

"U.F.O. Store Business Ill-Advised"

So Claims General Manager of the Co-operative Company in Report to the Shareholders—Stores Opened That Should Not Have Been—Reduction in Share Value of Stock Opposed

TORONTO, Dec. 15 (Special).—In last week's issue Canadian Grocer analyzed the annual statement of the United Farmers Co-operative Company of Ontario which showed heavy losses in trading during the past year. It was demonstrated that whereas profits were made in the live stock and creamery branches of the business, the retail stores were behind some $131,000. In other words, it was shown that whereas the farmers did well in the lines with which they were familiar, heavy losses were sustained in the retail store business which was a new departure for them.

This sizing up of the situation is borne out by the report of the general manager, H. B. Clemes, to the meeting of the U. F. O. held here on Tuesday. He stated that stores undoubtedly were opened without much thought. All kinds of merchandise had been purchased and this mixture of goods taken over at 100 cents on the dollar on a declining market.

"We possibly had too much capital," he said, "and the investments grew like mushrooms overnight, and before you had your house in order to take care of the huge volume of business. I say this because it is difficult to give you a proper service until everything is on a systematic basis."

An Ill-Advised Venture

"In my judgment we were ill-advised when we went into the general store business, and especially when we considered the variety of stock carried at these stores and their geographical location throughout the province."

Mr. Clemes has, of course, only been connected with the U. F. O. for a year so that this company had embarked in the retail store business long before he joined it as the general manager.

He told the stockholders that he found the books "in a deplorable condition, work two and three months behind, entries outstanding five to six months."

"The loss is a heavy one and a large portion of it should have been taken last year, but unfortunately we found that book inventories instead of physical inventories in a good many cases were used and prices were not revised in accordance with market conditions."

As an instance he cited the case of eggs, inventory prices being figured on a delivered price in Britain, whereas the eggs were still in local storages and had to be candled, packed and transportation charges paid. This alone meant a loss of 10 cents a dozen which should have been taken last year instead of this.

May Close Some Stores

He told of changes made in General Wholesalers Limited, the U. F. O. wholesale company, and there would be a complete transformation in this business during the coming year. The stores had been divided into four districts, with a superintendent over each group. No old stocks are to be left on the shelves and prices to be in line with the markets. "To do this it may mean that we will have to sell or close up a few of the stores. We may have to standardize the stores so that they all carry the same lines of goods."

Mr. Clemes advised the shareholders that their $25 shares were now worth actually $16.87, and suggested that they be reduced to $15.

This suggestion was defeated when a vote was taken by the farmers who had paid up their stock.

Sugar Declines Another 25 Cents

Reduction Is Announced by Refiners, Making Price, Montreal Basis, $7.50 per Cwt.—Raw Market Has Been Showing Weakness for Some Time

MONTREAL—On Saturday last the list price of granulated sugar was reduced another 25 cents per 100 pounds. This makes the basis for Montreal $7.50 per 100 pounds.

The raw market has been showing weakness for some time back and with the prospect of the new crop coming in January, and a fair surplus of the old crop still unmarketed, the refiners have found their markets in an unstable condition. The U. S. prices on granulated sugar declined during the latter part of last week which in turn reacted on the Canadian market bringing the prices of refined sugar down another 25 cents per hundred.

Freight Rates Included

Refiners state that included in the decline made this week is the effect of the 10 per cent. decrease in the equalized freight rate. Although the raw market has been mainly responsible for the decline, the almost unnoticeable 10 per cent. decrease, per 100 pounds on freight rates is included in the 25 cents that has been struck off the price of granulated sugar.

REDUCING MARGINS

(From Page 25)

Costs $561.98 to get $4,000 turnover—14.047 per cent. Figured last inventory to determine exactly what margin was made on every article—the average was 21 per cent. We are doing a cash and delivery business in a town of 3,000 population, with two wholesale groceries to draw from. Pay roll town. Railway divisional point. Now comes the query. My present staff could handle $6,000 per month. Would it be advisable to cut my margin of 21 per cent. on selling price to 16 2-3 per cent. and go after the $6,000 turnover? I could get the $6,000 with the same monthly expense and without carrying any heavier stock and assuming that I got the $6,000, I would be getting the business at 9.36 per cent. as against 14.04 per cent. at present. I would like very much to have your opinion. Yours truly, ————.

He now turns his stock just over 18.6 times. He is making clean net profit of 6.96 per cent. on sales—more than $3,300 on top of a good salary, rent for his building and interest on his investment. That is remarkable prosperity. This condition is in a business so organized that the staff is not crowded. It is running along under easy headway—which alone may account for much of the success.

The proposal to handle $6,000 a month looks fine on paper. Maybe a portion of it can be got, but don't think for a second that it can be handled with the same expense as the $4,000. Any number of unforseen contingencies will intervene and the 9.36 per cent. hoped for will become 11 per cent. and 12 per cent.—then where are you?

If you reduce average margin to 16 2-3 per cent. you will be certain the margin is lowered, but not that increase will come fast enough to offset it. If you got the full increase, it is true that you would make over $5,200 a year; but I fear you would do it at the sacrifice of your nerves—that you would get little out of it. If you reduced and did not get the extra business your net would be 2.62 per cent. instead of the 6.96 per cent. you now enjoy.

I do not say it cannot be done. A reduction of 4.33 per cent. blanketed on all your merchandise means many things would not be reduced at all except in quantities. Then you could bid for quantity sales. Some large items would be considerably reduced.

Let me hint that you use the word "turnover" incorrectly—and are apt to confuse your thoughts that way. Sales and volume are not turnover. You might sell $10,000 a month with one turnover. and with five turns. Turnover refers to just one thing: the number of times your stock investment is "turned' in a given period. You have now $48,000 sales, or annual volume. You have over 18 turnovers of stock. That, as I say is just a hint. It is not too serious an error.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

THE changes in quotations are not numerous this week but the markets generally speaking are holding firm with a decided strength to some commodities.

Christmas lines, such as nuts, layer raisins and figs, are commencing to show signs of shortage and many wholesalers are cleaned up and are augmenting their supplies from second hand sources. Some shipments of new shelled walnuts have arrived but the supply is so limited and the demand so great that many importers are unable to fill orders and it is doubtful if further shipments will arrive before Christmas.

Following the weakness that has been apparent in the sugar market for some time past, refined sugar is again reduced slightly. The raw market continues weak and some declines have been registered. Sales of new crop Cuban sugar were made at 2c f.o.b. Cuba, for February delivery, while the Cuban Committee has reduced their price to 2⅜c c. & f., New York. One of the most important features of the sugar market is the abolishing of the Sugar Finance Committee, which takes place on December 31.

Teas continue in a strong position and many of the importers and wholesalers are now faced with the fact that many grades are being sold to the retail trade below replacement values. Coffees are strong in primary sources but the spot situation is unchanged.

Canned goods show a good movement, while the undertone in the market is firm with a likelihood for some slight advances after the first of the year.

QUEBEC MARKETS

MONTREAL, Dec. 14.—The feature of the grocery market is the decline in the price of granulated sugar. The coming of the new crop of raws while the old crop is not yet cleared up is responsible for the break in the market. The situation is not even strong at the new basis and further developments may come after the new year. Molasses and corn syrups are steady at the present basis. There is a big demand for nuts and good walnuts are at a premium although some supplies have arrived recently. The dried fruit market is a little more quiet but raisins, currants and prunes hold their strength. There is some indication of an attempt to force dried apples higher early in the year. Oranges are in better supply and the later arrivals of California oranges show improvement in quality with prices about a dollar a case lower than they were a month ago. Lemons are ruling easy in price. Grape fruit are also improved in quality. Canned goods are likely to hold more steady this winter.

COFFEE PRICES STEADY

Montreal

COFFEE.—The coffee market is steady without any change in sight. The movement is good and the primary markets are holding at the present levels.

CANNED GOODS STEADY

Montreal

CANNED GOODS.—There is no change in the canned goods market and buying is quiet since for the time being at least the attention of the trade is turned towards other lines for the Christmas specials. Last year keen rivalry led to many weekly changes, cuts and advances that did not help buying or selling to any degree but it is expected this season that prices will be more steady with changes that are only a direct result of conditions in primary markets.

CANNED VEGETABLES		
Asparagus (Amer.) mammoth green tips	4 25	
Asparagus, Imported (2½s)		6 00
Beans, golden wax	2 00	2 05
Do., Refugee	2 10	2 15
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 2s	2 85	2 90
Squash, 2½-lb., doz.		1 80
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 45
Do., 2½s.	1 80	1 85
Do., gallons		6 25
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.		5 00
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s		3 25
Do. Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS		
Apricots, 2½-lb. tins		4 50
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals. doz.		18 50
Cherries, red, pitted, heavy syrup, doz., 1		3 20
Do., 2½		3 50
Do., 2	2 75	3 10
Gooseberries, 2s, heavy syrup, doz.		2 75
California Peaches—		
1s		2 90
2s		3 25
2½s		4 40
Peaches, heavy syrup—		
2-lb.		2 40
Pears, 1s, Keiffer		2 30
Do., 2-lb.	2 45	3 10
Greengage Plums, heavy syrup	2 65	2 75
Lombard plums, heavy syrup, 2-lb.		2 40
JAMS—		
Strawberry, 16-oz.		3 75
Raspberry, 16-oz.		3 75
Black currant, 16-oz.		3 80
Orange marmalade		4 65

DRIED FRUITS ACTIVE

Montreal.

DRIED FRUIT.—There is little or no change in the dried fruit market. The wholesale market is fairly quiet after the demand for the Christmas trade which has been good. The trade was disappointed in not getting the supply of Tunis dates through in time for the holiday season. The shipments are expected in January. Raisins stand quite firm but there are no further changes. Cluster raisins are in small supply. California clusters are not on this market. The offerings mainly consist of Malaga cluster raisins. Some change on dried apples may develop after the first of the new year and a higher price on prunes is expected.

DRIED FRUITS—		
Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		0 16
Peaches (fancy)		0 28
Do., choice		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Cholce		0 25

Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)—		
Valencias	0 20	0 21
Sultana, unbleached,		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown		0 21
Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.		0 24
Do., 16 oz.		0 26
California Seedless, in bulk		0 23
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, Excelsior (36 10s), pkg.		5 50
Fard. 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼'s, lb., 7 crown		0 40
Do., 2½s, lb.		0 48
Do., 2⅝s, lb.		0 45
Figs, 5 crown, 10 pounds	0 24	0 26
Do., 12 ounce packages		0 25
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), mats.		0 09
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 32
30-40s		0 13½
40-50s		0 16½
50-60s		0 14
60-70s		0 12½
70-80s		0 11½
80-90s		0 11
90-100s		0 10

CORNMEAL HIGHER

Montreal.

CEREALS.—The cereal market in general is in a firm position with a stronger tone to rolled oats with the probability of another advance in price and an advance of 40c per bag on gold-dust cornmeal, which the wholesalers are now quoting at $3.00 per bag. There is no other change but the whole market has a better tone with a good demand.

Rolled oats, bag	3 55
Oatmeal	3 75
Pearl Hominy	3 25
Corn meal	3 00
Graham Flour, 98 lbs.	7.65
New Buckwheat Flour	6 75
Pot Barley	4 00
Pearl Barley	4 90
Beans, Ont.	3.50
Do., Can.	3 30
Lima beans	0 06
White beans	0 06
Green peas, dried	0 05¾
Split peas	0 07½

MOLASSES UNCHANGED

Montreal

MOLASSES.—There is no change in the molasses market. Prices are holding with a fair trade passing. Corn syrups are in the same position and no changes are expected. The demand for corn syrups is reported good at this season.

MOLASSES—		
Puncheons, Island of Montreal		0 76
Barrels		0 79
Half barrels		0 81
Puncheons, outside of Montreal		0 73
Fancy molasses in tins (ginger bread)		
No. 2, 2 doz. per case		4 20
No. 3, 2 doz.		4 50
5-lb. tins		8 95
10-lb. tins, per case		8 60
CORN SYRUPS—		
Barrels, about 700 lbs.		0 05½
Half barrels, about 350 lbs.		0 05¾
Quarter barrels, about 175 lbs.		0 06¼
2 gals., 25-lb. pails, each		2 00
3 gals., 38½-lb. pails, each		2 85
5 gal. 5-lb. pails, each		4 50
5-lb. tins, per case		4 70
10-lb. tins, per case		4 40
5-lb. tins, 1 doz. in case, case		5 30
10-lb. tins, ½ doz. in case, case		5 00

SHREDDED WHEAT REDUCED

Montreal.

PACKAGE GOODS.—The only change in package goods is a reduction in the price of shredded wheat to the basis of $4.45 a case or $1.50 per dozen. The previous price was $4.95. Other lines are steady with a firm tone to package oats on account of the strength of the oat market. The movement of cereals is good.

PACKAGE GOODS—		
Breakfast food, case 18		8 50
Cocoanut, 2-oz. pkgs., doz.		0 78
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case	3 40	3 75
Cornmeal, yellow, 24s		2 85
Rolled oats, 20's		5 00
Rolled oats, 18's		2 00
Aluminum package, 20's		6 10
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs), case		8 50
Pancake flour, self-raising, doz.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s, case		6 50
Self-raising flour (3-lb. pkg.) doz.		2 25
Do., (6-lb. pkg.) doz.		4 40
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 09½
Corn starch, 1 lb. pkge.		0 08
Potato flour		0 13½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¾
Celluloid starch, 45 pkgs., case		4 00
Malt Breakfast Food (36 pkgs.)		9 50
Quaker Two-Minute Oat Food		1 80
Macaroni, Quaker		2 25
Spaghetti, Quaker		2 25
Kraft Canadian Cheese loaf, lb.		0 30
Kraft Swiss loaf		0 42

FLOUR MARKET STRONG

Montreal.

FLOUR.—There is no change in the flour prices but the market shows more strength with higher prices on wheat and a good export demand. Further advances are looked for in flour.

FLOUR—		
Hard wheat, 24½'s	1 16	1 15
Do., 14's	0 69	0 68
Do., 7's	0 37	0 36

GOOD WALNUTS SCARCE

Montreal.

NUTS.—Despite reports to the contrary the market for good walnuts is entirely cleaned up in this market. The shipment of French walnuts that arrived was on order for the retail trade long before it arrived here and went direct from the vessels to the freight cars for distribution. Walnuts are holding strong and even at this late moment there are numerous enquiries for nuts for the Christmas trade. There are no changes in prices this week.

NUTS—		
Almonds, Tarragona, per lb.	0 22	0 24
Do., shelled	0 48	0 51
Valencia shelled almonds	0 48	0 50
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily), per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 10
Do., shelled, No. 1 Spanish		0 11½
Do., salted red		0 18
Do., shelled, No. 1 Virginia		0 13½
Peanuts (salted)—		
Fancy wholes, per lb.		0 36
Fancy splits, per lb.		0 31
Pecans, shelled	1 00	1 50
Walnuts Grenoble, in shell		0 38
Walnuts, Marbot	0 26	0 28
Do. new Naples		0 26
Do., shelled, Manchurian	0 50	0 55
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux shelled		0 90

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

SPICE MARKET QUIET

Montreal.

SPICES.—There is little or no change in the spice market. Buying is slow at this season as dealers have their supplies on hand and the market is quiet with wholesale prices holding. In primary markets there is a firmer tone to peppers.

SPICES—		
Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cocoanut, 20 lb. pails, per lb.		0 30
Do., sweetened, lb., packages		0 39
Chicory (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar (French pure)	0 44	0 60
Do., American high test	0 65	0 80
Whole cloves		0 45
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 30
Do., 80, lb.		0 28
Do., 100, lb.		0 25
Do., ground, 1-lb. tins		0 30
Pepper, black		0 24
Do., white		0 32
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

SPANISH ONIONS EASIER

Montreal.

VEGETABLES.—The feature of the vegetable market is the decline in the price of Spanish onions in cases. This is mainly due to the fact that buying has been quiet, apparently caused by the high prices and dealers are anxious to move stocks on hand. Yellow onions on the other hand are advanced in price to $6.00 per hundred pound bag. The big demand for celery is responsible for an advance of 50c, making the price $5 per case for imported. Cranberries are further advanced to $25.00 per barrel with a good demand. Potatoes hold their easy steady market with good supplies.

VEGETABLES—		
Cabbage, local, doz.	0 75	0 90
Carrots, new, per bunch		0 35
Celery, per doz. bunches		0 75
Celery, imported, 4-doz. crate		5 00
Horseradish lb.		0 60
Mint		0 60
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green, doz.		0 50
New potatoes, Mont. (90-lb. bag)	1 40	1 90
Do., sweet, hamper		3 25
Spanish onions, per case		5 75
Turnips, per bag	0 75	1 00
Red onions, per crate	5 50	6 50
Texas Onions, per crate		3 50
Yellow onions, per cwt.		6 00
Cranberries, barrel		25 00

SUGAR DROPS 25 CENTS

Montreal.

SUGAR.—Another decline came in the price of granulated sugar on Saturday morning last which brings the price down to $7.50 per hundred pounds. The decline was sudden since it was hardly expected that a change would come be-

fore the first of the new year but the weakness of the raw market and the prospect of the new crop hastened the downward movement in the United States and Canadian prices followed.

SUGAR—	
Granulated sugar, per cwt.	7 50
Do., barrels	7 55
Granulated, gunnies, 20-5	7 90
Do., cases, 20 5-lb. cartons	8 10
Do., gunnies, 10-10	8 00
Do., cases, 50 2-lb. cartons	8 25
Yellow, light, per cwt.	7 10

ORANGES EASIER

Montreal.

FRUITS.—There is little change in the fruit market. Oranges are easier in price with an improved demand. The quality of the oranges shows improvement since the Floridas are of good quality and every new shipment of California navels shows improvement. The supplies are larger and prices are easier. Lemons are easier in price and in good supply.

APPLES—		
Wealthy, per barrel	5 00	7 00
Hamp[illegible], per bushel	1 50	2 00
Baldwins	7 00	8 00
Fameuse	7 00	10 00
Boxes, 175s, 216s	3 25	3 50
Bananas (as to grade) bunch	7 00	7 50
Lemons, 300-360s	3 50	4 00
Grape fruit, Porto Rico	3 75	4 50
Cal. Valencias	7 00	7 50
Do., Blood Oranges, half boxes	....	3 75
Malaga grapes, kegs	9 50	9 00
Tokay grapes, per crate	....	4 50
Blue and green grapes, per bas.	0 40	0 50

RICE GAINS STRENGTH

Montreal

RICE.—The rice market holds quite firm in its strong position. Reports from the Southern States show that the farmers are holding out for a higher price and the millers are equally firm in their determination not to pay what is demanded by the producers. This has caused some shortage in the production of the better grades of rice and while the rough market shows a strong tendency clean rice is even stronger with a good demand throughout the country, not only for the domestic market but even for export.

RICE—		
Carolina, extra fancy		0 09
Do., fancy)		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Ragoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras		0 07
Siam		0 14½

LITTLE CHANGE IN TEAS

Montreal.

TEA.—The primary market on tea shows a strong tone and wholesale prices are quite steady. Dealers state that they expect the better grades of tea to hold quite firm while the lower grades of Ceylon and Indian might be a little easier after the first of the New Year since buying has been very slow. Japan teas are quite firm at the present basis but all grades of tea are moving slowly since dealers are only buying for immediate requirements.

Ceylon and Indians—		
Pekoes	0 38	0 44
Broken Pekoes	0 40	0 48
Broken orange pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 46
Choice	0 50	0 60
Above retail prices range of quotations to the retail trade.		
Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

KRAFT PAPER ADVANCED

Montreal.

WRAPPING PAPER.—An advance is quoted on kraft wrapping paper which makes the price 12¼ cents a pound. The previous price was 11¾ cents.

ONTARIO MARKETS

TORONTO DEC. 14.—Refiners announced a reduction on sugar amounting to twenty five cents on cane and twenty cents on Canadian beet sugar. Rolled oats are firm while cornmeal and split peas are slightly reduced. Canned goods are in fair demand with the market holding firm. Sockeye salmon is in scant supply with indications for pinks and cohoes becoming cleaned up before the new pack is available. Coffee is strong in primary markets but there is little change in the situation as far as prices to the retail trade is concerned. Teas continue to occupy a strong position with further evidence for advances on spot quotations to the retail trade. New shelled Manchurian walnuts are rolling and will likely reach this market within the next week. The nut market generally is ruling firm. Evaporated peaches are a shade higher with other dried fruits steady to firm. Potatoes are fairly easy. Millfeeds are higher with an active demand while flour is quiet.

CANNED GOODS STEADY

Toronto.

CANNED GOODS—The market for canned vegetables maintains a firm tone under a steady movement. Salmon is showing signs of scarcity and it is estimated that the entire pack including pinks and cohoes will be cleaned up well before the new catch is available for the market.

CANNED GOODS		
Sockeye 1s, doz.		5 60
Do., ½s, doz.		3 00
Alaska red, 1s		4 25
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 90
Pinks, 1s doz.		1 45
Lobster, ½-lb., doz.	3 75	4 15
Do., 1-8-lb. tins	2 50	2 75
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	....
Canned Vegetables —		
Tomatoes, 2½s, doz.		1 75
Do., Gal. No. 10 tins, doz.	5 95	6 25
Peas, standard, doz.		1 75
Do., Early June	2 00	2 15
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 15
Asparagus tips, doz.	4 85	5 00
Do., butts, doz.		6 60
Canadian corn	1 40	1 50
Pumpkins, 2½s, doz.	1 50	1 60
Do., Gal., No. 10 tins, doz.		5 15
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s, doz.	3 40	4 25
Do., shredded, 2s, doz.	4 75	5 25
Do., sliced 2½s, doz.		4 25
Apples, gal., doz.		5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.		3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Do. Green Gage	3 25	3 40
Cherries, pitted H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00

COFFEE MARKET STRONG

Toronto.

COFFEE—The primary markets continue in a strong position with prices steadily advancing. In the local situation there is practically no change insofar as present quotations to the retail trade is concerned, but the outlook has decidedly stronger tendencies.

COFFEE—		
Java, Private Estate	0 51	0 53
Regotas, lb.		0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.		0 35
Mocha, lb.	0 52	0 55
Rio, lb.	0 22	0 24
Santos		0 35

CORNMEAL SLIGHTLY LOWER

Toronto.

CEREALS—Rolled oats continue in a strong position and although wholesalers' quotations are unchanged at $2.95 per bag, there is a tendency for higher prices as manufacturers are now quoting an advance of practically twenty cents per bag. Cornmeal is a shade lower at $2.40 per bag while split peas are also down 25c., now quoted at $6.50 per bag.

CEREALS—	
Barley, pearl, 98s	5 50
Buckwheat flour, 98s	4 75
Barley, pot, 98s	3 90
Barley Flour, 98s	6 25
Cornmeal, golden, 98s	2 40
Oatmeal, 98s	4 30
Corn flour, 98s	3 00
Rye flour	4 10
Rolled oats, 90s	2 95
Rolled wheat, barrel	6 00
Cracked wheat, bag	5 25
Breakfast food, 98s	4 75
Rice flour, 100 lbs.	10 00
Flaxseed, 98s	7 00
Peas, split, per bag	6 50
Marrowfat green peas, 98s	9 50
Graham flour, 98s	3 75
Whole wheat flour	3 85
Wheat kernels, 8s	6 00
Farina, 98s	5 35
Lentils, Red, lb.	0 18½ 0 19¾

HONEY PRICES STEADY

Toronto.

HONEY—There is little change in the honey market, prices are well maintained. Some dealers still continue to complain about the poor quality that some shippers are sending in, claiming that a good deal of dark off-flavor stuff is being mixed with the shipments.

HONEY—		
5-pound tins, per lb.		0 16½
10-lb. tins, per lb.		0 15½
60-lb. tins, per lb.		0 15
Comb, per doz	3 75	4 50

PACKAGE CEREALS STEADY.

Toronto.

PACKAGE GOODS—There are no price changes to report in this market,

which at the moment is steady under a fair demand for immediate requirements.

PACKAGE GOODS—

Rolled Oats, 20ss, round, case		5 00
Do., 18s, case		2 00
Do., 20s, square case		5 00
Do., Aluminum Prem., 20s		6 10
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case.		6 00
Do., 20s, family, case		6 80
Package peas, per doz.		0 90
Cornstarch, No. 1, lb. carton		0 09½
Do., No. 2, lb., cartons		0 08
Laundry starch		0 07½
Do., in 1-lb. cartons		0 8¼
Do., in 6-lb. wood boxes		0 11¼
Do., in 6-lb. tin canisters		0 12
Celluloid starch, case		4 00
Potato flour, 1-lb.		0 14½
Fine oatmeal, 20s		5 75
Cornmeal, 24s		2 30
Farina, 24s		3 25
Barley, 24s		2 75
Self-rising pancake flour 24s		2 70
Buckwheat flour, 24s		2 70
Self-rising pancake flour, 18s		3 85
F. S. Hominy grain, case		3 00
Do., pearl, case		8 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 85

PEACHES MOVE UPWARD

Toronto.

DRIED FRUITS—Following the shortage of supplies in California, evaporated peaches are advanced one cent per pound. Apricots are also showing signs of being depleted which is tending towards a stronger market. Although currants at the moment are steady there are indications that after the turn of the year the market will be easier. One importer claims that there has been heavy buying of a speculative character, causing the market to advance to the present level and it is doubtful whether later on there will be sufficient buyers to hold the market at present prices or a decline will follow. Raisin quotations are firmly maintained while evaporated apples are steady.

CANDIED PEELS		
Citron caps, 12-lb. boxes, lb.		0 46
Lemon caps, 12 lb. boxes, lb.		0 29
Orange caps, 12 lb. boxes, lb.		0 31
Mixed containing 4½ lb. lemon, per lb.		0 35
rained Peel, mixed, cut ready for use, in No. 1's cartons, 8 4½ lb. orange, 3 lb. citron caps, 8 dozen per case, per dozen.		4 50
rrants—		
Greek, Filliatras, cases		0 14
Do., Patras	0 16½	0 17
Do., Vostizza		
Dates—		
Excelsior, pkgs, 3 doz. in case		5 50
Dromedary, 3 doz. to case		7 50
Fard, per box ap. 12 lbs.		3 25
Hallowee dates, per lb.		0 14½
Do., half cases, lb.		0 15½
Prunes—		
30-40s, 25s		0 19
40-50s, 25s		0 16½
50-60s, 25s		0 14½
60-70s, 25s		0 13½
70-80s, 25s		0 11¾
80-90s, 25s		0 11¼
Raisins—		
California, Sultanas, lb.		0 21
Seedless, 15-oz. packets		0 26
Do., 11-oz. packets		0 21
Seeded, 15-oz. packets	0 20½	0 21
Crn., muscatels, No. 1, 25s		0 19½
Thompsons, seedless		0 24
Valencia, Spanish		0 28½
Clusters, boxes, 20 1-lb. pkg.		6 65
Smyrna Sultanas		0 23½
Muscat, 25 lb. box		0 19
Evaporated apples		0 16
Figs—		
Smyrna, bags, approx. 28 lbs.		0 14¼
Do., 60-lb. bag		0 11¾
Layer, 4 Crown		0 30
Layer, 5 Crown		0 30
Layer, 7 Crown		0 36
Pulled, 10 lb. box, per lb.		0 30
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Mats		0 09½
Peaches—		
Choice		0 20
Standard		0 18½
Apricots—		
Choice		0 32
Standard		0 27

SUGAR DROPS 25 CENTS

Toronto.

SUGAR—A decline of 25c. per cwt. was announced on refined sugar on Saturday last, making the Toronto basis $7.84. Dominion Sugar refinery also reduced their quotation on Canadian beet sugar to $7.65 per cwt. The New York market for raws continues weak with sales made on the new crop Cubans for February delivery at 2c. per lb. f. o. b. Cuba. The Sugar Finance Committee also dropped their price on old crop sugars to 2⅜c. c. & f. New York. One of the features in the raw sugar market is the passage of legislation by the Cuban Congress dissolving the Cuban Committee on December 31 and which also includes a clause prohibiting hereafter any attempt on the part of the Cuban Government to interfere with private business.

SUGAR—	
St. Lawrence, extra gran., cwt.	7 84
Atlantic, extra gran.	7 84
Acadia Sugar Refinery, ex. gran.	7 84
Dom. Sugar Refinery, ex. gran.	7 65
Canada Refinery, gran.	7 84

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c gunnies, 10 10s, 50s; cartons, 20-5s, 60c.

SPICES HOLD FIRM

Toronto.

SPICES—There is little change in the spice market as compared with a week ago. Peppers continue in a strong position and although quotations to the retail trade are unchanged higher prices are looked for.

SPICES—		
Allspice	0 15	0 18
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 45
Mustard, pure	0 35	0 40
Pastry		0 28
Pickling spices		0 18
Mace		0 75
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	0 60	0 70
Do., 80s		0 35
Chillies, lb.		0 50
Nutmegs, selects, whole, 100s	0 22	0 26
Do., ground		0 28
Mustard seed, whole		0 20
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Turmeric		0 30
Curry powder		0 35
Cream of Tartar—		
French, pure		0 40
4-oz. packages, doz.		2 00

The above quotations are for the best quality, cheaper grades can be purchased for less.

8-oz. packages, doz.	3 50

MOLASSES FIRMLY HELD

Toronto

SYRUPS—There are no changes in the market for corn syrups, which is steady under a fair consumptive demand. Molasses quotations are firmly maintained.

Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 60
Cases, 5-lb. tins, white, 1 doz. in case	5 30
Cases, 10-lb. tins, white, ½ doz.	
In case	5 00
Cases, 2-lb. tins, yellow, 2 doz. in case	4 00
Cases, 5-lb. tins, yellow, 1 doz. in case	4 70
Cases, 10-lb. tins, yellow, ½ doz	4 00
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 20
No. 3 tins, 2-doz. case	5 50
No. 5 tins, 1-doz. case	4 60
No. 10 tins, ½-doz. case	4 25
Pails—No. 1	1 10
Pails No. 2	1 75
Pails No. 5	3 55
Molasses, table grade—	
No. 2 tins, 2-doz. case	7 75
No. 5 tins, 1-doz. case	8 95
No. 10 tins, 1-doz. case	8 60
Pails—No. 1	2 10
Pails No. 2	3 75
Pails No. 5	8 55
No. 3 tins, 2-doz. case	10 75

ORANGES QUOTED LOWER

Toronto.

FRUITS—Quotations on naval oranges show a reduction, all sizes are now offered at $6.00 per case with Floridas selling at the same price. Malaga grapes are quoted at $14.00 to $16.00 per keg and Emperors are bringing $8.00 per keg. Grapefruit is fairly steady at $6.00 to $6.50 per case. Casaba melons are slightly higher at $3.50 per case of 8 to 9 melons. Cuban pineapples are quoted at $11.00 per case. Kumquats in quart boxes are offered at 40c. per box. Holly is on the market at $8.00 per case and wreaths at $2.75 per doz.

FRUITS—		
Oranges, Floridas, all sizes		6 00
Oranges, Navels, 100s		6 00
Do., 126s		6 00
Do., 150s, 176s, 200s		6 00
Tangerines, per case		5 50
Lemons, Messina		5 00
Do., California		5 00
Bananas, per lb.		0 08½
Apples—Barrel.		
Spys, No. 1		8 50
Spys, No. 2		7 50
Spys, No. 3		5 00
Greenings No. 1		7 00
Greenings No. 2		6 50
Baldwins No. 1		7 00
Baldwins No. 2		6 50
Grapes, Emperor		4 00
Do., Do., kegs		8 00
Do., Malaga, bbls.	14 00	16 00
Apples, B. C. boxed	3 25	4 50
Cranberries, Cape Cod, bbl. box		13 00
Grapefruit, Florida, 54s		6 00
Do., 64s, 70s, 80s		6 50
Do., 96s		5 50
Pomegranates, box		3 50
Casaba Melons—Crates 8 to 9		3 50

SOUTHERN RICE STRONG

Toronto.

RICE—The primary rice markets in the South have a strong tone with shippers inclined to hold supplies for advances. A recent report from New Orleans says: "According to reports rice is in strong hands and the crop will not be rushed on the market in such quantities as to cause any weakening of prices. Indications are that planters have taken steps to see that the market is no way flooded. Export inquiries are reported in considerable volume." In the local situation there is no apparent change and the demand at the moment is rather on the quiet side.

RICE—		
Honduras, broken, per rlb.	0 07½	0 08
Blue Rose, fancy	0 08½	0 09
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simia	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10

Rangoon	0 07	0 07½
White sago	0 08½	0 09
Tapioca per lb.	0 8½	0 09
Do. fancy	0 09	0 11

FIRM NUT MARKET

Toronto.

NUTS.—Shipments of new crop shelled Manchurian walnuts are rolling and expected to arrive on this market during the next week. Quotations to arrive are as follows, halves at 58½c and broken at 47½c. per lb. Nuts in the shell are firm with prices on Tarragona almonds and Grenoble walnuts slightly advanced in some quarters.

NUTS—		
Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian	....	0 25
Do., Chili	....	0 21
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, lb.	....	0 30
Do., sweetened, lb	0 28	0 32
Do., shred	....	0 25
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium	0 15½	0 18
Mixed nuts, bags 50 lbs.	0 20	0 25
Pecans	....	0 30
Shelled —		
Almonds, lb.	0 48	0 55
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	0 87	0 90
Do., Manchurian	....	0 58½
Do., broken	....	0 47½
Jordan almonds	0 70	0 75
Peanuts, Spanish, lb.	....	0 11
Pecans, lb.	....	1 40
Brazils	....	0 72

ADVANCING TEA MARKETS

Toronto.

TEAS—

TEAS.—Evidence for further advances on teas continue. The primary markets for Indias and Ceylons again advanced during the week with the prices on some grades being now very close to quotations on spot to the retail trade. This would indicate that the trade can look for higher prices in the near future.

Pekoe Souchongs	0 30	0 35
Pekoes	0 32	0 58
Broken Pekoes	0 35	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans		0 55
Do., seconds	....	0 50
Hyson thirds	0 30	0 35
Do., pints	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade.

POTATO MARKET EASY

VEGETABLES.—The potato market continues easy with heavy supplies in warehouses and prices for Ontario's on track $1.00 to $1.15 per bag, car lots. Dealers prices to the trade are $1.25 to $1.40 for Ontario and $1.65 to $1.75 for New Brunswick. Leamington hot house tomatoes are in demand at 35c. per lb. for No. 1 quality. Hot house cucumbers are offered at $3.75 per doz. Iceberg head lettuce is slightly lower at $5.25 per case. Cauliflowers are arriving freely and quoted at $6.00 per crate.

VEGETABLES—		
Cabbage, per barrel	3 50	4 00
Potatoes, Delaware, per bag	1 65	1 75
Do., Ontario	1 25	1 40
Beets, per bag	0 75	1 00
Carrots, per bag	0 85	1 00
Turnips, per bag	....	0 85
Parsnips, per bag	1 00	1 25
Onions, Spanish, crate	6 00	6 50
Do., sack, 100 lbs.	6 00	6 50
Celery, per crate	....	4 50
Cauliflower, Cal., case	....	6 00
Tomatoes, hot house, lb.	....	0 35
Head letuce, iceberg, case	....	5 25
Sweet potatoes, per hamper	2 75	3 00
Cucumber, hot house, per doz.	....	3 75
Mushrooms, per bkt.	....	3 00

FLOUR MARKET QUIET

Toronto

FLOUR.—There is little change in the market for flour. Prices are steady under a quiet demand.

First Patents, in cotton bags, bbl.	7 70
Second Patents, in jute bags, bbl.	7 50

MILLFEEDS HIGHER

Toronto

MILLFEEDS.—The market is stronger under an active demand and scarcity of supplies. Quotations are advanced $2.00 per ton. Bran is quoted at $25.25, shorts $27.25 and choice middlings $33.25 per ton.

MILLFEEDS—	
Bran, per ton	25 25
Shorts, per ton	27 25
Choice middlings, per ton	33 25

MANITOBA MARKETS

WINNIPEG, Dec. 14.--With the approach of Christmas season all lines of grocery commodities are showing improvement and business on the whole is considerably brighter and between now and the end of the year there is expected to be good demand for all grocery lines. Coffee on the primary market is showing an upward tendency and greater activity. The cereal market is firmer. Although the demand for canned goods is quiet the market continues steady. All lines of dried fruits are showing a firmer tone and higher prices are expected on prunes, raisins and evaporated apples. The New York refined sugar market is slightly easier and the tendency of the Canadian refined sugar market is toward lower levels. The spice market continues to rule firm and cloves, peppers and Jamaica ginger are practically unobtainable. There is a fair demand for fruits and vegetables.

COFFEE MARKET ADVANCING

Winnipeg.

COFFEE—Latest reports from the primary market show an upward movement of prices. Santos coffee has advanced ¾c. per lb. and Rio ¼c. Mild coffees are held firmly. These reports have caused a broadening of the demand and more activity is being shown than for some time past.

COFFEE—		
Rio, roasted, best grade, per lb.	0 19½	0 20½
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica ,roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

CEREAL MARKET FIRMER

Winnipeg.

CEREALS—The cereal market generally is showing a firmer tone. This is especially noticeable on rolled oats, barley and beans. Whole and split peas show no change. Cereals are enjoying a seasonable demand at this time of the year.

PACKAGE CEREALS		
Rolled Oats, 20s, round cartons.	4 00	4 65
Do., 36s, case square pkts.	....	3 50
Do., 18s, case	....	2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, per case.	....	3 40
Puffed wheat, 4 doz. case, per case	....	4 40
Puffed rice, 3 doz. case, per case	....	5 70
Cream of Wheat, 3 doz. case, per case	....	9 00
Grape Nuts, 2 doz. case, per case	....	3 80
Package Peas, 3 doz. case, per case	....	3 00

BULK CEREALS		
Rolled Oats, 80s, per bag	....	2 40
Do., 40s, pr bag	....	1 25
Do., 20s. per bag	....	0 65
Do., 10-8s, per bale	....	3 15
Do., 15-6s, per bale	....	3 65
Oatmeal, 98s, gran. or stand. bag	....	3 30
Wheat Granules, 98s, per bag	....	6 10
Do., 16-6s. per bale	....	6 60
Peas, whole, green, 100-lb. bag, per bush.		3 95
Do., split, yellow, 98s, per bag	....	7 50
Do., split, yellow, 49s, per bag	....	3 80
Beans, fancy, band picked, 100-lb. bag, per bush.	3 80	4 25
Do., Lima, 100-lb. bag, per lb.	....	0 10½
Barley, pot, 98s, per bag	....	3 90
Do., pot, 49s, per bag	....	2 00
Do., pot, 24s, per bag	....	1 02
Barley, pearl, 98s, per bag	....	5 05
Do. ,pearl, 49s, per bag	....	2 58
Do., pearl, 24s, per bag	....	1 33
Cornmeal, 98s, per bag	....	2 50
Do., 49s, per bag	....	1 30
Do., 24s, per bag	....	0 70
Do., 10-10s, per bale	....	3 00
Buckwheat grits, whole, 98-lb. bags, per bag	....	8 75

CANNED GOODS STEADY

Winnipeg.

CANNED GOODS—There is no change in the canned goods market. Buyers are still buying on a hand to mouth basis and are not interested in any one product in any spectacular way. The market is dull and although trading is quiet the market is showing a firm tone.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.	....	3 75
Finnan Haddie, 1s, 4 doz. case	8 25	11 50
Do., ½s, 8 doz. case, case	....	7 25
Herring (Can.) 1s, 4 doz. case per case	6 50	8 00
Do., imported, ½s, 100 doz. case	..	21 50
Lobsters, ¼s, 8 doz. case, doz.	....	2 35
Do., ½s, 4 doz. case, doz.	....	4 00
Oysters, 1s, 4 doz. case, case	....	9 40
Do., 2s, 8 oz. 2 doz. case, case	....	7 90
Pilchards, 1s, tall, 4 doz. case, per case	....	6 90
Do., ½s, flat, 8 doz. case, case	....	9 00
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case	....	20 00
Do., ½s, flat, 8 doz. case	....	21 25
Red Spring, 1s, tall, 4 doz. case	....	16 25
Do., ½s, flat, 8 doz. case	....	17 00
Cohoe, 1s, tall, 4 doz. case	12 00	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	....	6 25
Do., ½s, flat, 8 doz. case	....	8 00

CANNED FRUITS (Canadian)		Per case
Apples, 6 tins in case	....	3 20
Blueberries, 2s, 2 doz. case	....	5 00
Cherries, 2s, 2 doz. case	....	7 20
Gooseberries, 2s, 2 doz. case	....	7 50
Lawtonberries, 2s, 2 doz. case	....	7 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case	....	6 00
Plums, Lombard, H. S., 2 doz. case	....	5 95
Plums, Lombard, L. S., 2s. 2 doz. case	....	4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case	8 00	8 60

CANNED FRUIT (American)		Per case
Apricots, 1s, 4 doz. case	....	10 60
Peaches, 2½s, 2 doz. case	....	9 15
Peaches, sliced 1s, 4 doz. case	....	10 85
Do., Halves, 1s, 4 doz. case	....	10 75

Do., 2s, 2 doz. case		6 90
Pears, 1s, 4 doz. case		12 75
Pineapple, sliced, 2s, 2 doz. case		7 25

CANNED VEGETABLES

Asparagus tips, 1s, tins, 4 doz. case, per doz.		4 40
Beans, Golden Wax, 2s, 2 doz. case, per case		4 75
Beans, Refugee, 2s, 2 doz. case		4 60
Corns, 2s, 2 doz. case		3 50
Peas, Standard, 2s, 2 doz. case	3 65	3 90
Peas, Early June, 2s, 2 doz. case		4 50
Sweet Potatoes, 2½s, 2 doz. case		7 00
Pumpkin, 2½s, 2 doz. case		3 35
Sauer Kraut, 2½s, 2 doz. case		4 10
Spaghetti, 2s, 2 doz. case		2 05
Tomatoes, 2½s, 2 doz. case		4 10
Spinach, 2½s, 2 doz. case		6 75

PRUNES ADVANCING

Winnipeg.

DRIED FRUITS—The dried fruit market is showing a firmer tone and although buyers have bought sparingly the aggregate tonnage of dried fruits that has moved to the consuming markets has been most satisfactory, particularly in view of the short crops produced. The strongest item in the line is prunes and it is estimated that there are no more prunes unsold than there were August 1st last year with 10 months to go to new crop. The very fact that buyers have followed the hand to mouth policy of buying, places prunes in an even stronger position as a speculative element has been wholly lacking. Prunes in outside growers hands and unsold are in small compass and higher prices are looked for after the turn of the year if not before. The situation on peaches is somewhat the same as prunes and higher prices are expected on this line. Evaporated apple sales have not been as heavy as expected and at the present time indications point to higher prices on this line. Raisins have been active, particularly on the seedless varieties and as muscats have been slow and with the supply of seedless being cleaned up the trade must turn to seeded or currants.

DRIED FRUITS

Evaporated apples, per lb.	0 18	
Currants, 90-lb., per lb.		0 16
Do., 8 oz. pkgs., 6 doz. case, lb		0 13
Dates, Hallowee, bulk, lb.		0 15
Do., pkgs., 3 doz. case, lb.		0 15½
Figs, Smyrna, per lb.		0 15
Loganberries, 4 doz. case, pkt.		0 23½
Peaches, standard, per lb.		0 17
Do., choice, per lb.		0 18
Do., fancy, per lb.		0 20
Do., Cal., in carton, per carton	1 00	1 20
Do., Cal., in cartons, per carton	1 00	1 20
Pears, extra choice, per lb.		0 30
Do., Cal., cartons, per carton		1 30
Prunes—		
30-40s, 25s, per lb.		0 20
40-50s, 25s, lb.		0 17½
50-60s, 25s, lb.		0 14
60-70s, 25s, lb.		0 13
70-80s, 25s, lb.		0 10½
80-90s, 25s		0 09¾
90-100s, 25s, per lb.		0 08
In 5-lb. cartons, carton	0 65	0 75
RAISINS—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg.		$0 20
Do., pkg., 12 oz., fancy, per pkg.		0 16¾
Do., 16 oz., choice, per pkg.		0 19
Do., 12 oz, choice, per pkg.		0 16
Cal. 5-lb. cartons, per carton		1 20
Do., bulk, 25-lb. boxes, per lb.		0 19
RAISINS—Seedless—		
Cal., pkg., 11 oz., per lb.		0 19½
Do., bulk, 25-lb. boxes, per lb.		0 22
Do., bulk, 5-lb. cartons, per carton		1 30
Apricots, choice, 25s, lb.		0 32
Do., 10s, lb.		0 34
Do., Standard, 10s, lb.		0 28¼
Do., Standards, 25s, lb.		0 25½
Do., fancy, 25s, lb.		0 35
Do., fancy, 10s, lb.		0 36
Apricots, 5 lb. cartons, per carton		1 65

SUGAR MARKET EASIER

Winnipeg.

SUGAR—The raw sugar market is slightly easier and New York refined has shown a decline. The trade is expecting lower prices on Canadian refined sugar.

Extra gran. bags, 100 lbs.	8 50
Do., gunnies, 5-20 lbs.	8 90
Do., gunnies, 10-10 lbs.	9 00
Do., cartons, 20/5 lbs.	9 10
Do., cartons, 50-2 lbs.	9 25
Yellow, No. 1 lt., bags, 100 lbs	8 10
Do., golden, bags, 100 lbs.	8 00
Powdered sugar, bbls.	8 90
Do., boxes, 50 lbs.	9 10
Do., boxes, 25 lbs.	9 30
Icing, barrels	9 00
Do., boxes, 50 lbs.	9 20
Do., boxes, 25 lbs.	9 40
Soft lumps, boxes, 100 lbs.	9 30
Do., boxes, 50 lbs.	9 60
Do., cases, 20 cartons	10 45
Do., cases, 40 ½ lbs.	11 20
Small lump, boxes, 100 lbs.	9 20
Do., boxes, 25 lbs.	9 50
Do., cartons, 50 2-lbs.	9 60
Hard lump, barrels	9 30
Do., boxes, 50 lbs.	9 50
Do., boxes, 25 lbs.	9 70
Do., boxes, 50 lbs.	9 75

SYRUPS UNCHANGED

Winnipeg.

SYRUPS—There is no change in the syrup situation. The limited requirements of consumption furnish about the only demand. Molasses prices are slightly firmer on the primary markets and new arrivals are expected within the next month which no doubt will effect local quotations.

CANE SYRUP—	
No. 2s	6 95
No. 5s	6 75
No. 10s	6 30
No. 20s	6 10
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 65
Cases, 5-lb. tins, white, 1 doz. in case	5 40
Cases, 10-lb. tins, white, ½ doz. in case	5 15
Cases, 20-lb. tins, white, ¼ doz. in case	5 15
Cases, 2-lb. tins, yellow, 2 doz. in case	4 20
Cases, 5-lb. tins yellow, 1 doz. in case	3 95
Cases, 10-lb. tins, yellow, ½ doz. in case	3 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 95
MAPLE SYRUP—	
Pure, 2½s, tins, cs. of 2 doz.	20 00
Pure, 5s, per case of 1 doz.	19 10
Pure, 10s, per case of ½ doz.	17 75
TABLE SYRUP—	
Maple flavor, 2½s, tins, per case of 2 doz.	10 50
Do., 2s, tins, case of 1 doz.	10 00
Do., 1s, tins, case ½ doz.	9 75
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 30
3-lb. tins, 2 doz. case	10 80
5-lb. tins, 1 doz. case	9 50
10-lb. tins, 1 doz. case	9 20
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	4 65
2s, 3 dob. in case	4 50
2½s. 2 doz. in case	4 15
5s, 1 doz. in case	3 95
10s, ½ doz. in case	3 80

SPICE MARKET FIRM

Winnipeg.

SPICES—There have been no new developments on the spice market. Scarcity of supplies and strong foreign markets together with the rise in sterling exchange, keep prices firm on practically all stocks. Cloves, peppers and Jamaica ginger continue high and scarce. There is a good trade locally with a conservative demand for seasonable goods.

STARCH UNCHANGED

Winnipeg

STARCH—There is no change in the starch market. Prices are well maintained, under a fair demand.

STARCHES

Cornstarch, 1-lb. pkgs. per lb.	0 09½
Do., No. 1 quality, 1-lb. pkgs	0 10⅝
Gloss, 1-lb pkg. per lb.	0 10 7-8
Celluloid, 1-lb. pkg. per case	4 30

JAM MARKET STEADY

Winnipeg.

JAMS—The jam market is ruling steady and buying is limited to immediate requirements. Raspberry and strawbery jams are the best selling lines at the present time and spot stocks are getting low on these two flavors.

GOOD DEMAND FOR NUTS

Winnipeg.

NUTS—With the approach of the Christmas trade, nuts are showing a greater activity. Walnuts, almonds, brazils and filberts are meeting with ready sale and spot stocks are becoming low.

FLOUR MARKET STEADY

Winnipeg.

FLOUR—The flour market is ruling steady with no change in quotations. There is a fair demand and purchases are being made in small quantities.

RICE MARKET STEADY

Winnipeg

RICE—Advices from New Orleans show a stronger market for rice. Japan type and Carolina have advanced ½c. per lb. On account of the large local and foreign demand it is likely that the prices will advance.

TEAS HOLD FIRM

Winnipeg

TEA—There are no new developments in the tea market. Ceylon and Indian teas are holding firm at the advanced prices. The demand locally is showing an improvement.

JAPANESE ORANGES ARRIVE

Winnipeg

FRUITS—Japanese oranges at $2.25 per bundle are selling freely. The demand for apples has been remarkably good during the past week and Ontario Northern spys are quoted at $8.00 per barrel. Navel oranges are quoted at $7.00 to $7.50 per case. Lemons are quoted 50c. per case lower. Florida grapefruit is in good demand at $7.00 to $7.50 per case. Supplies of Holly and Mistletoe have arrived.

HEAD LETTUCE LOWER

Winnipeg.

VEGETABLES—Imported head lettuce has declined 50c. and is now quoted at $4.00 per case. Tomatoes are slightly easier and are quoted at $4.50 per case. California cauliflower is in good demand at $3.25 per doz., while the few local cauliflowers left are being offered at $2 50. Sweet potatoes are in demand at $5.00 to $5.50 per hamper. Cranberries remain scarce and high. Imported Brussels sprouts at 30c. per lb. and Chinese cabbage at 15c. per lb. are in good demand.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Saskatchewan Markets

FROM REGINA BY WIRE

Regina, Sask., Dec. 13.—Granulated sugar is lower at $8.70 per cwt. Christmas business is brisk but is not considered equal to former years. New crop Manchurian walnuts have arrived and are being quickly cleaned up. Lemons have taken quite a decided drop, declining from $9.00 to $7.50 per case. New laid eggs are scarce and are being quoted at $17.10 per case. New crop Turkish figs are just arriving on the market but owing to late delivery it is expected that jobbers will carry over a stock from the Christmas trade. Poultry is plentiful, turkeys are quoted at 36c per lb., spring chickens at 20c, and ducks and geese at 27c per lb.

Beans, Kotenashi	5 95
Rolled oats, 80s	2 42
Rice, Siam	6 50
Rice, Blue Rose	8 65
Tapioca	7 25
Sago	7 25
Flour, per bbl.	7 95
Sugar, pure cane granulated, cwt.	8 70
Cheese, No. 1, Ontario, large	0 22
Cheese, No. 1, Ontario, twins	0 22¼
Butter, creamery, lb.	0 45
Butter, dairy, lb.	0 30
Lard, pure, 3s	11 10
Eggs, new laid, local	17 10
Do., No. 1 storage	15 60
Tomatoes, 2½s, choice	4 50
Lemons, case	7 50
Corn, 2s, standard choice	3 65
Peas, 2s, standard choice	4 15
Do., 2s, Early June, choice	4 87
Salmon, Sockeye, 1s	21 00
Do., Sockeye, ½s	22 05
Strawberries, 2s, B.C. choice	8 75
Raspberries, 2s, Ontario choice	8 75
Cherries, 2s, red, pitted	7 20
Peaches, 2s, halves	7 20
Do., 2s, sliced	6 00
Apples, evaporated, lb.	0 42½
Peaches, evaporated, lb.	0 23
Prunes, 70-80	0 13
Do., 40-50	0 18

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Dec. 13.—Creamery butter is higher at 39c to 45c per lb. Dairy butter is quoted at 30c to 35c per lb. Bran and shorts advanced $1.00 per ton. The prune market is a little firmer while beans are somewhat easier. Wheat flakes are reduced 75c per case. Shredded wheat is down 50c per case. Lemons are easier at $7.75 per case. Chinese crystalized ginger is quoted at 27c per lb.

Beans—Ashcroft, per cwt.		6 00
Do., Kotenashi, per cwt.		5 90
Rolled oats, 80s	3 15	3 30
Rice, Siam	5 50	6 00
Japan, No. 1	7 35	8 00
Tapioca	7 00	8 00
Sago	7 00	8 00
Flour, per bbl.		7 65
Sugar, pure cane, gran., cwt.		8 57
Cheese, No. 1, Ont., large	0 22½	0 23
Alberta cheese, twins		0 22¾
Do., large		0 22¼
Butter, creamery, lb.	0 39	0 45
Do., dairy, lb.	0 30	0 35
Lard, pure 3s	12 30	12 60
Eggs, new laid, local, case		18 00
Do., No. 1 storage, case		16 00
Tomatoes, 2½s	4 15	4 35
Pumpkin, 2½s, case		4 40
Lemons, case		7 75
Corn, 2s, standard case	3 35	3 60
Peas, 2s, standard case	4 20	4 36
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	8 40	9 25
Gooseberries, 2s		11 30
Cherries, 2s, red, pitted	9 00	9 50
Peaches, 2s, halves		5 85
Do., 2s, sliced		6 25
Apples, evaporated, lb.		0 18
Do., 25s, lb.		0 18½
Pineapples, Hawaiian, sliced 2's	6 30	7 85
Do., canned, 2s	7 45	7 90
Do., 70-80s	0 11½	0 12¼
Prunes, 90-100s	0 10	0 10
Potatoes, local, ton	20 00	30 00

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B. C., Dec. 13.—Business is very quiet and will probably remain so for a few days as the rivers are again flooded and railway and road traffic interrupted. Fresh eggs are coming on the market plentifully, and the surplus is being shipped as far east as Montreal. B. C. fresh eggs are quoted at 64c while butter is selling at 45c. Okanagan onions are quoted at $4.75 and Spanish at $8.00. Local potatoes are selling at $28.00, Ashcroft at $35.00, Lilloet at $37.00 and Lytton at $38.00 per ton.

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Dec. 13.—Sugar dropped 25c, making granulated $7.70 per cwt. Lard is easier at 15½c for pails and 15c for tubs. Shortening in pails is quoted at 14c and tubs at 13½c per lb. Rolled oats are higher at $3.50 per bag and $8.30 per barrel. Grapefruit and oranges are fairly steady under a good demand while bananas are slightly firmer at 13c per lb.

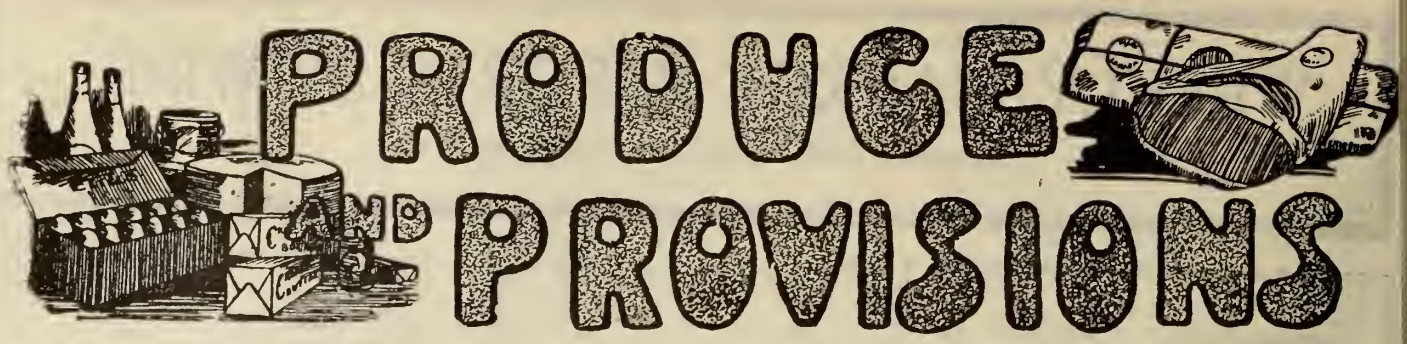
Rolled oats, bag		3 50
Do., bbls.		8 30
Rice, Siam, per cwt.		7 00
Tapioca, per 100 lbs.		9 50
Molasses, gal.		0 65
Tomatoes, cans		2 00
Do., bags		6 00
Raisins, Valencia layers	0 24	0 30
Currants, cleaned		0 19
Prunes, 90-100, 25-lb. boxes		0 11¼
Lemon peel		0 34
Orange peel		0 34
Citron peel		0 46
Walnuts		0 27
Almonds		0 22
Brazils		0 20
Peanuts		0 16
Filberts		0 17
Cocoanuts, bag		6 00
Potatoes, per bbl.		2 75
Pork, clear, bbls.		32 00
Pigs' feet, per 20-lb. pail		2 10
Hams, shoulder, per lb.		0 21
Bacon, side, per lb.		0 32
Bacon, roll, per lb.		0 22
Lard, pure, in pails, lb.		0 15½
Lard, pure, in tubs, lb.		0 15
Shortening in pails, lb.		0 14
Shortening in tubs, lb.		0 13½
Butter, creamery, prints		0 47
Butter, creamery, solids		0 42
Oleomargarine		0 24
Cheese, whole, lb.	0 19	0 21
Cheese, twins, lb.		0 21
Eggs, doz.		0 52
Sugar, cut loaf, cwt.		9 30
Sugar, stan., gran., cwt.		7 70
Sugar, No. 1 yellow, cwt.		7 75
Lemons, California, case		6 50
Grapefruit, Florida, case	6 00	6 50
Bananas, lb.		0 13
Cornmeal, gran., bags		3 25
Oranges, per case	7 00	8 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, Dec. 13.—Standard granulated sugar shows a decrease of 25c per cwt., making present quotation $7.70. Fresh eggs are selling at 75c and storage 55c per doz. Potatoes hold fairly steady at $1.30 per bag. Onions are higher at $7.00 per bag.

Flour, No. 1 patents, bbl.		11 00
Cornmeal, bags		2 50
Roled oats, per bag		3 75
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.		7 70
Sugar, standard, gran.		7 20
Do., No. 1 yellow		7 45
Molasses, gal.		0 65
Cheese, Ont., twins		0 23
Eggs, fresh, doz.		0 75
Eggs, storage, doz.		0 55
Lard, compound		0 14
Do., pure, lb.		0 18
American clear pork, bbl.		30 00
Tomatoes, 2½s., stan., doz.		2 00
Hams, aver. 9-12 lbs.		0 35
Do., aver., 12-18 lbs.		0 35
Do., aver. 18-25 lbs.		0 31
Roll bacon		0 25
Butter, creamery, lb.		0 52
Do., dairy		0 40
Raspberries, 2s Ont., doz.		4 00
Peaches, 2s., standard, doz.		3 30
Corn, 2s, standard, doz.		1 60
Peas, standard, doz.		1 95
Strawberries, 2s, Ont., doz.		4 00
Salmon, Red Spring, flats, cases		
Do., pinks		7 00
Do., Cohoes		14 00
Do., Chums		6 00
Evaporated apples, per lb.		0 16
Dried peaches, per lb.		0 22
Potatoes, Nat., 90-lb. bag		1 30
Corned beef	3 00	3 55
Onions, Canadian, per bag		7 00



This Year's Pack of Salmon Is the Smallest Since 1908

A Review of the Pack of B. C. Salmon for the Season of 1921 Shows the Total Number of Cases of All Grades at 603,548 as Compared With Last Year's Total of 1,187,616 Cases.

VANCOUVER, B. C., Dec. 14 (Special).—A summary review of the pack of British Columbia salmon for the season of 1921, shows the total number of cases of sockeye including pound and half pound tins to be 163,914, red springs 36,725, pink springs 6,061, white springs 6,966, blue backs 7,060, steelheads 1,220, cohoes 117,288, pinks 192,906, making a total on all grades of 603,548 cases as compared with last year's total of 1,187,616 and 1,393,156 cases in 1919. This year's pack is the smallest since 1908 when the complete pack totalled 542,689 cases.

The total pack of all grades for each packing house is as follows:

B. C. Fishing & Packing Co. Ltd.	116,294
Gosse-Millerd Limited	56,104
J. H. Todd & Sons, Ltd.	54,480
A. B. C. Packing Co., Ltd.	51,050
Northern B. C. Packing Fisheries, Ltd.	34,793
Wallace Fisheries, Ltd.	29,346
B. C. Canning Co., Ltd.	22,410
Kildala Packing Co., Ltd.	22,214
Canadian Fish & C. S. Co., Ltd.	22,181
M. Desbrisay & Co.	15,881
Canadian Fishing Co., Ltd.	14,760
Nootka Packing Co., Ltd.	12,274
Provincial Canning Co.	11,859
Glenrose Canning Co., Ltd.	11,444
Lumi Bay Packing Co., Ltd.	10,633
Cassiar Packing Co., Ltd.	10,475
Quathiaski Canning Co., Ltd.	10,390
Western Salmon Packing Co.	8,609
Great West Packing Company, Ltd.	7,343
Maritime Fisheries, Ltd.	6,612
Wm. Hickey & Sons	6,001
Great Northern Packing Co. Ltd.	4,148
Clayoquot Sound Canning Co., Ltd.	3,759
Western Packers, Ltd.	3,612
Sea Fish Co., Ltd.	3,157
A. H. Sherman, Ltd.	2,742
Sooke Harbor Fishing & Pkg. Co., Ltd.	977
Total	603,548

Many Leading Authorities on Produce Will Speak at Convention

Annual Gathering of the Canadian Produce Association Will be Held in Winnipeg at the End of January—A. P. McLean, Winnipeg, Will Preside.

WINNIPEG, Dec. 14.—Produce dealers and men interested in the trade will gather at Winnipeg on January 30th next, when the annual convention of the Canadian Produce Association opens in the Fort Garry Hotel. The trade has passed through some experiences during the past twelve months which will undoubtedly be reflected in the discussions of the various subjects on the programme.

The list of speakers, as tentatively arranged, includes J. H. Hare, Edmonton; F. Hedley Auld. Deputy Minister of Agriculture, Regina; M. C. Herner Professor of Poultry, Manitoba Agricultural College, Winnipeg; John Bracken, President Manitoba Agricultural College, Winnipeg; George H. Barr, Chief of Dairy Division, Department of Agriculture, Ottawa; A. A. McKergow, Montreal; J. S. Muir, Ingersoll; and J. F. Singleton, E. Chief of Markets Division, Department of Agriculture, Ottawa. The leaders in the discussions that will follow the principal addresses include C. P. Rhodes, Calgary; C. M. Thacker, Montreal; H. C. Kersten, Winnipeg; E. M. Raney, Toronto; A. E. Silverwood, London; C. Market, Dairy Commissioner for Alberta, Calgary; John Scott, Chief Grader of Dairy Produce for Ontario Toronto; A. P. Slade, Vancouver; W. A. Wilson, Regina; T. M. McLagan, Montreal, and I. W. Steinhoff, Toronto.

The sessions will continue for two days, with A. P. McLean, of Winnipeg President of the Association, in the chair. The Secretary is James T. Madden, of Toronto.

The principal social function will be a banquet on the evening of January 30 at which addresses from the Lieutenant-Governor, Sir James Aikins, the Premier, Hon. T. C. Norris, Mayor Parnell, Hon. George H. Malcolm, Minister of Agriculture for Manitoba, Hon. J. A. Maharg, late Minister of Agriculture for Saskatchewan, and Hon. George Hoadley, Minister of Agriculture for Alberta, are expected.

Would Not Begin to Supply Demand for Walnuts

Montreal.—Early this week an item in the local papers stated that "a large consignment of the new crop of French walnuts arrived." It also stated that this shipment arrived on the steamer "Metagama" direct from France to Halifax. In the article it went into details to explain that about 250 bags of nuts are consumed over the holiday season and claimed that the shipment which arrived at the late date would go a considerable way towards satisfying the demands of "Montrealers."

Only Ninety Bags

Local importers of dried fruits and nuts informed Canadian Grocer that on that shipment were only 90 bags of French unshelled walnuts and that these could easily be taken by one jobbing house alone and distributed within the next three or four days. One importer stated that during the past ten days he has handled over 1,000 bags of walnuts himself and that other importers had brought in quite as much, yet there is not a new crop of French walnut in stock in Montreal. The demand for walnuts has been great and supplies have run very low with a late season in France.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 14.—The feature of the produce market is the advance in live hogs which is the result of small offerings and a keener demand for supplies. The smoked meat market does not yet show any change as a result of the stronger hog market but the demand is improving and the future looks stronger. The butter market for the newer makes is weak but wholesale prices in the main are unchanged. The cheese market is quiet and but for the fact that spot stocks are held in few hands the condition might be weak. There is no change in cooked meats. Lard is weaker with but a light demand. Eggs are stronger under a big demand with supplies rapidly being drained. Fresh fish is unchanged in price but three fish days this week has brought a better demand. Prices on poultry show a big advance in price with the Christmas demand.

BUTTER MARKET EASIER

Montreal

BUTTER.—The market for the creamery butter has shown weaker tendency and prices in some cases have declined as much as 2c per lb., which is attributed to continued liberal offerings and the demand for this grade of butter is somewhat limited since some of the earlier makes are in preference. As a result of this condition some prices on creamery butter are unchanged while others show a decline.

BUTTER—		
Solids, creamery	0 41	0 42
Prints, creamery	0 42	0 43
Dairy solids		0 32

CHEESE MARKET QUIET

Montreal.

CHEESE.—The cheese market has been quiet during the past week with no important demand from English buyers or in fact from the domestic market. The volume of business in cheese is small but as stocks on spot are held in few hands there is no immediate pressure to sell and as a consequence the market is fairly steady although showing no improvement.

CHEESE—		
Large, per lb.		0 21
Twins, per lb.	0 19	0 20
Do., white		0 28
Triplets, per lb.		0 21
Fancy old cheese, per lb.	0 28	0 30
Stilton, per lb.		0 35
Quebec	0 19	0 20

STORAGE EGGS ADVANCED

Montreal.

EGGS.—The feature of the egg market is a spectacular advance in the price of No. 1 storage eggs which have run low in supply on account of a big demand and the fact that dealers are not buying that grade to replace their supplies. Then too on account of the high prices on fresh eggs the public are buying more of the storage eggs and a big demand exists. The wholesale price is now 48c per doz., while the quotations on strictly new laid eggs vary considerably at the high level but in general show no advance.

EGGS—		
Specials	0 80	0 95
Storage, selects		0 55
Do., No. 1		0 48
New laid	0 70	0 80

LARD MARKET WEAKER

Montreal.

LARD.—Despite the higher prices on hogs a weaker feeling prevails in the market for lard. Prices are fully 1c per lb. lower which is due to little offerings and the continued limited demand from all sources. Retailers are only buying for immediate requirements.

LARD—		
Tierces, 60 lbs.	0 14½	0 15½
Pails, 20 lbs.	0 16	0 16½
Tubs, 20 lbs.	0 15½	0 16
Bricks	0 16½	0 18

COOKED MEATS UNCHANGED

Montreal.

COOKED MEATS. — There is no change in the market for cooked meats. The demand is small owing to the season and prices remain steady.

COOKED MEATS—		
Jellied pork tongues		0 35
Jellied pressed beef, lb.		0 37
Hams, cooked	0 40	0 45
Pork pies (doz.)		
Sausage, pure pork		0 20
Ox tongue, tins		0 65
Mince meat, lb.		0 15½
Head cheese, 6-lb. tins, per lb.		0 10
Plate beef		22 00

SMOKED MEATS STRONGER

Montreal.

SMOKED MEATS.—There is no actual change in the prices for smoked or cured meats the undertone of the market is much firmer in sympathy with the higher prices ruling on hogs. The demand for the season of the year for supplies to meet immediate wants is good and in addition to this extra orders are booked for delivery during the Christmas week. This extra business is instrumental in strengthening up the smoked meat market to a noticeable degree. If the prices on live hogs are maintained higher prices on smoked meat may be expected.

BACON—		
Breakfast, best	0 33	0 52
Smoked breakfast	0 28	0 40
Smoked breakfast	0 28	0 40
Cottage rolls		0 28
Picnic hams		0 19
Wiltshire	0 32	0 35
MEDIUM SMOKED HAMS—		
Wiltshire	0 32	0 35
Weight, 8-14, long cut	0 27	0 29
Do., 14-20	0 25	0 27
Do., 20-25	0 23	0 25
Do., 25-35		0 24
Over 35 lbs.		0 23

HIGHER PRICES ON HOGS

Montreal

HOGS.—A stronger feeling during the week which was attributed to smaller offerings and a keener demand for supplies has resulted in an advance of $1.00 per cwt. on select light-weight hogs, weighed off cars. This advance makes the price of choice stocks $11.00 per cwt. The small supply on the market indicates that the strength of the hog situation will hold firm at the present basis unless a surprisingly large supply is enticed to the market by advanced prices.

FRESH MEATS—		
Hogs, live (selected off cars)		11 00
Fresh killed		0 15
Fresh Pork—		
Legs of pork (foot on)	0 17	0 20
Loins (trimmed)	0 19	0 21
Trimmed shoulders		0 17
Untrimmed		0 14
Pork sausage (pure)		0 20

Fresh Beef—	(Cows)		(Steers)	
Hind quarters	0 10	0 13	0 10	0 15
Front quarters	0 05	0 07	0 05	0 08
Loins	0 15	0 23	0 28	0 30
Chuck	0 07	0 08	0 08	0 09

FISH PRICES STEADY

Montreal.

FISH.—There is no change of note in the fish market. The demand is fair and prices rule steady with a good supply. There have been three fish days this week and some increased business has been noted but market prices remain the same.

FRESH	
Filets, 20 lb. boxes	0 17
Herring	0 07
Market Cod, fresh	0 06
Steak cod	0 08
Dressed B. C. Salmon	0 24
Haddock	0 06
Halibut	0 20
Flounders	0 10
Mackerel	0 16
White fish	0 18
Eels	0 13

FROZEN	
Skinned perch	0 14
Haddock	06
Halibut	0 20
Chicken halibut	0 17
Market cod	0 05½
Steak cod	0 06½
Doree	0 13
Qualla salmon	0 12
Dressed B. C. Salmon	0 22
White fish	0 16
Dressed pike	0 09½
Mackerel	0 13
Lake trout	0 16
Herrings	0 05½

OYSTERS		
Shell oysters, bbl.	8 00	15 00
Standard—Per No. 1 can		2 60
Do., No. 3 can		7 60
Do., No. 5		12 25
Jars—1 doz.		4 75

DRESSED POULTRY HIGHER

Montreal.

DRESSED POULTRY.—The poultry market shows a big advance in price, which the dealers are sorry to see since it will doubtless cut down the demand which had been gaining. Turkeys are the feature with the advance of 4c per lb. from the farmer, with dealers' quotations likewise advanced. Chickens are also higher. The reason apparent is that the retailers are buying heavily in prospect of the Christmas trade. The offerings are good but the market has rapidly gained strength which is expected to hold.

POULTRY—		
Dressed turkeys	0 45	0 46
Geese	0 22	0 26
Ducks	0 28	0 30
Chickens	0 27	0 30
Fowl	0 18	0 25
Roosters	0 16	0 18
Live turkeys	0 38	0 40

ONTARIO MARKETS

TORONTO, Dec. 14.—The produce and provision markets have firmer tendencies almost throughout. Butter and eggs are firm to strong under lighter stocks in Ontario storages as compared with a year ago. Cheese stocks are somewhat larger than a year ago but the market at the moment is steady. Hog products have steadier tendencies. Lard is slightly higher in some quarters while others have not changed quotations. Live hogs advanced to higher levels while beef values are also stronger. The fish market is fairly steady with a shade higher price on smelts. Turkeys and geese are firmer and higher while chickens continue fairly easy under heavy supplies.

BUTTER STOCKS DECREASE

Toronto.

BUTTER—The market continues in practically the same firm condition as it has been in for the past few weeks. Business is none too brisk and there appears to be little trading going on. Stocks of creamery in storage on Dec. 1 were 59,209 packages as against 88,846 packages on Nov. 1 and 66,217 packages on Dec. 1, last year, a decrease of 7,008 packages as compared with the same period in 1920.

BUTTER—

Creamery prints	0 41	0 43

CHEESE MARKET QUIET

Toronto.

CHEESE—The market is quiet but the situation continues fairly firm, although in some quarters the statement was made that the market has easier tendencies in view of the large stocks and lack of export business. Cheese stocks on Dec. 1 stood at 28,414 boxes as against 27,029 boxes on Nov. 1 and 15,263 boxes on Dec. 1 last year.

CHEESE—

Large, new		0 21
Do., June	0 24	0 26
Stilton, new		0 24

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

STORAGE EGGS HIGHER

Toronto.

EGGS—Storage eggs are advanced two to three cents per dozen. Stocks are fast dwindling. Ontario storage supplies on Dec. 1 were 22,864 cases as against 76,667 cases on Nov. 1 and 26,127 cases on Dec. 1, 1920. New laid eggs are still at a premium; few are arriving from nearby sources but fairly heavy shipments are arriving from the United States and British Columbia. No. 1 eggs are quoted at 50c to 52c, selects at 57c to 58c and new laid at 80c per doz.

EGGS—

No. 1	0 50	0 52
Selects	0 57	0 58
New laid		0 80

LARD STEADIER

Toronto

LARD—The advance in the hog market is resulting in a steadier feeling in lard. There is practically no change in quotations although in one quarter pound prints are up one cent.

LARD—

Tubs are ½c higher than tierces and pails one cent higher than tierces.

1-lb. prints	0 16	0 17
Tierces, 400 lbs.	0 14	0 14½

SHORTENING STEADY

Toronto.

SHORTENING—The market has a steadier feeling this week with quotations unchanged as compared with a week ago.

SHORTENING—

1-lb. prints	0 15	0 15½
Tierces, 400 lbs.		0 13

NO CHANGE IN MARGARINE

Toronto

MARGARINE.—The market is fairly steady under a fair demand that is regulated by consumption.

MARGARINE—

Margarine, No. 1	0 23	0 25
Do., No. 2		0 20

COOKED HAMS FIRMER

Toronto.

COOKED MEATS—In some quarters cooked hams are advanced two cents per pound, while in others there is no change. The quotations now range from 35c to 37c on ordinary round hams and 38c to 39c for square pressed. Generally the market for cooked meats has a steadier tone following the stronger markets for cattle and hogs.

COOKED MEATS—

Boiled hams, lb.	0 35	0 37
Do., square pressed	0 38	0 39
Boiled shoulders, lb.		0 28
Head cheese 6s, lb.		0 10
Choice jellied ox tongue, lb.		0 60
Jellied pork tongue		0 35
Bologna	0 13	0 15

Above prices subject to daily fluctuations of the market.

BACON STEADIER

Toronto

PROVISIONS—This market as a whole has steadier tendencies as a result of the higher and stronger market for hogs. There are no changes in quotations which are firmly held.

Hams—		
Small, 6 to 12 lbs.		0 25
Medium, 12 to 20 lbs.		0 25
Large, 20 to 35 lbs. ea., lb.	0 18	0 21
Heavy, 35 lbs., and upwards		0 17
Backs—		
Boneless, per lb.	0 35	0 37
Rolled, per lb.		0 40
Peameal	0 32	0 34
Bacon—		
Breakfast, ordinary, per lb.	0 25	0 30
Do., special trim		0 35
Cottage rolls		0 23
Roll, per lb.		0 20
Long clear bacon, av. 50—		
Wiltshire (smoked boneless) lb.		0 24
Do., three-quarter cut		0 28
Do., middle		0 30
Dry Salt Meats—		
70 lbs.		0 18
Do., av., 80-90 lbs.		0 15
Clear bodies, 15-30 lbs.		0 19
Fat backs, 10-12 lbs.	0 13	0 15

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—		
Mess pork		30 00
Short cut backs, 200 lbs.		35 00
Picked rolls, bbl., 200 lbs.—		
Lightweight		33 00
Heavy		30 00

Above prices subject to daily fluctuations of the market.

CATTLE AND HOGS STRONGER

Toronto

FRESH MEATS—The cattle market during the week under review was stronger with higher prices on a good run of Christmas stuff. A stronger market for hogs was again in evidence with values advanced to $10.40 on the fed and watered basis.

FRESH MEAT—

Hogs—		
Dressed, light, per cwt.	13 00	15 00
Do., heavy, per cwt.	10 00	12 00
Live, off cars, per cwt.	9 90	10 15
Live, fed and watered, cwt.	10 15	10 40
Live, f.o.b., per cwt.	9 50	9 75
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 20
Loins		0 22
Fresh hams, lb.		0 22
Tenderloins, lb.		0 50
Picnics, lb.		0 14
Montreal shoulders		0 14½
Boston butts, lb.		0 16
New York shoulders		0 14½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 10	0 15
Front quarters, lb.	0 05	0 08
Ribs, lb.	0 12	0 18
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 20	0 23
Hips, lb.	0 09	0 10

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 14
Spring lamb, lb.	0 16	0 18
Sheep, whole, lb.	0 05	0 07

Above prices subject to daily fluctuations of the market.

SMELTS SLIGHTLY HIGHER

Toronto

FISH—There is little change in the market for fish. Quotations are steady with the exception of smelts which are advanced to 20c per lb.

FRESH SEA AND LAKE FISH

Cod steak, lb.	0 10	0 11
Do., market, lb.		0 09
Oysters, No. 1 tins	3 25	3 70
Do., No. 3 tins	9 25	11 10
Do., No. 5 tins	15 00	18 00
Do., glass jars, doz.	5 00	5 75
Do., shell, per bbl.	13 50	14 00
Smelts, No. 1, per lb.		0 20

FROZEN FISH

Halibut, medium	0 18½	0 19½
Do., chicken	0 17	0 18
Do., Qualla	0 12	0 13
Flounders	0 09	0 10
Pike round	0 04	0 05
Do., headless and dressed	0 06	0 07
Salmon, Cohoe	0 16	0 17
Do., Red Spring	0 21	0 22
Brill	0 10	0 11
Sea Herring	0 07½	0 08

SMOKED AND SALT FISH.

Haddies, lb.	0 10	0 12
Fillets, lb.		0 17
Kippers, box	2 25	2 75
Bloaters	2 00	3 00
Ciscoes, lb.		0 18
Salmon snack, lb.		0 24
Digby chicks, 5 to bundle		1 20
Boneless Digbys, 10 lb. box		1 65
Shred cod, box 24 cart.		2 20
Cod, 1 lb. tablet, box 24s.		3 20
Quail on toast [illegible]		0 14
Holland Herrings, mixed 10-lb. keg.		1 10
Do., milkers, 10 lb. keg		1 20
Labrador Herrings—		
Kegs, 100 lbs.		6 50
Do., barrels, 200 lbs.		12 00

TURKEYS ADVANCED

Toronto.

POULTRY.—Turkeys and geese are higher this week but fowl continue easy. The strength in turkeys is mainly attributed to the demand at present in United States markets and the holding off of supplies in anticipation of higher prices for the Christmas demand. The

demand for over the border is expected to end this week and the likelihood is, that next week will see lower values with heavier receipts.

Poultry—

Prices paid by dealers—

	Live.	Dressed.
Turkeys	0 40	0 47
Chickens, spring	20-22.	25-30
Roosters	0 12	0 15
Fowl over 5 lbs.	0 20	0 23
Fowl, 4 to 5 lbs.	0 15	0 20
Fowl, under 4 lbs.	0 10	0 16
Guinea hens, pair	1 25	1 50
Geese	....	0 26
Ducks, 4 lb. and over	0 20	0 28
Prices quoted to retail trade:	Dressed:	
Ducklings	0 32	0 34
Hens, heavy	0 26	0 28
Do., light	0 16	0 20
Geese	....	0 30
Turkeys	....	0 50

MANITOBA MARKETS

WINNIPEG, Dec. 14.—There is practically no change in the produce, provision or fish market this week. Butter, eggs and cheese, continue to rule firm and indications point to upward tendencies. There is no change in cooked or smoked meats. The lard market is quiet and unchanged. Poultry prices are easier under an improved demand. The hog market has eased off slightly during the week under light receipts.

BUTTER MARKET ACTIVE

Winnipeg

BUTTER. The tone of the local butter market continues firm. Best creamery in cartons is quoted at 45c. per lb. and in solids at 42c. There is an active demand at the present time.

BUTTER—

Creamery, best table grade	0 45
Best table grade, solids	0 42
Margarine	0 22 0 25

NO CHANGE IN CHEESE

Winnipeg.

CHEESE—There is no change in the cheese market. The tone is firm and prices are fully maintained. Ontario large is quoted at 20c, with twins at 20½c. and triplets at 21c. per lb.

CHEESE—

Stilton cheese, large, lb.	0 24
Ont., large, lb.	0 20
Ont., twins. lb.	0 20½
Ont., triplets, lb.	0 21

EGG PRICES FIRM

Winnipeg.

EGGS—The egg market continues in a strong position and new laid in cartons are quoted at 58c. per doz., with No. 1 candled eggs at 47c. per doz. There are very few eggs in storage and shipments are arriving from the United States.

COOKED MEATS UNCHANGED

Winnipeg.

COOKED MEATS—There is no change to record in cooked meats. Best quality cooked hams are quoted at 41c. to 43. per lb. Pork tongues are in good demand at 26c. The demand is considered fair for this season of the year.

COOKED MEATS—

Best quality, skinned, 8-14 lbs.	0 43
Do., 13-16 lbs.	0 41
Roast ham, lb.	0 43
Roast shoulders, lb.	0 28
Pork tongues, lb.	0 26
Head cheese, 6-lb. tins, lb.	0 13
Jellied ox tongues, lb.	0 48
Luncheon cooked meats	0 16

SMOKED MEATS STEADY

Winnipeg.

PROVISIONS—The market for ham and bacon is ruling steady with a few price changes being noted. Best quality ham is quoted at 33c. per lb. Bacon has declined 2c. now quoted at 45c. per lb.

Hams—

16 to 20 lbs., per lb.	0 33
16 to 20 lbs., per lb.	0 33
Boneless, 8-14 lbs., per lb.	0 36½
Skinned, 14-18 lbs., per lb.	0 38
Skinned, 18 to 22 lbs., per lb.	0 38
Bacon, 6 to 10 lbs., per lb.	0 45
Cottage rolls, boneless	0 24
Bellies 6 to 10 lbs., per lb.	0 44

NO CHANGE IN LARD

Winnipeg.

LARD—There is no change in the lard market. Quotations remain at 15c. on the tierces basis. Shortening shows no change at 14c. per lb. on the tierce basis.

Pure lards, No. 1 quality, per lb. (in tierces 400 lbs.)	0 15
Do., wooden pails, 20 lbs. pail	3 40
Shortening, tierces of 400 lbs.	0 14
Do., per pail, 20 lbs.	3 20

POULTRY TENDS EASY

Winnipeg.

POULTRY—The poultry market tends easy and supplies are arriving in good quantities. The demand for poultry is much larger on account of the lower prices quoted. Ducks and geese are quoted at 28c. with turkeys at 37c. to 40c. per lb.

Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 3½ lbs. and up, per lb.	0 24
Fowl, 3½ lbs. and under, per lb.	0 22
Do., 3½ lbs. and up, per lb.	0 30
Turkeys, young, per lb.	37 to 40
Duck, per lb.	0 28
Geese, per lb	0 28
Roosters, per lb.	0 20

HOG MARKET LOWER

Winnipeg

HOGS—The hog market is showing an easier tone and live selected hogs are quoted as low as $9.15 per cwt. Receipts are light. The cattle market is showing a firmer tone especially on the better qualities. The calf market is maintaining a steady tone with good quality being quoted at $5.00 to $6.00. The sheep and lamb market is quiet due to the limited offerings for disposal. Good lambs are quoted at $8.00 to $9.00 while the light mutton sheep are ranging at $5.00.

Hogs—

Selected, live, cwt.		9 15
Heavier	5 50	7 00
Light	9 00	9 25
Sows	4 25	6 25
Fresh Pork—		
Legs of pork, up to 35 lbs., lb.	0 19	0 25
Spare ribs		0 16
Loins of pork, lb.	0 26	0 28
Fresh hams, lb.	0 20	0 26
Shoulders	0 13	0 15
Fresh beef—from steers and heifers—		
Hind quarters, lb.	0 09½	0 13
Front quarters, lb.	0 06	0 08
Whole carcass, god grade, lb.	0 07½	0 10½
Mutton—		
Choice, lb.		0 15
Choice long hinds (legs and loin)		0 24
Choice stews		0 10
Lambs—		
Choice, 30-45 lbs.		0 20
Veal		
Good veal, 40 to 80 lbs., hind quarters		0 21

FISH MARKET UNCHANGED

Winnipeg.

FISH—There is no change in quotations on fish. There is a fair demand for all lines. Lake Superior herring is quoted at $4.00 per hundred pound sacks. Holland herring is slightly easier in price and 9 lb. pails are quoted at 90c.

FISH—

Brills	0 09
Herring, Lake Superior, 100-lb. sacks	4 00
Halibut cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 300 lbs.	0 16
Salmon, Cohoe, in broken cases	0 17
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 09
Whitefish, dressed, case lots	0 12½
Whitefish, dressed, broken cases	0 13
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East, Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 17
Salt Fish—	
Holland Herring, milkers, 9-lb. pails, pail	0 90
Holland Herring, mixed, 9-lb. pails, pail	0 85

Even Home Made Preserves on Sale Must Be Labelled

The following letter has recently been received from a subscriber in Nova Scotia.

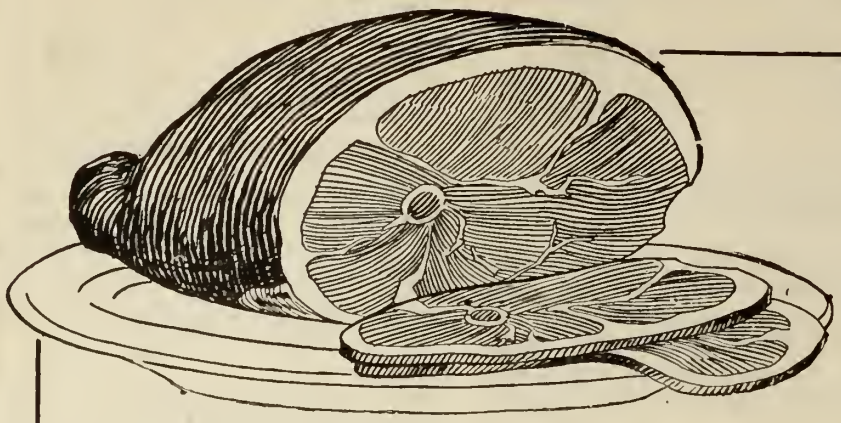
Editor Canadian Grocer

We have some home made preserves for sale. Will you kindly tell us if we can sell them without labels. If not what is necessary to put on same?—H. M. C.

Ans.—Every jar or can of fruits or vegetables must have a label attached no matter whether they are home preserved or not. This label must distinctly state if the article is pure or otherwise and have the name of the party putting it up printed on it. If the contents of the jar are composed of anything other than the fruit itself, it is necessary to say so on the label. For instance, if glucose is used or if apple is mixed with the fruit, then the words "blended" or "compound" must appear on the label. If artificial coloring is used, then the words "artificially colored" must be on the label.

These instructions are in accordance with the Pure Food Regulations and must be complied with in every instance wherein goods are sold to the consumer, no matter whether they are factory or home preserved.

Herbert Foote, 413 Pape avenue, Toronto, a wholesale fruit merchant passed away on Sunday last. He is survived by his wife, his mother, four brothers and two sisters.



Choice Products of a Great Institution

ROSE BRAND

When Stores Had No Street Numbers

Before street-numbers came into being, a merchant was known by the sign under which he traded. And even to-day, though there is a number over your door, people are apt to identify your store by a sign—because signs are so easily remembered. Wherever meats and farm produce are sold, the sign of the Rose is recognized as the means of distinguishing a high-quality product. Surely it is to your advantage to identify your store with a name so high in repute as Rose Brand—the name that has stood for many years as an assurance of the very highest quality and value.

CPC

CANADIAN PACKING CO. LIMITED

Toronto — Ontario

Packing Houses:	Branches:
Brantford	Fort William
Toronto	Sudbury
Peterboro	Sydney, N.S.
Montreal	Charlottetown, P.E.I.
Hull	Winnipeg, Man.

"Gunns yellow and blue
Is a guide for you."

"Thousands of Customers"

Thousands of people sampled Gunns Maple Leaf Brand Pork Sausages at the Canadian National Exhibition. The many favorable comments indicate that these thousands will be customers for this new line.

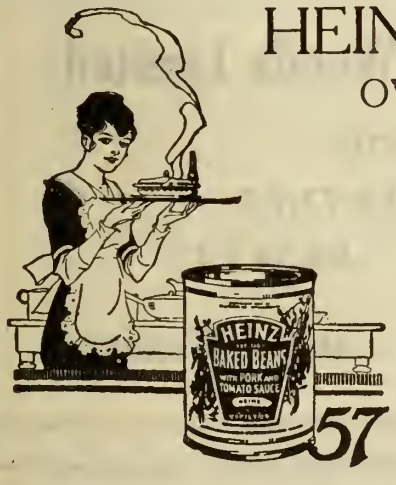
Maple Leaf Pork Sausages will keep indefinitely in the tin and can be served either hot or cold. They appeal strongly to the housewife because they can be kept on hand to meet any emergency call that may arise. The convenience of the tin and the delicious flavor of this sausage will make the Maple Leaf Brand a quick, easy seller, bringing you quick, easy profits.

Place your order now

Phone Junc. 3400

Gunns LIMITED

West
Toronto



HEINZ
OVEN
BAKED
BEANS

Require but little selling effort to keep them moving, outbound, over your counter. Proper displaying is all that is needed. That is what makes them so profitable for you to handle.

Along with the other 57 Varieties, Heinz Oven Baked Beans are so well and favorably known that people buy them without hesitancy, feeling sure of their goodness.

H. J. HEINZ COMPANY

SAL SODA
In Handy 2½ lb. Cartons

Why waste time and money weighing and wrapping bulk Sal Soda when you can sell Arm and Hammer Brand — the highest quality made—in handy 2½ lb. cartons? These convenient containers protect the great strength and purity of this superior Sal Soda until it reaches your customers. They're packed 36 to the case. Your wholesaler can supply you.

CHURCH & DWIGHT, LIMITED
MONTREAL

7 Direct Lines Out of Stratford

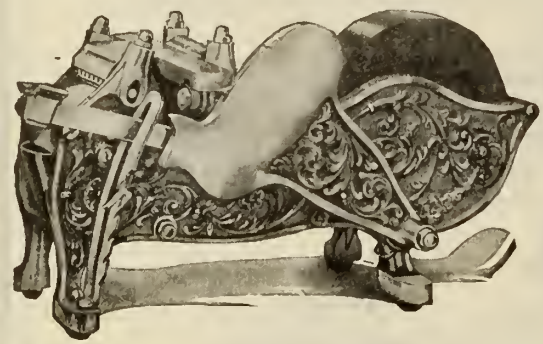
Make It the Quickest Shipping Centre

We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits" — ***saving double freight and double cartage.***

Phones—Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.

James Lloyd & Son **Box No. 266** **Stratford, Ont.**



A SEALER that Seals

A Time and Money Saver

Guaranteed for 1 year

Write for descriptive circular

CANADIAN NASHUA PAPER CO. Ltd.
PETERBORO, ONT.

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London.
A.B.C. Codes used, 4th & 5th Editions.

LIMEHOUSE, LONDON, E., England

Canadian Agents:
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.
HUGH LAMBE & CO., TORONTO.

C. A. MANN COMPANY

Strictly New Laid Eggs
Choice Creamery Butter
Fancy Dressed Poultry

Special Attention to Grocers' Orders
Satisfaction Assured

LONDON, ONTARIO
PHONE 1577

Walter Woods Limited

WILLOW
CLOTHES
BASKETS

Hamilton - and - Winnipeg

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Winter Trade

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina. Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. Mackenzie & Co., 95 King St. E., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

THE MOST ECONOMICAL DESSERT

that ever graced a royal banquet

or

glorified a plain meal

Our Recipe Books describe 25 different desserts that may be easily and quickly prepared from Double-Cream Custard, and thousands of these books have already been mailed out to different homes throughout the different parts of Canada.

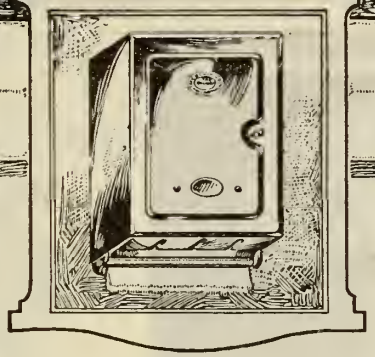
Double-Cream Custard is prepared in 10 minutes and a different way for every day (no eggs required), simply milk and sugar and the powder. A 20-cent tin will make 6 pints and a 45-cent tin will make 16 pints of Delicious Cream Custard that makes a frugal meal taste like a $10 banquet.

When you figure that 3 cents plus 1 pint of milk makes such a delicious dessert, and enough for the whole family of five, then we are correct when we say NO HOME SHOULD BE WITHOUT IT. In fact, every grocer in Canada should have a tin in his own home and have it served on his own table in one of the many forms every day in the week, for he is just as much entitled to the good things of this life as are his customers.

Mail your order to-day for 6 doz. 6-oz. tins and 3 doz. 16-oz. tins to The Harry Horne Co., Ltd., Toronto, and mention the name of the wholesale you deal with, and a supply will reach you without delay.

Double-Cream Custard is packed in air-tight tins and guaranteed for five years from date of Purchase, and packed in the most handsome package that ever decorated a grocery shelf or window.

THE HARRY HORNE CO. Limited
TORONTO, ONTARIO



Replace That "Slow Line" With EDDY'S ONLIWON TOILET PAPER HOLDERS

They don't tie up money or clutter up your shelves. They sell quickly and easily and show good profits.

Handsomely nickel-plated, neat, compact and perfect in service, Eddy's Onliwon, equipped with one thousand sheets of fine toilet paper is really great value at a moderate price.

Your customers will tell you so and take them away from your store. Then they will come back for refills.

Prove this with a small order.
Your jobber can supply you.

Women Want These EDDY'S ONLIWON PAPER TOWEL HOLDERS

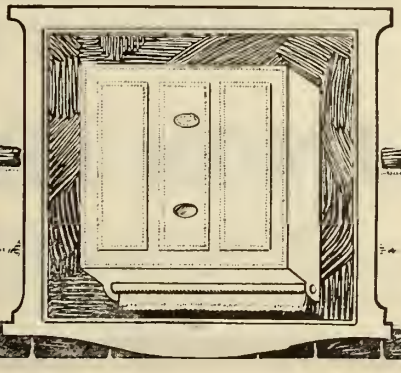
Equipped with extra large Onliwon Paper Towels, these Onliwon white enameled cabinets are a great home economy.

They replace cotton towels at a fraction of the cost and are more absorbent and soft to use.

You can sell them to every woman who enters your store at a good profit. Ask your jobber.

THE E. B. EDDY CO.,
LIMITED
HULL -:- CANADA

BRANCHES AND AGENCIES:
Halifax, St. John, Quebec, Montreal, Ottawa, Brockville, Kingston, Toronto, Hamilton, London, Fort William, Winnipeg, Regina, Moose Jaw, Saskatoon, Calgary, Lethbridge, Edmonton, Camrose, Vancouver and Victoria.



Junket
MADE *with* MILK

What shall I have for dessert?

The busy housewife knows that around the coming Christmas and New Year season she will be serving heavy dinners. In order to serve well-balanced meals she must have a light dessert.

What could be better than "Junket"? Doctors prescribe "Junket" for the kiddies and the sick room. Nurses use it as a delicious, nutritious food.

Put up in 10-tablet packages and retails at 15 cents with a good profit.

JUNKET POWDER
NESNAH

This Is junket In powdered form. Just the thing for quickly made desserts. Retails at 15 cents with an excellent profit margin. Attractively packaged and comes in four different flavors. It will pay you to put these two live sellers in your Xmas. windows.

Chr. Hansen's Canadian Laboratory, Toronto, Canada
LOGGIE, SONS and COMPANY
SELLING AGENTS FOR CANADA
32 FRONT STREET WEST - - TORONTO

APPLES

Get our quotations before you purchase

GEORGIAN BAY FRUITS

Before you place your order for your apple requirements for winter use it will pay you to get our prices. You'll find them most reasonable and our service and delivery all you could desire.

Georgian Bay Fruits are well known for their fine quality and flavor. You can count on them to please your customers. Write us.

LEMON BROS.

Owen Sound, Ontario

Fruit, Produce & Commission Merchants

LAST MINUTE

Sorting Up for Christmas

Special attention for quick handling of last-minute orders.

Stocks complete in

Florida and Navel Oranges

Grapes, Figs, Bananas, Nuts, etc.

Wire orders and we will do the rest.

Merry Christmas to All

White & Co. Limited

TORONTO

Interlake is a cloth-like, soft, absorbent, toilet tissue, specially made, in 700-sheet rolls.

Introducing Higher Standards With a New Trade Mark

Old Dutch—an 11-oz. roll of plain Manilla Duplex Tissue. A popular brand for those who prefer a plain tissue.

Trade Mark Interlake Tissue Mills Co. Limited Merritton Canada Registered

This trade mark forms a link of confidence between the manufacturer, jobber, dealer and the householder. Let it be your guide when you purchase paper specialties. Full size samples sent free on request.

White Cross is a pure bleached-white, genuine crepe tissue—very soft and strong. 8-ounce rolls.

Interlake Tissue Mills Co.

MERRITTON Limited CANADA

Head Office: 54 University Avenue, Toronto, Ont.

Sales Branch: McGill Building, Montreal, P. Q.

Blue Bird is a Manilla genuine crepe tissue, the only genuine crepe tissue made in Canada at the price. 6-ounce rolls.

A profitable Fall and Winter side-line that every Grocer can Sell

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

Most of your customers during this fall and winter will need at some time this highly efficient and nationally known Mathieu's Cough Remedy. Not only is it a cough cure of the highest order, but it also possesses tonic properties that build up the system while curing the cold.

Hundreds of Canadian grocers and general merchants are earning handsome extra profits every fall and winter by featuring this thoroughly dependable remedy. Order a trial supply and get your share of this worth-while business.

J. L. MATHIEU CO., *Proprietors*

SHERBROOKE, QUEBEC

Shirriff's

TRUE ORANGE MARMALADE

The Reason Is -
It's Good Marmalade

SHIRRIFF'S Marmalade finds a ready sale always, because it's good marmalade. There is no other way in which a product can hold its place in public favor. Shirriff's Marmalade is not a luxury, but a necessity, in thousands of homes in Canada. The fact is, Shirriff's is so delicious that people who have once tried it, would never be without a jar (or pail) of Shirriff's Marmalade in the house. If **you** have some customers who do not know how delightful good marmalade really is—introduce them to Shirriff's. It may lead to much profitable business. Most certainly it will uphold your store's reputation for quality.

IMPERIAL EXTRACT COMPANY
TORONTO, CANADA

Sole Selling Agents
Harold F. Ritchie & Co. Limited
Toronto & Montreal

INDEX TO ADVERTISERS

A
Adsco Products Co. 10
Aird, D. M. & G. A..... 10
Amorosi & Malagodi 16

B
Baker Co., Walter 48
Bain & Co., Donald H..... 6
Bickle & Greening, John W. 13
Birdland Society 9
Blackburn, R. C., & Co.... 9
Borden Co., Ltd., The..... 1
Bodley Co., Ltd., C. J..... 16

C
Canadian Malt Extract.... 10
Can. Maple Products..... 4
Can. Nashua Paper Co.... 42
Canadian Packing Co..... 40
City Dray Co., The..... 8
Clark, Limited, W. 3
Church & Dwight 41
Clark & Sons, D. W..... 9
Codville Co., Ltd. 8
Columbia Macaroni Co. ... 5
Colman-Keen Co., Ltd..... 18
Coward, Fred. 16
Connecticut Oyster ..... Front cover

D
Duncan & Son, C. 6
Dumart Packing Co., Ltd.. 11

E
Eddy, E. B., Co., Ltd..... 43
Estabrooks Co., Ltd., T. H. 17
Eureka Refrigerator Co., Ltd. 5

F
Farley-Myers, Ltd. 6
Frost, Moorman & Co..... 9
Freeze, S. G. 6

G
Genesee Pure Food Co.... 13
Gunn's Limited 41

H
Hamblin-Brereton 9
Hansen's Lab., Chris..... 44
Hanson Co., Ltd., J. H..... 10
Heinz Co., H. J..... 41
Horne & Co., Harry..... 43

I
Imperial Extract Co..... 43
Imperial Oil Co., Ltd..... Inside back cover
Interlake Tissue Mills Co. 45
Island Lead Mills, Ltd.... 42

L
Lake of the Woods Milling Co. 14
Lambe, W. G. A., & Co... 9
Lemon Bros. 44
Langley, Harris & Co., Ltd. 9
Lloyd & Son, Jas. 42
Loggie, Sons & Co..... 9

M
McLaughlan, J. K. 9
Mackay & Co., Ltd., John. 5
Mackenzie & Co., Ltd., W. L. 6
Macdonald Reg., W. C..... 2
Maple Crispette Co..Back cover
Maple Tree Producers Association, Ltd. 42
Mathieu, G. L., Co. 45
Mann, C. A., Co. 42
Maple Leaf Malt Extract. 4

N
New Brunswick Potato Exchange Co. 47

O
Oakey & Sons, Ltd., John. 46
O'Donnell Co., John J..... 9

P
Palmolive Company of Canada....Inside front cover
Patrick & Co., W. G..... 9
Pennock & Co., H. P..... 7
Perry Co., Ltd., H. L..... 8

R
Red Rose Tea 17
Robertson Murphy, Ltd... 47
Rock City Tobacco Co..... 12
Ross Can Co. 47

S
Saxonia Fruit Preserving Co., Ltd. 8
Scott & Thomas 9
So-Clean, Ltd. 47
Soper, E. N. & W. E..... 9
St. Arnaud Fils Cie..... 10
Stickney & Poor Spice Co. 5
Stroyan-Dunwoody Co. ... 6

T
Tippet & Co., A. P..... 10
Toronto Pottery Co., Ltd.. 47
Toronto Salt Works..... 47
Trent Mfg. Co. 47

W
Watson & Truesdale 7
Western Canada Flour Mills Co. 17
Weston, Geo., Ltd. 15
White & Co. 44
White, Cottell's 47
Williams Storage Co..... 7
Wiley, Frank H. 6
Walter Woods, Ltd. 42

Y
Yorke, Geo. G. 9

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

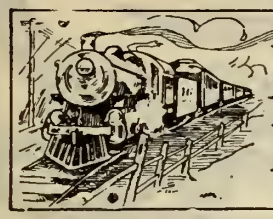
Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

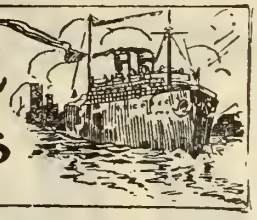
Agents:

F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver



BUYERS' MARKET GUIDE

Latest Editorial Market News



TEA POTS,
MIXING BOWLS
And other lines of Rockingham and Cane Ware.
Special price on Crate lots.
The Toronto Pottery Co., Limited
Toronto - Canada

TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS, GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

SHELLED ALMOND MARKET HIGHER

Advices from primary markets state that the shelled almond market in Italy has recently advanced 10s to 15s per 100 lbs., while in Spain although firm, the market has not followed that in Sicily. Alicante almonds have advanced 2c due to crop shortage.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

RIGHT INTO THE HOME
Your message or slogan imprinted on an advertising balloon is an inexpensive and efficient means of reaching your prospects.
Trade marks, special designs and any wording can be imprinted.
Robertson & Murphy Limited
247 St.Paul St. West, Montreal

Say You Saw It In Canadian Grocer, It Will Help To Identify You

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

FOR SALE—COFFEE ROASTER FOR SAMples, six-inch drum, cheap; also book "How to Tell Spices" by Gibbs. Apply 27 Sun Life Bldg., Hamilton.

SPECIAL SALE — SHOWCARDS, PRICE tickets. M. Moorby, Newmarket, Ont.

SALESMAN—WHO IS EITHER CALLING ON and in direct touch with every grocery, hotel and restaurant in Winnipeg, wishes to secure additional lines. Highest references from present connections. Apply Box 132, CANADIAN GROCER, 153 University Ave., Toronto, Ont.

EVERY MERCHANT WHO SEEKS MAXimum efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue. J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

J. & J. Taylor's Safes

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.

One J. & J. Taylor safe 18 inches deep, two feet 9 inches wide. four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer. 153 University Ave., Toronto

POSITION WANTED

GROCER WHO SPENT SEVERAL YEARS BEhind the counter wants position as clerk in Toronto store or wholesale warehouse. Not afraid of work and can give best of references. Apply Box 130, Canadian Grocer, 153 University Ave., Toronto.

Good Sellers make business easy

BAKER'S

Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Made in Canada by

Walter Baker & Co. Limited

Dorchester, Mass. Montreal, Can.

Established 1780

WANTED

SALES MANAGER WANTED

By a large Canadian manufacturer. One who is acquainted with the wholesale grocery trade throughout Canada, and who has a record of success in Canada as a salesman personally as well as in the handling of salesmen. Give age, experience and references in first letter, which will be opened by an executive of the Company and held strictly confidential. References will be used only after an interview. Address Sales Manager, P.O. Box 1934, Montreal.

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to nearest office. The offices are: 314 Carter Cotton Bldg., Vancouver; 901 Confederation Life Bldg., Winnipeg; 153 University Ave., Toronto; and Southam Bldg., 128 Bleury St., Montreal.

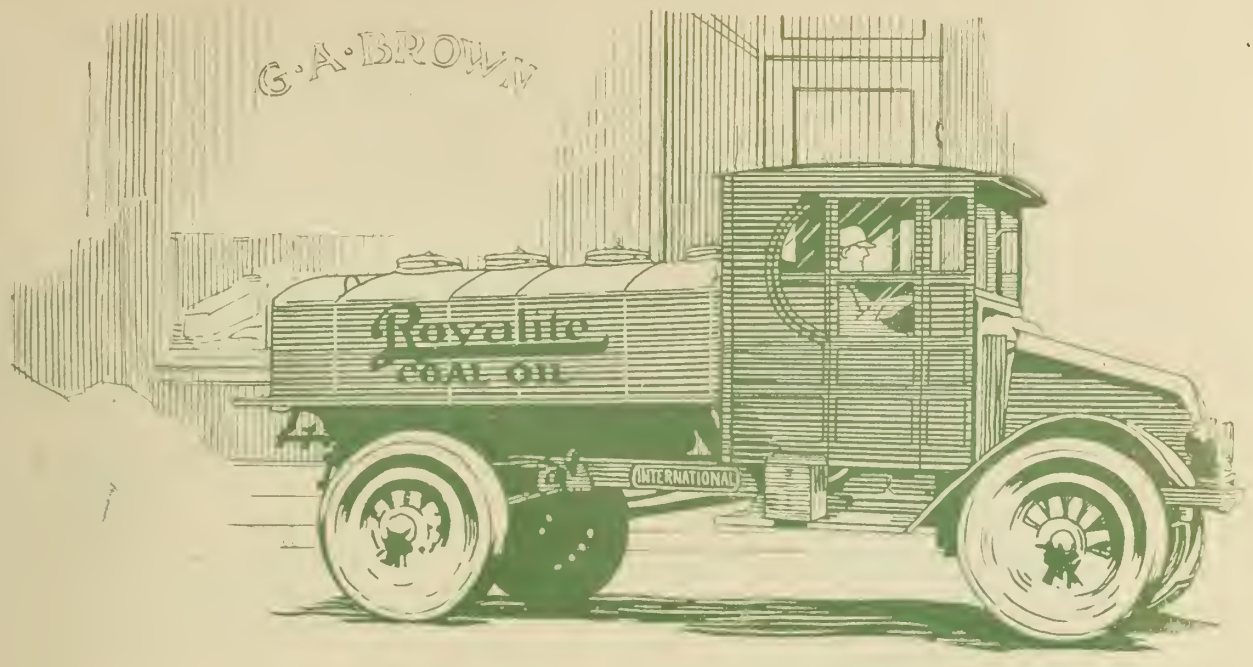
CANADIAN GROCER
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Enclosed is Money Order for $4 Cheque (four) dollars for 52 copies, one each week.

Name .....
(Write plainly)

Address .....
(Write plainly)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $6 a year; single copies, 25c., in advance.



Are You Getting This Business?

If you could multiply the number of oil heaters and oil stoves, lamps and lanterns, tractors and stationary engines, incubators and brooders in your territory by the amount of Imperial Royalite Coal Oil each consumes, you would be amazed at the market for this product.

Your trade knows from experience that Imperial Royalite Coal Oil is the most economical and dependable coal oil they can use. They are inclined to buy exclusively at the store where they can purchase their supplies of this superior quality fuel.

To add to their convenience and satisfaction and at the same time **make them your exclusive customers,** you should carry Imperial Royalite Coal Oil in stock.

Make your store the Imperial Royalite depot. Regular tank wagon delivery from a nearby Imperial warehouse enables you to always maintain adequate supplies for your customer's needs.

Phone our nearest branch and have the Imperial tank wagon call.

IMPERIAL Royalite SAFEST AND BEST COAL OIL

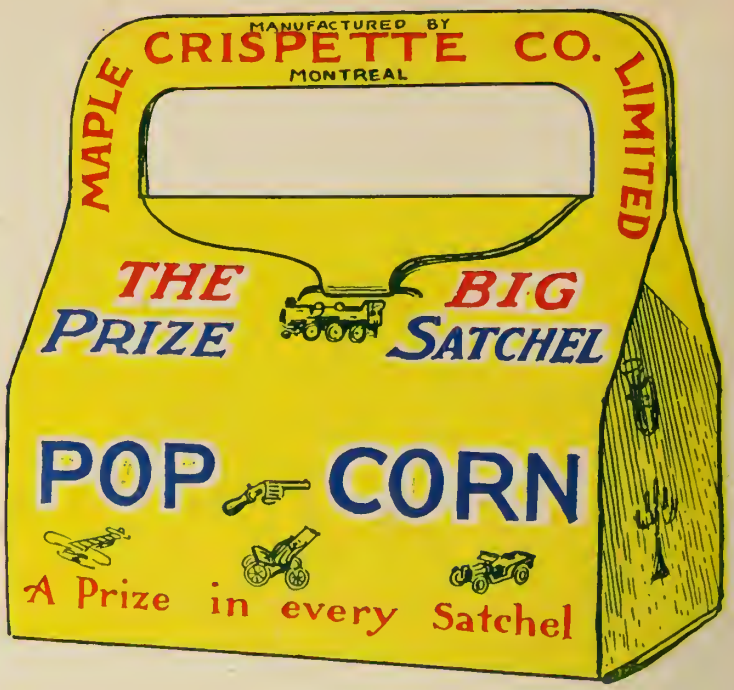
IMPERIAL OIL LIMITED

Canadian Company---Canadian Capital
Canadian Workmen

HERE'S A MIGHTY PROFITABLE NOVELTY FOR YOUR CANDY COUNTER

RETAILS AT

5c.



The kiddies will keep your cash register ringing merrily once you display it

THE BIG PRIZE SATCHEL

IT'S FILLED WITH DELICIOUS POPCORN—A PRIZE IN EVERY SATCHEL

This attractive novelty will appeal in a big way to the Kiddies and Grown-ups. Each satchel contains a worthwhile prize—a gun, an areoplane, or an engine, etc., as well as a generous quantity of the best Pop Corn made anywhere.

Order a good supply of these ready sellers and put them on your counters and in your windows. The excellent profit margin they offer and the fast way in which they move makes them a highly profitable selling proposition. Don't delay sending in your order through your jobber.

Packed in Cases of 72.

MAPLE CRISPETTE CO., LIMITED

Montreal, Quebec

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV PUBLICATION OFFICE: TORONTO, ONT., DECEMBER 23, 1921 No. 51

New Year's Greetings

from the

House of Scott-Bathgate Company, Ltd.

TO OUR many friends and patrons we extend Greetings for the New Year.

As 1921 goes out and the New Year comes in, it is with feelings of confidence that we view its approach. We have faith in this great Canada of ours—in her resources, and in her business men.

Let us all work together—Manufacturer, Wholesaler, Retailer, to make these hopes come true.

Scott-Bathgate Company, Ltd.

Importers and Commission Merchants

149 Notre Dame Ave. E. Winnipeg

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of Report will be sent on request to anyone interested.

As another year draws to a close, we view with pleasure the advancement of "SALADA" Tea in public favour, as evidenced by the tremendously increased sales. While we believe that the excellent quality and High standard of our product are leading factors in that success, we most sincerely thank the dealers who have co-operated with us in attaining it. Our hope is that the coming year will be one of even greater co-operation and mutual benefit.

MAY the year 1922 stand above all previous years for Happiness and Prosperity and may your Christmas joys be many.

"SALADA"

"The delicious Tea"

Langley, Harris & Company
Limited

and

Sutcliffe & Bingham of Canada, Limited
St. Williams Fruit Preservers
W. B. Armour & Company
Atherton Specialties
F. W. Hampshire Company, Limited
Maggi Company Limited
Wm. Edge & Sons, Limited
Jeyes Sanitary Compounds Co., Limited
Kinnersley Bros., Limited
Fisk Chocolate Company, Limited
W. J. Crothers Limited
Aromint Manufacturing Company, Limited
George Bassett & Company, Limited
M. A. Craven & Sons, Limited
Jno. Buchanan & Bros., Limited
R. S. Murray & Company, Limited
Robert Gibson & Sons of Canada, Limited
Alex. Riddle & Company, Limited
Hovell, Son & Company, Limited
G. Castelot
G. W. Harper
Grimble & Company, Limited
Thos. Handisyde, Limited

Extend to the Trade

Best Wishes for
A Merry Christmas
and
A Happy New Year

MONTREAL TORONTO WINNIPEG

TO EVERY Canadian packer of Food Products and every member of the Canadian Grocery Trade we extend our heartiest Christmas Greetings and sincere well wishes for a Healthy, Happy and Prosperous New Year.

Anchor Cap & Closure Corporation

OF CANADA, LIMITED

275 Wallace Ave., Toronto

The
Directors, Officers,
Salesmen and Staff
of

Dominion Canners

Limited

Extend to the trade

A Merry Christmas
and
A Happy New Year

DOMINION CANNERS LIMITED
HAMILTON, CANADA

Harrisons & Crosfield Ltd.

Wish The Grocery Trade

A Merry Christmas

and A Happy and Prosperous

New Year.

Importers of
Spices
Coffee
Cocoanut
Norwegian
Sardines

Coristine Bldg.
Montreal
M 6959

W. CLARK, LIMITED
wish to all a right joyous
CHRISTMAS
and a
NEW YEAR
replete with all the goodness that can be desired.

An Invitation

We take this opportunity to invite you to visit our new offices, new refrigerating plant and renovated warehouses during the week of January 1st, 1922. We have beautiful showrooms, spacious offices and greatly added facilities in our warehouses, which will be reflected in improved service to our customers.

During that week, all our city and country salesmen will remain at headquarters to welcome their customers and to assist our showroom and office staffs in entertaining our guests.

May we welcome you on any of the following days: 2nd, 3rd, 4th, 5th Jan.

If you cannot come during our Special week, we cordially invite you to visit us on any day suitable to you.

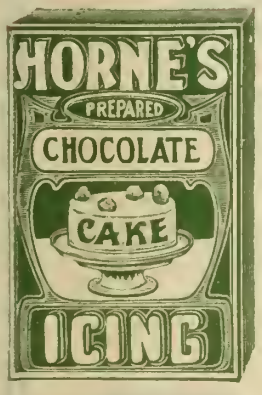
LAPORTE MARTIN LIMITEE

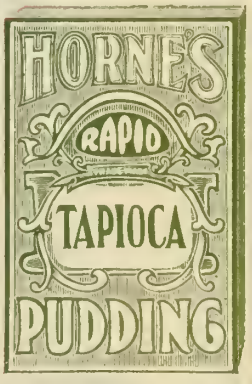
"We search the earth for goods of worth"

Importers, Manufacturers, Groceries and Provisions.

584 ST. PAUL ST. WEST. **MONTREAL.**

Established 1870





We take this opportunity of extending to our many friends in the trade the Compliments of the season, and our best Wishes for a pleasant ending to the present year, and, in addition to this, unlimited success for the year of 1922.

THE HARRY HORNE CO. LIMITED

Makers and Distributors of Good Things to Eat.

TORONTO - - - CANADA

James Robertson & Sons, Limited

PRESERVE MANUFACTURERS,

PAISLEY, : : : SCOTLAND

Wish You A Merry Christmas

Your Christmas; may it be filled with rejoicing, unclouded by regrets, free of trouble, and abounding in cheery, merry Yuletide spirit.

May the happiness and good cheer of Christmas 1921 brighten a golden pathway of sunshine, happiness and prosperity, for all our friends, far into the coming year of 1922.

SELLING AGENTS:

L. A. MacNab & Co.,
City Club Buildings,
St. Johns, Nfld.

J. W. Gorham & Co.,
Simpson Building,
Halifax

C. L. Marshall & Co.,
Gooderham Building,
Front St., Toronto

The Smith Brokerage Co.,
St. John, N.B.

C. & J. Jones, Winnipeg, Western Agents, including B.C.

Manufacturers

You should be interested in the SERVICE We are giving the Western Canadian Field

Realizing that manufacturers could be greatly aided on the subject of distribution, we have built up a service in this market, that is just as big, just as broad and just as comprehensive as is our understanding and appreciation of this great market.

WHY? "BECAUSE"

1. **We know the Western Canadian market intimately.**
2. **We know the merchant personally.**
3. **We know his problems.**
4. **We know his strength.**
5. **We know his requirements.**
6. **We know the conditions and influences which must control his buying.**

"This Service is at your disposal"

We have 14 experienced salesmen, who are in daily touch with the Grocery trade, and six large warehouses with storage facilities.

In Conclusion

We wish every member of the Grocery Trade, especially our many Patrons and Friends

A Merry Christmas
and
A Happy New Year

W. H. Escott Co., Limited

Manufacturers' Agents and Wholesale
Grocery Brokers
WINNIPEG, FORT WILLIAM, REGINA, SASKATOON, CALGARY, EDMONTON

The President, Officers,
Salesmen and Staff
of

Walter Woods and Company

Hamilton and Winnipeg

extend to the trade their
best wishes for

A Merry Christmas
and
A Happy New Year

Greeting

THE Management, The Salesmen and Staff of W. G. Patrick & Co., Ltd. extend to the trade their best wishes for

A Merry Christmas
And
A Happy New Year!

W. G. Patrick & Co., Limited

Importers

Toronto — New York
Montreal — Winnipeg — Halifax

A Merry Christmas

And

A Happy New Year

To our many old friends and our ever-increasing army of new ones we extend our heartfelt Greeting. May your Christmas be a merry one and may the New Year fill your cup to overflowing with health, happiness and prosperity.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

Head Office : WINNIPEG

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

ALSO AT SARACEN'S HEAD, SNOW HILL, LONDON, E.C. 1, ENGLAND

Williams Storage, Limited

W. R. WILLIAMS, Pres. and Manager

The largest storage, distributing and forwarding house in Western Canada.

Concrete and steam-heated warehouses, low insurance, excellent track facilities.

SERVICE

IS OUR MOTTO

Winnipeg, Man.

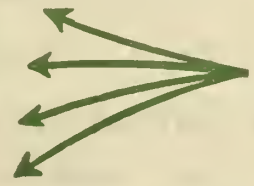
A Merry Christmas

and

A Happy New Year

is our Sincere Wish to every member of the Grocery Trade, especially our many Patrons and Friends.

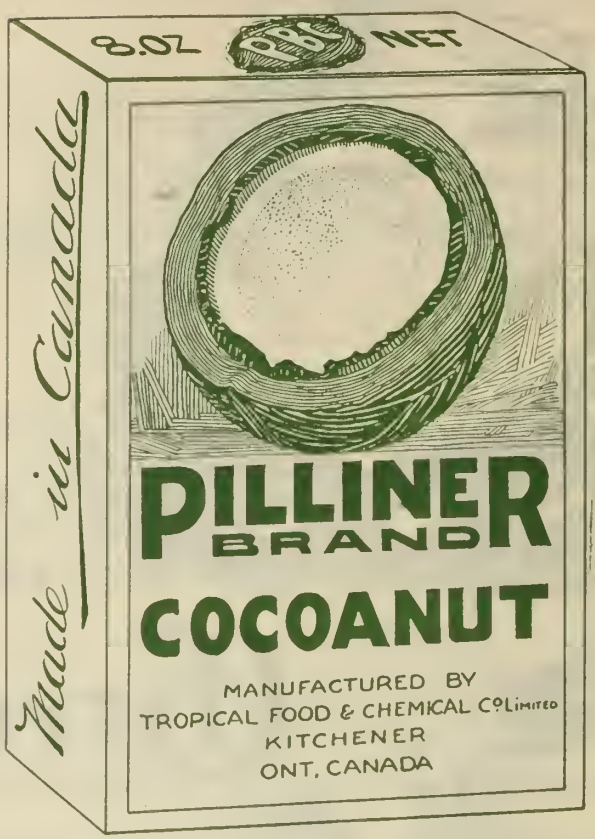
Greeting



Greetings
from
Canada's Leading
Ice Cream Cone
Manufacturers

The St. Lawrence Baking Co., Limited

MONTREAL



We extend to the Grocery Trade of Canada our very best wishes for a Merry Christmas and a bright and prosperous New Year, and also our thanks for your hearty co-operation and support given in the past.

Tropical Food and Chemical Co., Ltd.

Kitchener, Ont., Canada

Manufacturers of PILLINER BRAND Cocoanut

Sales Agents for Eastern Canada:
CRUICKSHANK & GUILD
Toronto -:- Ottawa

Get This and Get on!

The New Cocoa! *The Best Cocoa!*

Somilco.

The Cocoa with a Flavor

Taken in the morning is warming, invigorating and sustaining.

Taken going to bed is nerve soothing and conducive to restful slumber.

Somilco

is 100% soluble and does not clog.

Besides having a delicious flavor, is Easy and Economical to serve.

2 or 3 spoonsful in cup
add boiling water while stirring.

Sold in 5 lb., 1 lb. and ½ lb. tins, also in sanitary envelopes containing enough for one cup.

Write for Prices

"TRUE FRUIT" TRADE MARK REGISTERED

J. Hungerford-Smith Co., Limited

19-23 Alice Street - - Toronto

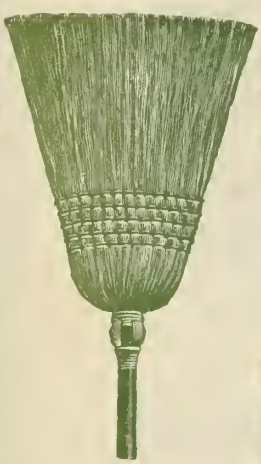
HOLIDAY GREETINGS

FLOWERDALE TEA

Flowerdale B. Orange Pekoe tea, our high grade blend of bulk tea, is no experiment but the result of a quarter century experience. Its quality and uniformity will delight your customers and if sold under your own name will insure them coming back to your store for more.

R. B. HAYHOE & CO.

7 Front St. E., TORONTO Canada



Waterloo Broom & Brush Company's high-grade brooms and whisks are made from the finest selected and graded broom corn under supervision of a broom and whisk expert with 40 years' experience. These superior brooms are all well sewed, perfectly balanced and plump from the centre out. They'll outlast any ordinary brooms. Write for price list. Special attention to mail orders.

A Merry Christmas and A Happy New Year

In sincere appreciation of your valued patronage and our pleasant business relationship during this closing year we extend to our esteemed patrons and friends our heartiest wishes for a Merry Christmas and a Happy New Year.

Waterloo Broom & Brush Company, Limited

Phone 286, Waterloo, Ont.

Manufacturers of High Grade Brooms and Whisks.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H. P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

C. DUNCAN & SON

Manufrs.' Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.

Head Office: Winnipeg

Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

FARLEY MYERS LTD.

Manufacturers Agents' and Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

Our advertising reaches ½ million readers weekly. Some of them trade with you. Co-operate.
The Codville Co. Ltd.

8

ASK OUR AGENTS FOR PRICES OF

PURNELL'S PICKLES

The Quality

BV Fruit Sauce Is Our Speciality

Purnell & Panter, Limited,
Bristol, England

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

ADSCO PRODUCTS CO.
Covering Quebec Province, 15 travellers. Are in a position to market Food Products. If you are requiring distribution get in touch with us.
Adsco Products Co.
581 St. Paul St. West. MONTREAL
Telephone Main 3726.

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

Italian & European Importing Co.
78 Crescent St., Montreal.
Importers of
Italian Nougat Italian Macaroons
Italian Perfumes
Agents Required

The Advertisers would like to know where you saw their advertisements—tell them.

"Saxonia Brand Fruits"

Packed in half and one-pound packages.

PRESERVERS OF

Candied, Glace, Crystallized and Drained, Citron, Lemon, and Orange Peels, Pineapple, Ginger, Assorted Fruits, Bigarreaux Cherries, Maraschino Cherries, etc.

Saxonia Fruit Preserving Co., Ltd.
Factory
First Avenue and Ernest St., Montreal, Que.

Sole Agents for Canada
The John T. McBride Co., Limited
189 St. James Street, Montreal, Canada

Can We Help You?

There may be certain articles that you would like to have information on. Do not hesitate to ask us. If we can be of any service to our readers it will be a pleasure to do so.

Canadian Grocer

is published in your interest, and we want to help you at all times.

Address:
CANADIAN GROCER
153 University Ave.
Toronto, Ont.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

George G. Yorke
40 Adelaide Street West, TORONTO
Agent for -
Joseph Travers & Sons Ltd.
London Eng.
The largest and oldest Wholesale Grocers in the Empire.

R. C. Blackburn & Co.
MANUFACTURERS' AGENTS AND MERCHANDISE BROKERS
60 Front St. West
TORONTO

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

Are You Getting Your Share of Business and Large Profits Selling Cream Of Malt & Hops?

WE HAVE, after several years, devoted to research and experiment, succeeded in producing a pure barley malt extract that stands to-day in a class by itself. Our Cream of Malt is guaranteed not to weigh under 120 degrees. Fear not to sell this brand.
It is a big repeater, none better for home brew. Ask your jobber or write us direct.

CANADIAN MALT EXTRACT CO.
16 Pearl St., Toronto, Ont.

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.
Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

Now is the Time to Buy—don't wait.
Consult these Advertising Pages.
Our Advertisers will *save* you Money—buy now.

MACDONALD'S

Keep Macdonald's in the Foreground

—and you'll find the profits looming up large in the background. The demand for Macdonald's is ready, waiting for some live retailer in your locality to take care of it. It is not limited to any particular type of tobacco user. There are enough different brands of Macdonald's to provide every man with his favorite kind of tobacco.

No matter what kind it is, if it's Macdonald's it's an unusually profitable line to sell. So keep the Macdonald line well displayed in your store and you will find that **your** share of the Macdonald profits will surprise you. Undoubtedly there is money in "the tobacco with a heart."

The Tobacco with a heart

The Home of "Pork Specialties of the better kind"

Excellent Railway and Plant Facilities Insure Prompt Efficient Service

THE ideal location of our large, new, modern Pork Packing Plant, on both the C.P.R. and G.T.R., coupled with unsurpassed plant facilities now enable us to fill all orders for our popular "Kitchener" Brand Pork Specialties with unusual speed and efficiency.

Twelve years ago when we first began their manufacture in a modest way, our aim was to supply retailers in the immediate vicinity with pork products of the highest standard of quality and purity at a fair price. However, the fame of "Kitchener" pork products, through their inimitable flavor and quality, spread so rapidly that in order to meet the daily increasing orders we were forced to build one of the most modern pork packing plants in Canada. Here with every facility at hand we can offer retailers, far and near, unequalled service on our "really different" pork specialties. Send for a trial order — they cost no more than "ordinary" pork products.

"Kitchener" lines include the well known Kitchener mild, sweet, sugar cured Hams, and Bacon, Kitchener Bolognas, Kitchener Sausages.

Write for our complete list.

DUMART KITCHENER BRAND PORK PRODUCTS

Special Attention to Mail Orders--

The Careful, efficient andunusually prompt way in which we fill orders will please you as much as the excellent quality of our lines.

THE DUMART PACKING COMPANY LTD.

Packers of "QUALITY" Pork Products

KITCHENER, ONTARIO

We extend

A Merry Xmas

and

Prosperous New Year

to our Many Friends and Customers throughout CANADA

From the Makers of Canada's Leading Refrigerators-

The Eureka Refrigerator Company, Limited.

Owen Sound, Ontario

STICKNEY & POOR'S

EXTRA FINE MUSTARD

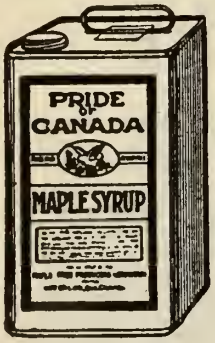
satisfies the most particular trade. Absolutely pure — full strength and fine color. Ground from selected seed in our own mill. It reaches the consumer fresh and in excellent condition. Every can you sell makes a "come-back customer" for you.

Your co-operating servant,
"Mustardpot."

"Extra Fine" in Name

"Extra Fine" in Quality

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century honored 1921
HALIFAX
Mustards - Spices - Seasonings



PRIDE OF CANADA

Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Winter Trade

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. Mackenzie & Co., 95 King St. E., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

Be Sure you Ask Your Jobber for

Dominion Spring Clothes Pins

Manufactured by

The J. H. Hanson Co., Ltd.
MONTREAL

READERS OF CANADIAN GROCER

Please write to our Editor at any time regarding any matter upon which you wish information.

The Editor,
CANADIAN GROCER,
153 University Ave.,
Toronto, Ont.

"The Taste Will Tell"

WESTON'S

(*ASSORTED*)
CHOCOLATE BISCUITS

Open a box of these Christmas treats as shown in cut, place it on the counter or centre case where your customers can easily see the tempting contents — a small price ticket will increase their interest and your suggestion to try a box will mean a satisfied sale—and many repeats.

These gay orange boxes lend themselves to Christmas and New Year's store decorations—and the **Chocolate Macaroons, Chocolate Marshmallows, Weston Kreemie and Fruitie Chocolates** and the **Chocolate Short-Breads** are a real treat.

GEORGE WESTON LIMITED

COR. RICHMOND AND PETER STS., TORONTO

SELLING AGENTS:

MARTIN & McMULLEN Ottawa, Ont.	A. DUNN Quebec City, P.Q.	C. E. CHOATE & CO'Y Halifax, N.S.	T. G. SPENCER Sydney, C.B.

WINE CORDIALS

A very superior line of attractively labeled wine cordials for Christmas and New Year selling, including

PORT
GRAPE
GINGER
BLACK CHERRY

These wines are carefully packed in partitioned shipping cartons—1 doz. to a carton. The cartons will carry safely in the coldest weather.

Price $4.25 per dozen, freight paid on 5 dozen and over to Ontario points.

You can easily sell one dozen of each flavor in the Christmas and New Year season. Write us to-day. We can make prompt delivery.

FRED COWARD

402 Spadina Ave., Toronto, Ont.

Storage and Distribution

Winnipeg

Insurance 30c

We operate the largest fleet of motor trucks in

Western Canada

Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

The City Dray Company

LIMITED

Frost and Wood Building,
Cor. Pacific and Princess Streets.

Track P. 18 **Winnipeg**

Mr. Merchant

Here is the Leader of hair tonics and renewers

Glover's Mange Medicine

A business success of over 35 years is behind this medicine.

Advertising matter bearing imprint and display cards supplied gratis.

H. Clay Glover Company, Inc.

118 West 31st Street **New York City**

Kolacafé

REG'D

Thirty cups of delicious coffee in each bottle

Kolacafe is the pure essence of Blue Mountain coffee, English chicory and stimulating Kola nuts.

There's a good profit on each bottle. Order a supply. You'll find it a fast seller. Its wonderful flavour brings repeats.

ONTARIO AGENTS

George G. Yorke

40 Adelaide St. W. Toronto

JOHN MACKAY & CO. LTD.

EDINBURGH CUPAR GLASGOW

BE IT EVER SO HUMBLE THERE'S NO BREW LIKE HOME

Sell your customers the most scientifically correct

"SYMO" MALT SYRUP

to make their Home Brew. Simple complete directions with each can. Each can will make from 5 to 12 gallons of very nourishing and refreshing Home Brew.

We can ship you in the following packages:—
Cases containing 24 cans of 2 lbs. 5 oz. net each.

Barrels	containing about	600 lbs.	net.
Half Barrels	" "	300 lbs.	"
Kegs -	" "	130 lbs.	"
Tins -	" "	60 lbs.	net each.
		(two tins to a crate)	

You can buy "Symo" in bulk and sell it by the pound, or in quantities to suit all users, at a big reduction under the cost, in cans, and have a larger margin on the transaction.

We must direct distributors for the manufacture of this product. and can offer very attractive prices to the trade. No middleman's profit.

Sections 199, 202. 204, of the Dominion Inland Revenue Act, contains regulations regarding the home brewing of beer, to the effect that:—

Any person without a license may brew beer for the use of his family or himself.

The utensils used solely for the purpose of beer brewing for his own use or for his family. are exempt from the provisions of the act.

Therefor you can stock and offer "Symo" with confidence.

Write for Prices **CANADA FOOD PRODUCTS CO.** 239 THIRD AVENUE MAISONNEUVE, MONTREAL

Gunns Good FOOD

Sincerely wishing you a Merry Christmas and a Bright and Prosperous New Year

"Gunns yellow and blue
Is a guide for you."

Gunns LIMITED
West Toronto

"Member Audit Bureau Circulations"
"Member Associated Business Papers"
"Member of Canadian National Newspapers and Periodicals Association"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXV TORONTO, DECEMBER 23, 1921 No. 51

EDITORIAL CONTENTS

Season's Greetings 29
Number on Containers Simplifies Deliveries 30
Computing Year's Credit Losses 31
Christmas Buying Starts Earlier, Says This Merchant 32
Changes in the Marking Act 33
Editorial Page 34
Take Inventory on Correct Basis 35
Current News 36-37
An Automatic Switch Turns Light Off and On 38
Weekly Grocery Market Reports 39-44
Markets by Wire 45
Enquiry Page 46
Produce Section—
Government Graded Eggs Show Better Margin 47
Produce Market Reports 48-49-50

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* H. T. HUNTER, *Vice-President*
H. V. TYRRELL, *General Manager*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, Druggists' Weekly, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, The Canadian Motor, Tractor and Implement Trade Journal.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1886.

CANADIAN GROCER

B. T. HUSTON, Manager.
J. L. WYCKOFF, Editor.
P. A. CRANE, News Editor.
H. A. WEBB, Associate Editor, Montreal.
H. V. STODDARD, Montreal Representative.
C. M. MUTCH, Toronto and Hamilton Representative.
J. C. BELL, Ontario Representative.
E. H. HAWKINS, Western Representative, Winnipeg.
R. A. HUNTER, Vancouver Representative.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone 1004. Toronto, 143-153 University Avenue, Telephone Adelaide 5740. Winnipeg, Room 901, Confederation Life Bldg., Main Street, Telephone A. 3778. Vancouver, 314 Carter-Cotton Bldg., 198 Hastings St. W., Telephone Seymour 4337.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway, Telephone Watkins 5869; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, Room 1401, Lytton Bldg., 14 E. Jackson Street, Telephone Harrison 9133.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. a year; United States, $4.50 a year; other countries, $6 a year; single copies, 25 cents. Invariably in advance.

Compliments of the Season

We wish you the compliments of the season, and thank you for the friendliness and co-operation you showed in the sales of Red Rose Tea throughout 1921.

Plans have been made to put greater advertising and sales energy into 1922 to make it even more successful, and we beg a good measure of your selling help so more people may taste Red Rose Tea, the high quality of which, established 27 years ago, has not changed.

T. H. ESTABROOKS CO., LIMITED

ST. JOHN, N. B. MONTREAL **TORONTO** WINNIPEG CALGARY

The T. Upton Company
Limited

Wish all their Friends in the Trade

A Merry Christmas

and a

Happy New Year

Jams and Marmalades that a grocer can safely recommend to his best customer.

A Merry Christmas and A Happy New Year

To our many patrons and friends we extend our heartiest season's greetings. May the new year bring **you and yours** a goodly share of prosperity and **us** the continuance of your esteemed patronage.

Colman-Keen (Canada) Ltd.
520 King St. West, - Toronto

"Do You Talk *Gosse-Millerds* Pilchards?

—or just plain pilchards—"

The Pilchard is a full grown Northern Pacific Sardine — They make a real canned fish leader for any Retailer.

DO YOU cultivate the popularity of **G. M. PILCHARDS** by displaying them? or must they "bark" from your shelves to get a show for choice.

This brand of Ocean Products gained great favor as a result of our last campaign efforts. Your **G. M. PILCHARD** business was created practically "over night." REMEMBER! — the demand is still there—simply tell your customers—GOSSE-MILLERD'S PILCHARDS are even better than ever—it's the truth—it's good business.

Order From Your Wholesaler To-day —insist on G. M. Pilchards!

Gosse-Millerd Limited - Vancouver, B.C.

CANADIAN GROCER

VOL. XXXV. TORONTO, DECEMBER 23, 1921 NO. 51

Season's Greetings to the Readers of Canadian Grocer

CANADIAN GROCER *extends to all its readers a Merry Christmas and a Happy New Year. It is an old, old wish, yet ever new. While the past year has been one of many changes in the business world, declining markets, and in some instances acute depression, opinion at this time, seems united that the tide has turned in a favorable direction. Reports from many quarters indicate that grocers are experiencing a good Christmas trade. Wholesaling firms state that business since the first of October has shown a steady improvement, and November showed a greater volume of turnover than a year ago.*

There is still a good deal of unemployment in some places. While conditions industrially, and likewise in a wholesale and retail way, will undoubtedly show improvement in the coming months, progress may not be as fast as many would wish. It seems, however, that it is not an unwarranted prediction that the New Year will have better things in store for the man in business than the year now closing, and it is the earnest wish of Canadian Grocer, that its many readers will have nothing but days of prosperity and happiness in the year 1922.

Number On Containers Simplifies The Rush Of Christmas Deliveries

What Some Grocers Have Done to Render Easier the Strain and Confusion of Last Day Deliveries—One Grocer Uses a Black or Red Number on the Delivery Boxes.

MONTREAL.—During the last two or three days before Christmas, the grocer always has a rush of orders to be delivered. Everything seems to come at once, and as many grocers have extra help on at that time deliveries are all the more apt to get muddled. One Montreal grocer told a Canadian Grocer representative that as far back as he could remember, on Christmas eve inevitably if there had been no sleighing before, a heavy snow-storm came, or if there was sleighing a thaw came, something that always interfered with deliveries. That point seems to be the one that causes the grocer more worry during the last few hours of the Christmas trade than any other.

Making Plans Ahead

To overcome this many grocers make their plans ahead for the Christmas deliveries. The larger establishments with a fleet of delivery waggons have their systems pretty well defined, but even at that they have congestion during the last two days. George Paul, of Walter Paul's Grocery, Montreal, told Canadian Grocer that although they have six delivery waggons and cars they have to take precautions during the last two days before Christmas so that the system will run smoothly. One point that he made was that the grocer should set a particular hour for delivery in each district and adhere to it, telling each of his customers that the delivery will be made at such a time or that the last delivery of the day will be at such a time. He claims that it does not pay to make any exceptions to the rule once it is laid down or it will disorganize the whole system.

This firm instructs their drivers as to how to deliver parcels in the least possible time. One point they make is to load as quickly as possible, even if it means making two loads out of what might, by taking pains, be crowded into one load. In regard to this Mr. Paul said that time is lost at both ends by crowding the waggon. The driver carefully sorts the parcels and piles them in, and then inevitably when one of the orders is to be taken out half a dozen boxes have to be removed or something is missing. He claims it is far quicker to load the waggon comfortably and if necessary make another trip.

Checking Boxes

John Daly, one of the department managers of A. Dionne & Son Grocery, St. Catherine St., Montreal, explained to Canadian Grocer their system of organized delivery which is particularly planned to facilitate matters during Christmas week. Each box, large or small, is numbered with large black letters. On each order slip the number of the box or boxes in which the order is packed is written. When the driver gets the slips corresponding to the orders he is to deliver, he plans the route and then picks out all the boxes corresponding to the numbers he is given. When he stops at a house, it is the number of the box he is looking for and not a name that may be hard to be seen in the dark.

Each driver gets a duplicate of the order form which he returns to the office of the store when the order is delivered. This gives the store a double check on all that goes out for on the duplicate is the number of the driver who delivered the parcels as well as his check.

It is important that every driver should have with him a light of some sort. Many use lanterns but a pocket flashlight is undoubtedly the handiest for the driver and the safest. Some of the larger Montreal grocers and departmental stores equip each driver with a flashlight as a time saving accessory.

Numbering Boxes

Although the numbers on A. Dionne & Son's boxes are painted, as an experiment or as a special plan for the Christmas week a grocer can number each box with a red or black pencil. The corresponding number can be written in at the lower left hand corner of the order after it is packed. The driver can facilitate matters by making a list of the addresses on a card before he leaves with, opposite each, the number of the box that contains the order.

This Simple Little Plan Increases Christmas Sales

London, Ont.—A simple little plan which has been producing big results in boosting pre-Christmas sales of grapes, gift stockings, figs and candies was worked out in this week's window display at the Scandrett grocery here. Three well proportioned steps were arranged with boards and boxes and attractively covered with bright red tissue paper giving a decided Christmas effect to the window. On two of the steps, the two lower ones, four small Christmas trees were set. The trees were easily fashioned from small branches of cedar, and were placed so as to give a bushy effect. In these trees were placed the Christmas stockings, their bright colors showing out well against the background of green. From the ceiling of the window were hung luscious looking bunches of white and tokay grapes, coming down almost to the tops of the trees, and appearing delightfully tempting among the other articles. On the floor of the window which was also covered with red tissue paper were shown figs, candies and similar lines.

In an adjoining window were shown Christmas crackers and candies. This window worked in nicely with the other display and also brought in some nice trade.

Prices of Raw Sugars Are Now Lowest Since 1902

The making of the new Cuban sugar crop continues to increase from week to week, and weather conditions are reported favorable for harvesting. Two additional central factories commenced during the week making ten now in operation as against seven during the same period last year and sixty in 1919. Work on the new Santo Domingo crop is also started with three factories in operation on the island.

The Cuban Finance Committee reduced its selling price on the old crop to 2¼c. c & f New York, while sales of the new crop continue to be made at 2c. c & f. In view of the new crop sugars selling at 2c. c & f considerable interest has developed in connection with previous low prices, says a report from Willett & Gray. The year 1902 was the last year in which sugars averaged below 2c. c & f. The quotations on the c & f basis for 1902 were as follows: high 2.31c.; low 1.565c.; average for the year 1.857c. The average price for raws for the past twenty years from 1900 to 1920 was 3.590c. c & f New York.

One of the most interesting items in the raw market during the week is the sale of 6,000 tons of the new Cuban crop sugar to Japan for January shipment at 1.95c. f. o. b. Cuba. This sale would seem to indicate that Japan anticipates a scarcity in available supplies of Java sugar which is the main source of supply for that country or perhaps the disparity in Cubas is too great to ignore. Export figures of Java crop for the period from April 1 to November 1921 is given at 1,169,000 tons against 1,094,578 tons last year.

Advices from Cuba announce that the president at the request of the Sugar Finance Committee has decided to issue a degree dissolving the committee on December 31, and on and after the first of January trading of sugar for export will be free of control. The tolling arrangements recently made to apply on 900,000 tons of old crop sugars has been rejected, but it is understood that some individual planters will make other tolling arrangements on their own account.

Computing Year's Credit Losses

W. A. E. Wall, General Merchant in McBride, B.C., Discusses the Credit Business with Canadian Grocer Representative—Adds 5 Per Cent. to Year's Losses and On That Basis Estimates What Losses Will Be for Next Year—the Value of a Credit Register

McBRIDE, B.C.—"The credit business, and how best to handle it is giving a very great deal of concern to nearly all merchants at the present time," a Grocer representative remarked recently to W. A. E. Wall, proprietor of the McBride Trading Co.

"Nothing is cash unless you get the cash," Mr. Wall replied. "I have pointed that out to many a customer. 'Tomorrow' is not cash any more than 'six months from now.' I will not argue about the difference between one who merely wishes accommodation, and one who needs credit. Unless the merchant has the absolute immediate disposition of the fifty cents he charges for the pound of tea that he hands out—he is not getting cash. I give credit to the railroad men who pay me every two weeks. One railroad man here dealt with me for months, paying me every two weeks. He took sick and in five days was dead. I lost $40 dollars. Could I call that cash? How could I?

Totalling Credit Losses

"Each year end, I total up what my entire credit losses have been, add five per cent and on that basis compute what my losses will be for the next year. With this figure, and my annual turnover in front of me, I estimate my cost of doing business, including my losses. That is the figure I use in computing my selling prices for the next year, and all my prices are put on cards and displayed on the shelves with the goods to which they refer. My prices are all set on the supposition that credit for two months is going to be extended. The cash customers have a percentage docked off each counter slip, as they pay. The credit customers are charged at the figures marked. If a man comes to me and says, 'I am going to cut poles in the woods and I want you to give me credit to the extent of two hundred dollars worth of groceries,' I charge him for the goods, and for the banking accommodation.

Selling Two Things

"In the last case I am selling two things. I am selling groceries, and I am selling him my financial standing. I charge a profit on both. When I sell an article at $8.50 I do not ask the man whether he expects to pay me cash for them or get them on credit. My price marked on the goods is $8.50 and includes a margin for credit. He likes the article and does not question the price of $8.50. When they are wrapped up, if the man tenders me the money on the spot, I take it, and make the change and draw his attention to the fact that as he is saving book-keeping and waiting for my money, I am deducting .50 from the price of the goods and only taking $8 from his ten-dollar bill. This dramatizes to him the saving of paying cash, and he feels good all out of proportion to the amount he has saved. He will probably try to pay cash for his next purchase, and if he does he will find a saving every time. You know most people would rather be charged another 15% than be humiliated by being told that their credit was not good. I tried the strictly cash business for a year here and quit, thoroughly convinced that 95% of the people would not pay cash to save 20%.

Accounts at First of Month

"All credit business is expensive to the purchaser—but the merchant can't waste his time trying to teach the public that and get no thanks, so the thing to do is to give them what they prefer and charge fully for it. My accounts are sent out on the first of each month. A date is set for paying them. I raise my prices to delinquents, and they become higher as the amount becomes bigger. At the end of a reasonable time I write the bad debts right off the slate, the cash customers do not pay for the deadbeats.

"Any merchant is advised to write his bad debts off promptly. It will not profit him to pay income tax on them. If the accounts are subsequently paid, they will appear in the next year's taxable totals."

Fire Hazards in Small Towns

Fire hazards in the small towns constitute a subject on which Mr. Wall continued. In his opinion it is one of the things that, if not properly settled in the merchants' minds will cause them to rest uneasily many a night, and unless forestalled in the most effective way that modern ingenuity can devise, may some day wipe out the savings of a lifetime, and put a man in worse shape than the day he started business.

"In the newspaper recently," said Mr. Wall, "I noticed that two hotels were burned to the ground in Smithers. You can pick up any paper and read of fire losses not a great many miles from you, no matter where you happen to be. In only the cities and the most happily situated towns do you find good facilities for fire protection. In the villages, one is forced to depend on the bucket-brigade, and such water tanks as the individuals close to the conflagration happen to have filled. Consider again that in the small towns, all of them, the majority of the business is credit business. Granted that most of the sales pass through the books, and you will see that apart from the loss that a blaze might occasion through destruction of stock, here is the chance that the books will be destroyed, the books with almost the entire record of all the goods sold in the last month and more often longer.

"Can you not see then, the position that a merchant would be in were he to have a total loss through fire?" asked Mr. Wall.

"What measures have you taken to protect yourself to the fullest extent?" enquired Canadian Grocer.

The Value of a Credit Register

"First," answered Mr. Wall, "I have my stock insured. Next I have my store interior photographed occasionally. This constitutes a record of stock, in a manner. And finally I have invested over a thousand dolars in two fire-proof fixtures. One is the fire-proof credit register you see there. The other is a good safe which is in the office. With my stock covered, my accounts, both daily and otherwise, protected from fire and burglary, and my insurance policies and books in the safe I can sleep easy at nights feeling that I have done all possible to guard my business. I owe this much to myself and to those jobbers who are supplying me with goods, and giving me credit in the usual way. The time saved by a credit register, and the mistakes avoided make it one of the most practical fixtures in any country store, and the fire protection feature of it is very, very important in my estimation," said the dealer.

NUEVO LAREDO DISTRICT PECAN CROP

The pecan crop of the Nuevo Laredo district of Mexico for the 1921 season is estimated roughly at between 250 and 300 short tons, as against 600 short tons in 1920. The movement of the crop to the United States usually begins about November 1. A marked falling off in value, as well as production, is also expected, due to thes large crops in Texas. The Texan crop will be drawn on first, no doubt, before the Mexican production is touched.

The pecan exports through Nuevo Laredo for the 1920 season were 26 cars, of about 20 short tons each, and the average price was 12 cents per pound. Less than 30 tons of this originated in the Nuevo Laredo consular district proper. The remainder came from the sections around Bustamante, Monterey, and Montemorelos, in the Monterey consular district.

Christmas Buying Starts Earlier This Year, Says Montreal Merchant

P. P. Peterson, Manager of Peterson Fruit Co., Ltd., Montreal, Says Business in November Shows $20,000 Increase Over Same Period Last Year— Some Retailers, Too, See an Improvement

MONTREAL, Dec. 20 (Special).—"It seems as though the local grocers have adopted a new habit in their buying," said P. P. Peterson, the manager of Peterson Fruit Co., Ltd., to a Canadian Grocer representative when speaking of a comparison of this year's Christmas trade and last. "Our business for the month of November showed a $20,000 increase over the same month of last year. During that month business was brisk under difficult circumstances. It promised big things for this Christmas season, yet the month of December is comparatively quiet. There may be a last minute rush in a wholesale way, but that never amounts to anything.

Indicates Earlier Buying

"It seems to me that this indicates that grocers are buying earlier than they have in the past. Just what the reason, is, I cannot say. Grocers are not buying this year in speculation. The rule seems to be to buy only for immediate requirements but it is plain that they bought earlier than usual.

"To my mind this is good practice. It helps everybody and gives the grocer more time to prepare his displays which in turn mean increased sales. It eliminates that last minute rush which makes good service on the part of the wholesaler hard. If the grocers will study their wants a little time ahead and place the bulk of their orders a few weeks earlier in a rush season as they have apparently done this year, it will facilitate the wholesalers' problem of giving good service and having the necessary stock on hand, particularly in such perishable lines as fruits."

Retailers See Improvement

Canadian Grocer also interviewed four retail grocers to see if there had been any real change in their plans for Christmas. The result was that every one of the four reported a much improved season, which they do not altogether attribute to the Christmas trade. Some in fact claim that so far the Christmas business has not come anything near that of last year, yet for the last two months they all report an increase in business.

Improvement in November

"The month of November and the early part of December showed a big improvement in our business," said A. M Grant, the store manager of Grant's Grocery, St. Catharine St., Montreal. "The improvement seemed to be general, not particularly in a Christmas way but buying seemed to improve just as though very suddenly there were a few hundred more people to feed. It is hard to account for the improvement apart from the approaching Christmas season, unless an improvement in the window displays and general air of Christmas would do it. To some extent at least the depressed feeling has gone. People are beginning to realize that prices have come down, and as a result they are buying more liberally."

Not Up To Last Year

"While the business of this year is good in prospect for the Christmas trade I do not think that it will come up to last year," said John Daly, one of the store managers of A. Dionne Son & Co., Grocery. "Still the business is not bad by any means and shows a steady improvement which seems to be a more general improvement than the Christmas season would indicate." When asked if their buying had been done earlier than usual, Mr. Daly said, "Not any earlier than usual. We have our records from the previous year and from this we do our buying, taking into account the indications for a better or poorer season. In whatever lines we can, we always place our orders as far ahead as possible, so that we will have plenty of time to arrange them properly before the rush begins. Sales are made or lost during those last two busy weeks by the arrangement of the store and the layout or display of the goods. Clerks are too busy generally to use much salesmanship, and so the selling is largely dependent upon the display of the goods."

A Good Thing to Practise

If this is true at the Christmas season it is equally true all through the year. Display has a very tangible sales value. It pays to spend time and even money on getting the best display effects possible. It is also a good thing to remember that if it is at all possible to place your orders a little ahead of the absolutely necessary time, you are helping the wholesaler and the manufacturer to give you the extra service, the extra attention that you are trying to give your customers. The slogan that goes out to the buying public at Christmas time "Shop Early" means equally as much in the wholesale trade. If the retailer shops or does his purchasing a little earlier than usual, it will do much to improve service all around, avoid the inability to fill last minute orders and even help to solve the unemployment problem for if it is true that when the public buy early they buy more it is equally true among the retail, wholesale and manufacturing trade.

MAY MOVE PACKER'S EXHIBITS

The Canadian National Exhibition, Toronto, are considering the removal of the Dairy Bldg. on the Exhibition grounds. This was talked of at different times during the past year in view of the re-arrangements that are being made in connection with the lay-out of the grounds. One proposal is that the packing establishments that have been using the Dairy Bldg. showing fresh meats under refrigeration will be asked to take space in the new Live Stock Arena. Some of the packers are urging that they should have their exhibits near the new Pure Food Bldg. now going up, if not in a part of it. The matter is now being taken up between some of the packing houses and the Exhibition Board.

Volume of Business is Greater at Present Than a Year Ago

"Our business is showing a greater volume of turnover at the present time than a year ago," J. E. Ganong, president of Lever Bros., Ltd., Toronto, told a representative of Canadian Grocer the other day. The soap business he declared is possibly one of the first industries to get back to normal levels following the depression that has marked the past year, and at the present time trade is moving along in very satisfactory channels. "The retail trade," he said, "is now buying more freely, the large stocks that had been held by retailers some months ago being pretty well dissipated. They are obliged to buy now as their requirements necessitate. This condition has brought about a normal state of affairs in the soap industry. Soap manufacturing during the war and for a period following was subject to many difficulties in its operations. The inability to get fats, and the high prices of the same, rendered manufacturing of soap a problem. The market as a consequence went higher. Retailers were inclined to buy and bought fairly heavy stocks of soaps. As I have said, however, these have now been practically all cleaned up and, with operations less hampered, our business is on a normal basis again."

Modifications in the Marking Act

Announcement is Now Made of Important Amendments to Original Clauses—Name of Manufacturer or Trade-Mark, With Name of Country or Place in a Province, State or Other Division of a Country Where Goods Are Manufactured or Produced Will be Accepted as Indication of Country of Origin.

OTTAWA, Dec. 21 (Special).—Important changes have been made in the regulations governing the much-discussed marking of imported goods to indicate the country of origin. Since the Marking Act was passed last session there has been much criticism of it and representations have been made that its enforcement should be postponed. The latter course has not been found possible, the act containing no provision for postponement.

Terms Are Modified

The latest amendments, however, considerably modify the terms of the regulations made in August, and instructions have been sent to all Collectors of Customs and Excise to use reasonable discretion in the enforcement of the regulations so as not to cause undue annoyance or irritation to importers.

Section 13 of the August regulations provided that the name of a city, Province, State, department, or other division, would not be regarded as an indication of country of origin. This section has been cancelled. The section substituted reads:

"The name of a manufacturer or his trade-mark accompanied by the name of the country or a place in a Province, State or other division of a country where the goods have been manufactured or produced will be accepted as sufficient indication of the country of origin."

The amendment exempts a large number of articles from the operation of section 10, providing for the marking of containers where the articles themselves are incapable of being marked without injury. To the original section have now been added the words:

"Unless such articles are of a class or kind not made or produced in Canada, in which case no marking is required."

The addition will exempt such goods as tea, raisins, dates, spices, raw sugar and coffee.

Section 11, dealing with imported containers or wrappers intended to be filled with or used upon domestic products, is cancelled, and for it has been substituted the following:

"Imported containers, labels or wrappers intended to be filled with or used upon domestic products are to be marked as required by the act, but in order to avoid the possibility of origin other than Canadian being imputed to domestic products sold in such imported containers, labels or wrappers because of the marking of the latter, the words 'container, label or wrapper,' together with the indication of the country of origin required by the regulations, shall be used. It will not constitute a non-compliance with the act, however, so as to involve the levying of the additional duty, if the words 'container,' 'label,' or 'wrapper,' as provided in the preceding paragraph, be not used in the marking of the goods imported, but before release from Customs this additional marking will require to be done. Provided that containers imported to be filled with Canadian produce and exported may be admitted without being marked with the country of origin, conditional on the importer certifying on the face of the entry for consumption that such containers are for use in the preparation of goods for exportation."

Section 18 of the regulations, specifying goods which do not need to be marked with the indication of country of origin, has also been amended. The section substituted reads as follows:

No Marks Needed

"The following goods will not be required to be marked with the indication of country of origin: Goods in a crude, raw, or rough state, or goods which are not intended for sale to the consumer in the condition imported, but which are merely for use in the manufacture, construction or repair of articles in Canada, this not to apply, however, to goods elsewhere specifically provided for in these regulations. Provided that on every entry at Customs of goods as described in this section a statement shall be placed by the importer certifying to facts sufficient to classify the importation within the provisions of this section."

(Continued on page 37)

AMENDED ACT MEETS WITH MORE APPROVAL

"We have no objection to the Marking Act as amended," remarked A. C. Pyke, secretary of the Canadian Wholesale Grocers' Association, to a representative of Canadian Grocer, when asked his opinion in regard to the same. When the Act was first announced the Wholesalers' Association made strenuous objection to several features of it, and representations were made to parliament asking for certain changes in it.

"The amendment relating to the marking of goods of other countries, that are produced in this country, exempting all commodities that are not produced in Canada, is viewed with a good deal more approval by the wholesale trade than previously," Mr. Pyke remarked. "The Act as it now stands is much more workable, and should not result in the inconvenience that the first draft would have created. The amendments as announced are pretty much along the lines suggested by the association."

SEND US PHOTOGRAPHS OF YOUR CHRISTMAS WINDOW

CHRISTMAS window displays will be the feature of window trims from now until the festive day is passed. Canadian Grocer wants to get photographs of as many of these windows as possible, and is prepared to pay three dollars for every picture of a Christmas window display sent to the office of the paper at 153 University Avenue, Toronto.

Have a photographer in your town take a picture of your window. Many unique and original ideas of Christmas decorating, with a real selling value, will find expression in hundreds of stores throughout Canada in the next fortnight. Let some other merchant know what you have done in this regard, by sending in a photograph for reproduction in Canadian Grocer. The editorial department of this paper will be glad to receive it, and it will cost you nothing more than the trouble of telephoning the photographer. Have him send the bill in duplicate to us. In forwarding photographs, address the same to Editorial Department, Canadian Grocer, 153 University Avenue, Toronto.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by
THE MACLEAN PUBLISHING COMPANY, LTD.
MONTREAL TORONTO WINNIPEG VANCOUVER

Vol. XXXV. DECEMBER 23, 1921. No. 51

The Marking Act

FURTHER evidence of the unbusinesslike methods that the government has lately been employing, in launching new measures that are of vital interest to the trade, is quite apparent in the much discussed Marking Act. The Act was originally intended to be effective in October, but owing to much criticism it was postponed until the first of the year. Important changes are now made, which considerably modify the Act, and of which details are to be found in another column of this issue.

With few exceptions government representatives are not business men, nor as a rule are they versed in the intricacies of business. Consequently when a measure such as the Marking Act is proposed, it is apparently not given sufficient thought nor is it discussed from all angles to find out whether such an Act is justifiable and in the best interests of the country as a whole. This was quite evident in the late Luxury and Sales Tax and more recently in the Marking Act.

The proper course seems to be that the government should take business men more into their confidence, and such matters should be discussed thoroughly before becoming law. If that plan was followed a great deal of that criticism of government methods which has been manifest during the past year or so would to a large extent be eliminated.

After Christmas Lines

WHEN the rush of Christmas is over, and business is inclined to move a little slowly, the question arises as to what are the lines that are best for the grocer to "push". Customers have bought rather heavily for the Christmas and New Year festivities and are not easily tempted with the rich delicacies that have such an appeal in their Christmas shopping. The experience of a grocer in his after Christmas selling is interesting, and at the same time, offers a suggestion to the enterprising merchant who is endeavoring to maintain his turnover at satisfactory levels.

He believes and it would seem that his point is well taken, that the housewives will not buy the high-priced specialties at this time. They either have "left-overs" from Christmas, or in street parlance, they are a "bit fed up" with rich foods, and seek simpler diet.

According to this grocer, he always makes a feature in his window displays and selling talks, during the first couple of weeks of the New Year, of such of the simple, wholesome staples that he feels will have a ready appeal. Such lines as rolled oats, corn meal, rice and similar commodities are brought to the front, shown in the windows, and suggestions of corn muffins and oatmeal cakes are made. Recipes for the same are given in the newspaper advertisements, which with a good display combines to increase sales. It strikes one as an idea worth while, and should not be lost sight of, in the next few days, when grocers are wondering what are good lines to make a feature of in the quiet days following the Christmas rush.

Folly of Punch-Boards

REFERENCE is made in another column in this issue to the recent cases in court, where grocers and others were fined for operating punch-boards. Canadian Grocer in last week's issue clearly set forth the law in regard to the operation of these boards, and what with the clear cut statement of the magistrate as to what will happen next time, should a merchant be found guilty of operating one of these contrivances, the retailer should be thoroughly impressed with the folly of using such methods as a means of increasing sales. Legitimate, energetic selling effort without the aid of special premiums or games of chance, is the only way to conduct business on a lasting and satisfactory basis. A "something for nothing" way of endeavoring to build a business, is never followed with profitable results, and the only man who is going to succeed is the one who is asking a reasonable, sane profit on goods that represent equal value to the purchaser.

Editorials in Brief

Every time you sell pepper, salt, vinegar or mustard, remember it's worth while to season your sales with the pepper of "pep", the salt of courtesy, the vinegar of sharpness and the mustard of good-will to all customers.

* * * *

Helpful suggestions along the line of inventory taking are contained in this issue, and the merchant who will be busy at this annual stock taking in a week's time will do well to peruse them carefully.

* * * *

Every business hour of the day is costing you a definite number of dollars and to operate on a profitable and efficient basis, these daylight or business hours must produce definite results. During the coming year each issue of Canadian Grocer will contain interesting and instructive articles.

* * * *

Merchants in the past have found it profitable to permit their clerks to read the trade paper, and by actually using the ideas brought out, it has been worth many hundreds of dollars to those merchants. Make arrangements now to carry out this plan.

* * * *

Linking up advertising with good window displays always gets results of the right kind. Think over what successes you have had in this regard in the year just closing and decide to do even better next year.

* * * *

If new customers have placed orders with you during the Christmas buying period, see to it that they are retained. Serving and courtesy at all times will go a long way in holding the old and attracting new trade to your store.

* * * *

Christmas trade is almost over for another year. Review what you have done to promote increased buying this year, and see just where you can improve on your plans for next Christmas.

Take Inventory on the Correct Basis

Grocer Writing in Detail on the Subject of Tabulating Expenses, Sales and Net Gain, Leads the Writer of This Article to Deal With Correct Inventory Taking in an Interesting Manner—Some Sound and Practical Advice.

By Henry Johnson, Jr.

THE annual day of reckoning is again near at hand. It is the time to face conditions, to know where you stand, to strip all the veneer of self-deception. I am moved to write this by the following letter:

Dear Sir:—We take the liberty to send you a tabulation of our expenses, sales and net gain, thinking perhaps it may be of some worth to you in gathering statistics. The wages expense includes $3148.60 drawn by the two partners. You will notice we charge off no shrinkage as that seems to be accounted for in difference between goods bought and goods sold anyway. We charge off no depreciation because we take care of all fixtures—no doubt improperly in a way—through our expense account. It amounts to the same thing in the end, however, and is much simpler to our minds. Averaging depreciation is pure guesswork as one man might make a certain fixture last 40 years and another 10 years. We therefore take care of it in expense and if of any value at time of replacement, deduct that value from the new expense item. Regarding interest on investment, we cannot see how it is proper to put in as expense, as there are no monies paid out. Of course, it is a good plan to figure aside on such subjects to see if it actually pays a man better to stay in business and invest, for instance, $10,000, to make $2400 or work for someone else for $2,000 salary and let the money earn $400 interest. Our figures seem to show 20% gross profit, 16.94% expense, 3.04% net gain—a little discrepancy probably in figuring. We would be glad to have you criticise these figures as it may help us to rectify some errors. We are wondering if you have taken into account "partners" salaries when tabulating salaries at 6.50%. No doubt you intended to, but did the people handing you the statistics do so? This tabulation shows a net gain of difference between goods bought and goods sold. Going into it deeper, a loss on value of our merchandise on hand Jan 1, '21 and Jan. 1 '20 would entirely wipe out our profit

Yours truly

STATEMENT:

Merchandise sold	$58876.26
Merchandise bought	47053.91
Gross gain	11822.35
Total expenses	9932.30
Net gain	1890.05

Shows net gain 3.04%

EXPENSES:

Wages	10.47%
Fuel, light, etc.	.18
Rentals	.68
Insurance	.37
Taxes	.31
Interest	.24
Freight	1.88
Advertising	.11
Repair auto	1.90
Telephone	.41
Ice	.28
Postage	.11
	16.94%

Amounts to Same Thing in the End

No charge for shrinkage—because it is there anway. No charge for depreciation—because it is more in one store and less in another. No charge for interest (?)—because it is as broad as it is long. Shrinkage not taken in merchandise—why? O, because that would wipe out our profits!

Then why keep any records or write to me? Why not simply go as you please, hit-or-miss, take it or leave it as chance may rule, and keep our office in our hats?

Of course, this hard-headed, hard-working shrewd and careful merchant does not mean all that, but is not that how his letter sounds?

Normal shrinkage, based on experience is taken from every inventory of stocks or fixtures in advance so we may be sure not to deceive ourselves the wrong way. If what we write off January 1st happens to be excessive, it will come back and show up next year. Any such excess is not lost. The fact that we have faced it as a probable burden at the beginning of the year has made us extra cautious—so it is very likely to return at next inventory in added values.

It is true that a fixture will last one man 40 years and another man 10 years. But it is also true that a fixture bought new today can be sold to-morrow—even if not yet unpacked—only for a considerable shrinkage from its purchase cost. Experience has shown that it is conservative good business to assume that inside equipment will last ten years, so 10% is wiped out annually via Loss & Gain account. The best way is to mark off a fixed sum each year. Say you start with $1500 equipment. Wipe out $150 a year. If you add new fixtures, put in say, 25% as expense and 75% as fixtures. Take 10% off the total at the year-end. But assume that the total falls below $1,500 after a while. Take off $150 anyway. Soon you will have to run the fixture account in red—in a dozen or 15 years. But that red ink account will then be a fund out of which you can buy new fixtures without any new expense. And it is good business not to guess but to know.

Other Ways May be Alright Too

Depreciation may be handled via the expense account, too, provided the man makes new purchases enough in a year to equal the normal depreciation of ten per cent—not otherwise. This plan I suggest is the only one whereon you may seasonably expect to clean up old fixtures, either while doing business or on a wind-up, and get for them as much as or more than the value at which they stand on your books. This prevents false valuations—made to yourself. Yourself is the last man you can afford to fool.

He says he does not believe in or "cannot see" the interest item because no money is paid out. He includes one fourth per cent for that or around $147 equivalent to normal interest on $2000 capital. I think he has more of an investment, so this may be for money really paid. But if "it is a good plan to figure aside on such subjects," it is a better plan to include all such charges. It costs not $400 but at least $700 to use $10,000 today whether the money is yours or another's: so figure it in expenses—it belongs there.

The figure of 6.50% given for salaries in my former article was the low ratio inclusive of proprietors' salaries. Many carry up to 10% nowadays. But allowance was made for such differences because I thus made a total of only 14% while in my general tabulation I stated that 16.66% was the average.

Lastly—I say it short because it should not require to be said long—if you have a shrinkage, face it! I mean face it to yourself. You may find it expedient not to sell on the basis of your inventory values, but don't get the idea that you may sustain no shrinkage because you blind yourself to it. And I may add that it is always doubtful wisdom not to sell on new values.

Freight Not in Expense

But the item of freight, running near to two per cent on sales, does not belong in expense. It is not expense. It is part of the original cost of the merchandise against which you paid it and must be recovered in your cost and selling prices. It is great folly to regard this as expense. If so handled, it may not go against goods and if it is not put there, you stand to lose it. In this case it means around $1100. That sum would make a difference in your show-

(Continued on page 37)

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Quebec

The death occurred suddenly on Friday, December 15th, of Thomas Francis Hannan at his residence, 79 St.Mathew St., Montreal. Mr. Hannan had for years owned and managed his own grocery store at 751 St. Catharine St., West, Montreal. He was in his forty-third year.

B. Altrovitch has severed his connection with the Pure Food stores and has opened his own grocery at 1651 St. Lawrence Boulevard. Mr. Altrovitch has for some time been manager of the branch of the Pure Food Co. at 59 Park Ave., Montreal.

Ontario

John Kelly, Woodstock, Ontario, has sold to Kelly, Chesney & Son.

C. R. Blackburn has severed his connections with C. R. Morris & Co., grocery brokers, Toronto, and is now connected with Cruickshank & Guild, Toronto and Ottawa.

T. B. Harker, formerly with the F. F. Dalley Corporation, Hamilton, covering Western Ontario, is now associated with the Tropical Food and Chemical Co. of Kitchener, Ont., as sales manager.

Employees of the Salada Tea Company enjoyed a dance in the King Street offices of the firm, at Toronto on Friday evening last. P. C. Larkin, president and founder of the company with Mrs. Larkin attended, also A. R. Larkin the vice-president and P. J. Thomas, secretary-treasurer.

A. B. Pilliner, president and general manager, and T. B. Harker, sales manager, of the Tropical Food and Chemical Co., Kitchener, Ont., were in Toronto, the first of the week on a business trip. They visited among others their Eastern Canadian sales agents, Cruickshank and Guild.

In the death at Simcoe, Ont., on Saturday last of Lt. Col. T. R. Atkinson, one of the most prominent figures in the canning industry of Western Ontario is removed. He was managing director of the Norfolk Canning Co., of London, a director of the London Western Trust Co., of London, and had represented his riding in both the legislature and House of Commons.

Dominion Stores Limited, have declared a half yearly dividend at the rate of eight per cent. per annum on the Class "A" preference Stock, and at the rate of seven per cent. per annum on the Class "B" Preference stock, for the six months ending December 31, 1921, pavable on the 2nd day of January 1922.

Business men of Oshawa, Ont., are taking a live interest in the approaching municipal elections of that town, and intend to have their own representatives in the field.

Alderman John T. May, who was recently elected at the head of the polls for Ward 1 at London, Ont., will in all probability be appointed chairman of the Board of Works for the coming year when the committees are struck shortly.

For the third time in the past six or seven weeks, one of Carroll's stores in Hamilton has been entered by thugs. An armed bandit entered the store at Gertrude Street and Beach Road, last Thursday evening. He backed the clerks to a stairway, made them retire to an upper floor, beat Charles Carroll, brother of the proprietor over the head with the butt end of his revolver, and made good his escape with $40. Another one of Carroll's stores was also robbed about six weeks ago. Mr. Carroll not held back by the loaded gun, put up a good fight with the robber, but two or three blows from the butt end of the revolver rendered him almost unconscious and the robber got away.

Prominent in Milling Interests for Many Years

Nathan H. Stevens, owner of the first roller flour mills in Canada, passed away in Chatham, Ont., last week. He was born near Bowmanville, Ont., in 1841. For a number of years he conducted a general store at Blenheim, Ont. In 1880 he moved to Chatham, and in partnership with Archie and John Campbell, built the Kent mills, the first roller flour mills in Canada. The company controlled mills at Blenheim, St. Thomas and Aylmer, in addition to a line of elevators throughout western Ontario. In 1900 the business was incorporated under the name of the Canada Flour Mills Ltd., with Mr. Stevens as president. He continued at the head of the firm until about two years ago when he retired. He is survived by his wife and five sons.

COBOURG, ONT., NOT CALGARY

The article on Page 20 of last week's issue, under the caption "Chain Store Defender Answers Traveler," reads "by D. J. Dehan, Manager Dominion Stores, Calgary, Ont." This should have read "by D. J. Dehan, Manager Dominion Stores, Cobourg, Ont."

Ottawa Commercial Travelers Elect New Officers

Ottawa, Dec. 20—The Commercial Travelers' Association of this city held its annual dinner and election of officers recently. Dinner was partaken of at the Chateau Laurier. Music was rendered by the travelers' orchestra, and a number of vocal selections also added to the pleasure of the evening.

The following officers were elected:—president, W. O. Johnston; vice-president, Maurice D. Larose; secretary-treas. W. L. Massiah; directors, A. H. Barker, R. M. Cochrane, T. A. Crown, Chas. Devlin and A. E. Forde, the latter as a member of the executive committee.

FINED FOR DISTRIBUTING AND OPERATING "PUNCH BOARDS"

For distributing punch boards packed in cartons containing chocolates, a young man in Richmond Hill, Ont., was fined ten dollars and costs the other day. Several merchants were also fined a similar amount for operating these punch boards in their stores. Prizes ranged from 5 cents to $1. each in value.

The magistrate who heard the case intimated that the next time a similar charge came before him the fine would be $2,000 or six months.

DEATH OF AN ONTARIO TRAVELER

Collingwood, Ont.,—The grocery trade in Northern Ontario will regret to learn of the death of Abner Woolner, who has been general salesman over the Northern Ontario district for the Swift Canadian Company. Mr. Woolner whose home was in Collingwood had been ill some two or three months. The cause of his death was Bright's disease. He was just thirty-six years of age and had been with the Swift Canadian Company since 1914. He had a great many friends in the Northern Ontario section on whom he used to call regularly. The remains were laid to rest in Collingwood on Wednesday of last week.

Toronto Council of the Commercial Travelers' Association of America held its annual Christmas tree on Saturday evening last. The travelers partook of luncheon at the noon hour, followed by a meeting in the afternoon, and the entertainment in the evening. An excellent program was provided and the appearance of Santa Claus later furnished much merriment for the young folk.

Grocer's Caution Frustrates Novel Plan of Thief

Montreal.—A clever swindle game that had as its object A. Dionne Son &Company's grocery at the corner of Drummond and St. Catharine Sts., Montreal, was frustrated by the caution taken by the grocer. Late one evening last week a telephone order came in for 50 pounds of turkey, two bags of sugar and some smaller articles. The order was to be sent to a house on Park Lafontaine Street, but the name of the customer was strange to Mr. Dionne. Furthermore, the order for fity pounds of turkey for a private house seemed ridiculous. The man who telephoned the order, for the voice was that of a man, stated that he would pay for the goods on delivery.

Having his suspicions aroused by the peculiar circumstances of the case, Mr. Dionne called the police and two special constables were sent with the driver of the motor truck. A few doors from the address given the police got out of the motor and took up their positions in the vicinity to watch developments. The driver first took up the bag of sugar and found a man waiting for him on the door step. He was told to take the sugar to the rear and he would find an entrance through the garage. The driver with his bag of sugar started towards the back of the house. No sooner had he entered the garage than the man ran towards the truck outside and grabbed the fifty pounds of turkey. As he started to run across the street with his booty the two constables stepped out and arrested him on a charge of stealing the turkeys.

There have been many such schemes worked recently in this city and for the most part, grocers and butchers have been the sufferers. It is particularly the larger grocery stores with extensive delivery systems that are the object of this game but the smaller stores are the ones on which the violent thief seems to prey.

MODIFICATIONS IN THE MARKING ACT

(Continued from page 33)

Section 12, which provides that the name of the country of origin is required to be the English or French name of the country, is cancelled. Sub-section C of section 17, dealing with marking of watch movements is also cancelled, as is sub-section D of the same section. Section 19, which reads as follows, is cancelled:

"The statute requires that the country of origin be indicated in the marking. Hence the words 'made,' 'produced', or 'grown' may be used in the marking to suit the circumstances."

TAKE INVENTORY ON CORRECT BASIS

(Continued from page 35)

ing if you had it—not? Note that expenses are a source of doubt and question because they are naturally indefinite and hard to fix on certain items. But freight is as definite as invoice cost. It belongs directly against the goods.

Some items of accounting may seem of doubtful value to you, but let me say they all arise from some distinct need and fulfill some duty. Use every one of them rigidly in your business and you will grow to sense their value and to like them.

I was recently asked this question:

What is proportion of sales of canned milk, fresh milk, butter, bread, sugar against total sales in percentage for individual retail grocery stores on the average?

I did not know. Do you?

I know sales of sugar range from around 12 to 20 per cent of total turnover. I know that certain chain stores sell the following commodities in the proportions listed—according to figures published by the secretary of an association of retail grocers:

14%	sugar
10%	butter
6¾%	Oleomargarine
4%	flour
7½%	coffee
4½%	eggs
6½%	bread
53¼%	total

Thus it is plain that more than half the sales of such stores are of these staples, leaving only 46¾% to be split up among all other commodities. It would be valuable to have figures on the other items. I shall be thankful if anyone will send them to me.

United Food Products Ltd. Is Incorporated

The current issue of the Canadian Gazette contains the announcement of the incorporation of a new food manufacturing organization under the name of United Food Products Limited, with a capitalization of Two Million Dollars. Detailed information is not yet available but it is understood that this organization will embrace a number of manufacturing concerns at present making jams, jellies, canned goods, grocery sundries, etc. with head offices in the City of Hamilton.

More Practical Suggestions On The Subject of Inventory Taking

MORE PRACTICAL, helpful talks on the subject of inventory taking will feature the last issue of CANADIAN GROCER for the year 1921. Following upon the articles in this week's Grocer, the editorial staff believes that further discussion of this all important subject from other angles, is timely matter, and should engage the interest and attention of every reader of this paper. "Keeping a Simplified Expense Account" is the topic of one article in this connection. "Taking Stock on your Business Methods," is another article along this line. The first of the year is a good time to study one's methods of conducting business. What have they been in the past year? What results did I get from them? How best can I improve them in the coming twelve months? Merchants thinking in this strain will find practical aid in this article. Henry Johnson, Jr., will as usual, discuss some phase of retailing, and in this issue will tell of a grocer who in a busy moment signed a contract that he afterwards regretted, showing the importance of studying a contract before committing oneself. These with a number of other live articles will feature the December 30 issue of Canadian Grocer.

An Automatic Switch That Turns Lights Off Or On As Desired

A Number of Montreal Grocers Have Apparatus That Gives Them the Benefit of a Well-Lighted Store During the Hours of the Night When People Are on The Streets

MONTREAL.—A number of grocers and other merchants in this city have an apparatus in their store by which the light in either their windows or in the store itself may be turned off automatically during any hour of the night. This enables the grocer to leave his store at six o'clock with all the lights on and in this way getting full benefit of the display during the night when many people are on the street. He does not need to return to his store to turn off these lights so as not to be wasting electric power but this small apparatus will do the work for him at whatever hour he wishes.

Some of the merchants have had this apparatus made to order by local electricians. Others with a mechanical turn made it themselves. It consists of a small tin or galvanized iron box which stands about eight inches in height. An alarm clock is set in the box so that the face can be seen through a round opening in the front. The legs of the clock are firmly secured to the bottom of the box so that there is no chance for the clock to jump or move around when the alarm goes off. On the inside at the top of the box is placed a small switch to which the incoming and outgoing lines are attached as usual in an ordinary open switch. To the handle of the switch is attached a strong cord or in some cases a small metal rod which runs down to an extended arm which is attached to the winding key of the alarm. Then the alarm is set to go off at whatever time the merchant desires, usually 11 o'clock.

Works Accurately

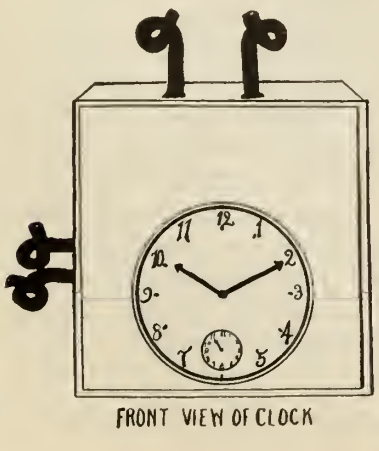
When the alarm goes off the key that winds the spring begins to turn in the reverse direction. In doing this it brings the extended arm downwards which in turn pulls down the string or lever attached to the handle of the switch. In this operation the switch is released and the circuit broken.

As the little attached arm on the alarm key strikes the key on the main spring before it makes half a turn the spring on the alarm never gets a chance to become unwound. As a consequence the merchant never needs to re-wind the alarm. The next evening when he wishes to put in the switch for the lights in his store he gives the alarm key half a turn upwards and puts the switch in. The clock is once again ready to release the switch when the desired hour comes.

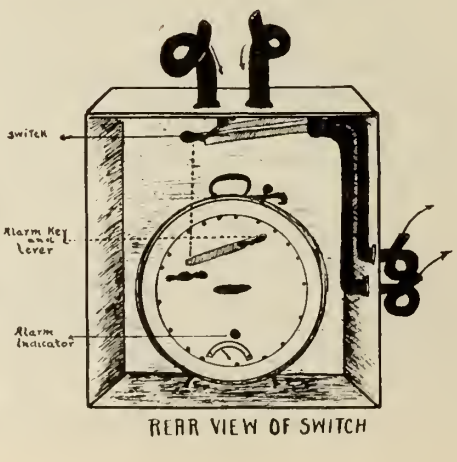
Merchants who have the apparatus in their store claim that it is quite inexpensive to make and a number of them have made quite satisfactory clock-switches themselves. Nothing needs to be said with regard to the advantage of such a switch for every merchant will realize the advertising value of having his store lighted during the night even though he has his store locked up.

In making this apparatus one precaution should be taken and that is that the inlet or the incoming current should come from the top of the box so that when the switch is pulled out there is no danger of a short circuit being caused by the arms of the switch coming in contact with the metal of the clock. When the current enters from the top of the box the arms of the switch are quite "dead" when the switch is pulled out.

A number of the packing companies in Toronto have organized five-pin league for winter recreations. This year the Swift Canadian Company have started a league with eight teams and sixty players.



FRONT VIEW OF CLOCK



REAR VIEW OF SWITCH

WESTERN

J. D. Good, assistant manager of the Winnipeg branch of D. S. Perrin Company, Limited, biscuit and confectionery manufacturers with headquarters at London, Ontario, has been transferred to the headquarters staff, and left for the East a few days ago. Mr. Good while in Winnipeg was president of the Young People's Society of Augustine Presbyterian Church and to mark their appreciation of his services the members presented him with a gold fountain pen.

B.C. Merchants Are Victimized by This Wallingford

Vancouver, B. C.—"J. Rufus Wallingford" has victimized many merchants along the line of the Grand Trunk Pacific between Prince Rupert and Jasper. He is described as a big, prosperous, rather good looking fellow. Well dressed, and with a manner that would do credit to a financier with the resources of a Rockefeller and the heart of a Judge Ben Lindsay. His methods have been quite similar in most of the towns that he has promised to raise into the "Metropolitan" class. He represents himself as being the field manager for large timber and lumber mill interests, even pulp and paper mills will be established if it seems advisable.

The local pride is the point of attack of this man, and while he makes a great stir thoroughly investigating the field for mill sites, he permits his hotel bill, his labor bill, his sundry personal expenses to go unpaid until he is ready to strike for new pastures. Then he cashes sufficient worthless cheques to give him some pocket money, and he departs.

Hotels were victimized, one to the extent of over a hundred dollars, one store has a $15 cheque for a souvenir and others in McBride, B.C. are losers of various amounts. The record in Fort Fraser and other interior points reads much the same.

New Goods

SHREDDED MAPLE SUGAR

The United Maple Products Company, Limited, of Granby, Que., are putting up a new line of maple sugar for table use. This is shredded maple sugar and is packed in half and one pound tins. It may be used for icings, as a sweetening for cereals, or a ready form of flavoring. It is shredded before it is packed in the boxes. The company claims that when maple sugar is prepared in this way it does not cake but remains in the small particles. This new line will be packed under the company's brand of "Rock Maple."

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

BUSINESS in wholesale circles is reported satisfactory on Christmas goods and the expectations are that these lines will be cleaned up, something rather unusual as the majority of wholesalers generally have a fair size carryover. Reports from retail districts indicate a good volume of business and it is likely that they too, will be fairly well cleaned up on Christmas lines.

There are a few changes in market conditions and generally speaking the situation is firm, and from indications at the moment is likely to continue into the new year.

Teas and coffees are in a strong position with tendencies for an upward movement in quotations to the retail trade which is the result of the strong position in primary markets.

Cereals are firmly held at the moment with rolled oats indicating firmer prices.

Nuts at the moment are firmly held but there is a possibility of some easier prices on certain lines during the first part of the new year. Evaporated peaches, prunes and apricots continue firm and there is a likelihood of them remaining so for the balance of the season. Raisins and currants on the other hand are rather unsettled and the undertone slightly easier.

Sugar is still in an easy position with the raw market further reduced, and it is likely that early in the new year lower prices will rule on Canadian refined sugar.

QUEBEC MARKETS

MONTREAL, Dec. 21.—As far as changes in prices are concerned the grocery market is quiet but in movement of some lines it is very brisk with some important changes developing. The sugar market is still weak after the break of a week ago. Molasses is weak with much cutting and every prospect of a lower price being generally quoted. Corn syrups are unchanged. The dried fruit and nut market is strong at present with a big demand up till the last minute and supplies on many lines exhausted. For that reason and due to the fact that primary markets are weaker a break in many prices may be expected early in the new year when nearly all stocks will be replenished. Rolled oats are firmer and cornmeal shows the same tendency. Package goods are steady. Oranges and lemons are lower in price with improved quality. Vegetables, except potatoes, are stronger and higher prices are predicted after the new year. Potatoes rule easier with big supplies yet to be drawn from. The canned goods market is steady with a fair demand.

CANNED GOODS STEADY

Montreal.

CANNED GOODS—There is no change in canned goods. The market is quiet and steady with a demand only for immediate requirements. There is little chance this year of the fluctuations in prices on canned goods that occurred last year.

CANNED VEGETABLES		
Asparagus (Amer.) mammoth green tips	4 25	
Asparagus, imported (2½s)	6 00	
Beans, golden wax	2 00	2 05
Do., Refugee	2 10	2 15
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.		1 80
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 45
Do., 2½s.	1 80	1 85
Do., gallons		6 25
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz		5 00
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s		3 25
Do. Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80
CANNED FRUITS		
Apricots, 2½-lb. tins		4 50
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals. doz.		18 50
Cherries, red, pitted, heavy syrup, doz., 1		3 20
Do., 2½		3 50
Do., 2	2 75	3 10
Gooseberries, 2s, heavy syrup, doz.		2 75
California Peaches—		
1s		2 90
2s		3 25
2½s		4 40
Peaches, heavy syrup—		
2-lb.		2 40
Pears, 1s, Keiffer		2 30
Do., 2-lb.	2 45	3 10
Greengage Plums, heavy syrup	2 65	2 75
Lombard plums, heavy syrup, 2-lb.		2 40
JAMS—		
Strawberry, 16-oz.		3 75
Raspberry, 16-oz.		3 75
Black currant, 16-oz.		3 80
Orange marmalade		4 65

ROLLED OATS FIRMER

Montreal.

CEREALS—After the decline of 10c that came in rolled oats during the week the market has firmed up with a higher price on cash oats. The present basis is quite firm and millers claim that the bottom has been reached. The same is said of cornmeal which is showing stronger tendencies and the wholesale basis runs from $2.75 to $2.80. The movement of cereals is steady and has shown an improvement in the last few weeks.

CEREALS—		
Rolled oats, bag	3 15	3 25
Oatmeal		3 75
Pearl Hominy		3 25
Corn meal	2 75	2 80
Graham Flour, 98 lbs.		7.65
New Buckwheat Flour		6 75
Pot Barley		4 00
Pearl Barley		4 90
Beans, Ont.		3.50
Do., Can.		3 30
Lima beans		0 06
White beans		0 06
Green peas, dried	0 03	0 05¾
Split peas		0 07½

DRIED FRUITS LOOK EASY

Montreal.

DRIED FRUIT—Importers and wholesalers report a steady and persistent demand up till the last minute for dried fruits. All warehouse supplies in Montreal are cleaned up and prices are fully maintained. Still the importers state freely that lower prices will rule after the turn of the new year since the demand has been unusually heavy and was for the most part unexpected. Since much of the buying of dried fruits is done in New York and U.S. funds are lower easier prices may be expected as soon as the holiday rush is over. At present there is a big demand and little is left on hand. All stocks will be re-

plenished at easier prices. Prunes on the other hand are not expected to be any easier.

DRIED FRUITS—

Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		0 16
Peaches (fancy)		0 28
Do., choice		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)—		
Valencias	0 20	0 21
Sultana, unbleached,		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown		0 21
Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.		0 24
Do., 16 oz.		0 26
California Seedless, in bulk		0 23
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, Excelsior (36 10s), pkg.		5 00
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼'s, lb., 7 crown		0 40
Do., 2½s, lb.		0 48
Do., 2⅝s, lb.		0 45
Figs, 5 crown, 10 pounds	0 24	0 26
Do., 12 ounce packages		0 25
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), mats.		0 09
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 32
30-40s		0 13½
40-50s		0 11½
50-60s		0 11
60-70s		0 12½
70-80s		0 11½
80-90s		0 11
90-100s		0 10

BREAK IN MOLASSES COMING

Montreal.

MOLASSES—It is evident that a break is coming in the molasses market for several reasons. In the first place the influences that are bringing down the price of sugar are playing on molasses also. In the second place the new crop will be offered some time in January and those who have stocks on hand are anxious to clean up. Then too sometime ago the price was raised on the assurance that the overland route from St. John to Montreal would increase the cost. This has not been as noticeable as was expected and the market has developed weakness with many cuts in price. In fact the quotation here given is nominal and a lower standard may be expected shortly. Corn syrups are unchanged and firm in price.

MOLASSES—

Puncheons, Island of Montreal.	0 76
Barrels	0 79
Half barrels	0 81
Puncheons, outside of Montreal	0 73
Fancy molasses in tins (ginger bread)	
No. 2. 2 doz. per case	4 20
No. 3, 2 doz.	4 50
5-lb. tins	8 95
10-lb. tins, per case	8 60

CORN SYRUPS—

Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. pails, each	2 85
5 gal. 5-lb. pails, each	4 50
5-lb. tins, per case	4 70
10-lb. tins, per case	4 40
5-lb. tins, 1 doz. in case, case	5 80
10-lb. tins, ½ doz. in case, case	5 00

NUTS LIKELY EASIER

Montreal

NUTS—The nut market has felt a steady and heavy demand right up to the last few hours before Christmas. Supplies in Montreal are practically exhausted on walnuts and almonds. Easier prices are expected after the new year but the holiday trade in nuts has been particularly good. A sudden change in prices may be expected in January since new stocks will come on a practically cleaned out market..

NUTS—

Almonds, Tarragona, per lb.	0 22	0 24
Do., shelled	0 48	0 51
Valencia shelled almonds	0 48	0 50
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily), per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 16
Do., shelled, No. 1 Spanish		0 11½
Do., salted red		0 18
Do., shelled, No. 1 Virginia		0 13½
Peanuts (salted)—		
Fancy wholes, per lb.		0 36
Fancy splits, per lb.		0 31
Pecans, shelled	1 00	1 50
Walnuts Grenoble, in shell		0 83
Walnuts, Marbot	0 26	0 28
Do. new Naples		0 26
Do., shelled, Manchurian	0 50	0 55
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux shelled		0 90

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

FLOUR MARKET STRONG

FLOUR—There is no change in the flour market. More strength is added with a stronger market for Canadian wheat. There is a good demand for spring wheat flour for domestic and country account. Higher prices are hinted for winter wheat flour with a particularly strong market behind it.

FLOUR—

Hard wheat, 24½'s	1 16	1 15
Do., 14's	0 69	0 68
Do., 7's	0 37	0 36

SPICES FAIRLY STEADY

Montreal.

SPICES—There is little change in the spice market. The wholesale trade is quiet and for the most part prices are steady. The primary markets show strength on peppers but this has not influenced wholesale prices. In fact some of the local wholesalers have made a reduction on some black and white peppers, making the price 20c for whole black pepper and 30c for whole white pepper.

SPICES—

Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cocoanut, 20 lb. pails, per lb.		0 30
Do., sweetened, lb., packages.		0 39
Chicory (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar (French pure)	0 44	0 60
Do., American high test	0 65	0 80
Whole cloves		0 45
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 30
Do., 80, lb.		0 28
Do., 100, lb.		0 25
Do., ground, 1-lb. tins		0 30
Pepper, black		0 24
Do., white		0 32
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

ORANGES AND LEMONS LOWER

Montreal.

FRUIT—The feature of the fruit market is the lower prices on California navel oranges. The quotations are down to $7.00 per case with a better supply and a good demand. Lemons are also easier in price. Porto Rico grapefruit shows a decline with much improvement in the quality of the fruit. The price quoted now is from $3.50 to $3.75 a decline of 25c on last week's quotations.

APPLES—

Wealthy, per barrel	5 00	7 00
Hampers, per bushel	1 50	2 00
Baldwins	7 00	8 00
Fameuse	7 00	10 00
Boxes, 175s, 216s	3 25	3 50
Bananas (as to grade) bunch	6 00	7 25
Lemons, 300-360s		3 50
Grape fruit, Porto Rico	3 50	3 75
California navels		7 00
Do., Blood Oranges, half boxes		3 75
Malaga grapes, kegs	9 50	9 00
Tokay grapes, per crate		4 50
Blue and green grapes, per bas.	0 40	0 50

RICE CONTINUES STRONG

Montreal.

RICE—Reports from the southern states show that the restrained conditions are maintained. The farmers show no desire to sell at present prices on rough rice and the millers are equally firm in holding out against the advance. Clean rice is therefor strong with a shortage impending unless some of the supplies are released. Coupled with these circumstances is increased inquiries from Europe with a more favorable exchange. All indications point to further strength for the rice market.

RICE—

Carolina, extra fancy	0 09
Do., fancy)	0 06
Honduras, fancy	0 06
Rangoon CC, per cwt.	5 75
Rangoon, B, per cwt.	5 75
Texas rice	0 05½
Tapioca, per lb. (seed)	0 07½ 0 08½
Do., (pearl)	0 07½ 0 08½
Do., (flake)	0 07½ 0 08½
Honduras	0 07
Siam	0 14½

TEA MARKET STRONG

Montreal

TEAS—The tea market throughout stands firm at the present levels. Primary markets show increased strength but wholesalers are not favoring any advance at present at least, since the sales have noticeably been cut down by the present prices. On the other hand there is no hope that the market will be any easier as far as can be seen at present. Japan teas are particularly strong and reports indicate the same for Ceylon and Indian teas.

Ceylon and Indians—		
Pekoes	0 38	0 44
Broken Pekoes	0 40	0 48
Broken orange pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60

Above retail prices range of quotations to the retail trade.

Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

WEAKNESS IN SUGAR

Montreal.

SUGAR—The sugar market shows further weakness as a result of the downward tendencies to raws. Just what the result will be on granulated sugar is hard to predict but refiners state that no further change in price is looked for at least before the first of the year. Most retailers are only buying for immediate requirements and there is little to be lost should the break come earlier than is expected.

SUGAR—	
Granulated sugar, per cwt.	7 50
Do., barrels	7 55
Granulated, gunnies, 20-5	7 90
Do., cases, 20 5-lb. cartons	8 10
Do., gunnies, 10-10	8 00
Do., cases, 50 2-lb. cartons	8 25
Yellow, light, per cwt.	7 10

PACKAGE GOODS QUIET

Montreal.

PACKAGE GOODS—There is no change in package goods. The market is quiet and little change may be expected at least before the new year. Package cereals are strong in view of the strength of the market on rolled oats.

PACKAGE GOODS—	
Breakfast food, case 18	3 50
Cocoanut, 2-oz. pkgs., doz.	0 78
Do., 20-lb. cartons, lb.	0 36
Corn Flakes, 3 doz. case	3 40 3 55
Cornmeal, yellow, 24s	2 85
Rolled oats, 20's	5 00
Rolled oats, 18's	2 00
Aluminum package, 20's	6 10
Oatmeal, fine cut, 20 pkgs	5 50
Puffed Rice	5 70
Puffed Wheat	4 40
Farina, case, 24s	2 55
Hominy, pearl or gran., 2 doz.	3 00
Scotch Health Bran (20 pkgs), case	3 50
Pancake flour, self-raising, doz.	1 50
Wheat Food, 18-1½s	3 25
Porridge wheat 36s, case	6 40
Do., 20s, case	6 50
Self-raising flour (3-lb. pkg.) doz.	2 25
Do., (6-lb. pkg.) doz.	4 40
Do., buckwheat flour, per doz.	1 50
Corn starch (prepared)	0 09½
Corn starch, 1 lb. pkge.	0 08
Potato flour	0 12½
Flour, tapioca	0 15 0 16
Puffed rice pancake flour	2 90
Shredded Krumbles, 36s	4 35
Shredded wheat	4 45
Cooked Bran, 12s	2 25
Enamel Laundry Starch, 40 pkgs. case	0 09¾
Celluloid starch, 45 pkgs., case	4 00
Malt Breakfast Food (36 pkgs.)	9 50
Quaker Two-Minute Oat Food	1 80
Macaroni, Quaker	2 25
Spaghetti, Quaker	2 25
Kraft Canadian Cheese loaf, lb.	0 30
Kraft Swiss loaf	0 42

HIGHER PRICES FOR VEGETABLES

Montreal.

VEGETABLES—While the prices on vegetables in general continue easy through the Christmas trade on account of liberal offerings some local dealers predict sharp advances early in the new year. This they base on the fact that the offerings are larger now than the supply in the country warrants and therefore a shortage is likely to occur. Carrots are selling at as low as one cent per pound. Turnips are practically off the market and cabbages are in good supply at $3.00 per barrel. Potatoes run easy with some lower prices quoted and these are not included in the list of vegetables that are expected to be higher in price. Imported celery is advanced fifty cents a crate.

VEGETABLES—		
Cabbage, local, per bbl.	2 50	3 00
Carrots, new, per bag	0 75	1 00
Celery, imported, 4-doz. crate		5 50
Horseradish lb.		0 60
Mint		0 60
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green ,doz.		0 50
New potatoes, Mont. (90-lb. bag)	1 40	1 90
Do., sweet, hamper		3 25
Spanish onions, per case		5 75
Turnips, per bag	0 75	1 00
Red onions, per crate	5 50	6 50
Texas Onions, per crate		3 50
Yellow onions, per cwt.		6 00
Cranberries, barrel		25 00

ONTARIO MARKETS

TORONTO, Dec. 21.—It is freely expressed in wholesale circles that the Christmas trade has been entirely satisfactory and equal to and in some instances better than a year ago. The greater part of the supplies of Christmas lines have been cleaned up and according to early reports, retailers too will realize a satisfactory volume of business. With few exceptions the market condition can be considered a firm one, with price changes not numerous during the week under review. The sugar market continues to tend easy with prospects for further reductions in the early part of the new year. Cereals, especially rolled oats, hold a strong position while rice is also firm at primary points. All dried fruits are firmly held with prospects for higher prices on evaporated peaches, prunes and apricots after the turn of the year. One brand of jams is quoted at higher figures with the situation decidedly firmer with other advances likely to follow. Coffee and teas continue strong with primary prices further advanced. There are no changes in fruits but the movement has been particularly heavy.

BEAN MARKET STEADY

Toronto.

BEANS.—There are no changes in quotations but there appears to be some moving as several shipments of Ontario beans have recently left for the West.

BEANS—		
Ontario hand picked, per bushel	3 25	3 50
Do., No. 1 lb. pickers, per bushel	2 90	3 15
Cal. Limas, per lb.	0 09½	0 10

SOME JAMS HIGHER

Toronto

CANNED GOODS.—Vegetables continue to move in moderate volume but the situation is steady with a slightly firmer undertone. Maple Leaf succotash, 2s, is quoted at $1.47½ per doz. Lynn Valley pumpkin No. 10 tins are advanced to $5.25 per doz. and 2½s to $1.60 per doz. Wagstaffs jams are advanced to the following quotations: black currant 12 oz. jars, $3.75 per doz., 16 oz. jars $4.65 per doz.; raspberry 12 oz. jars $3.75 per doz., 16 oz. jars $4.65 per doz., 4s tins each 97c., strawberry 12 oz. jars $3.75 per doz., 16 oz. jars $4.65 per doz. and 4s tins each $1.04.

CANNED GOODS		
Sockeye 1s, doz.		5 60
Do., ½s, doz.		3 00
Alaska red, 1s		4 25
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 90
Pinks, 1s doz.		1 45
Lobster, ½-lb., doz.	3 75	4 15
Do., 1-8-lb. tins	2 50	2 75
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	
Canned Vegetables —		
Tomatoes, 2½s, doz.		1 75
Do., Gal. No. 10 tins, doz.	5 95	6 25
Peas, standard, doz.		1 75
Do., Early June	2 00	2 15
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 15
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.		6 60
Canadian corn	1 40	1 50
Pumpkins, 2½s, doz.	1 50	1 60
Do., gal., No. 10 tins, doz.	5 15	5 25
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s, doz.	3 40	4 25
Do., shredded, 2s, doz.	4 75	5 25
Do., sliced 2½s, doz.		4 25
Apples, gal., doz.		5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.		3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Do. Green Gage	3 25	3 40
Cherries, pitted H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
Jams—		
Black Currants, 12 oz., doz.		3 75
Do., 16 oz., doz.		4 65
Strawberry, 12 oz., doz.	2 40	3 75
Do., 16 oz., doz.	3 25	4 65
Do., 4s, tins	0 80	1 04
Raspberry, 12 oz., doz.	2 40	3 75
Do., 16 oz., doz.	3 25	4 65
Do., 4s, tins	0 80	0 97

STRONG COFFEE MARKET

Toronto.

COFFEE.—The primary markets continue in a strong position with prices steadily advancing. On practically all varieties in the spot market there is little change insofar as quotations to the retail trade is concerned.

COFFEE—		
Java, Private Estate	0 51	0 53
Begotas, lb.		0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.		0 35
Mocha, lb.	0 52	0 55
Rio, lb.	0 22	0 24
Santos		0 35

CHANGES IN CEREAL PRICES

Toronto.

CEREALS.—A few minor price changes have occurred on some lines of cereals in bulk. Buckwheat flour is now quoted at $4.50 per bag, corn flour at $2.75, rye flour at $3.25 and graham flour at $3.25 per bag. Rolled oats continue in a strong position with manufacturers firmly maintaining their advanced prices as reported under this heading a couple of weeks ago. Wholesalers, however, are still quoting at the lower basis.

CEREALS—	
Barley, pearl, 98s	5 50
Buckwheat flour, 98s	4 50
Barley, pot, 98s	3 90
Barley Flour, 98s	6 25
Cornmeal, golden, 98s	2 40
Oatmeal, 98s	4 30
Corn flour, 98s	2 75
Rye flour	3 25
Rolled oats, 90s	2 95

Rolled wheat, barrel	6 00	
Cracked wheat, bag	5 25	
Breakfast food, 98s	4 75	
Rice flour, 100 lbs.	10 00	
Flaxseed, 98s	7 00	
Peas, split, per bag	6 50	
Marrowfat green peas, 98s	9 50	
Graham flour, 98s	3 25	
Whole wheat flour	3 65	
Wheat kernels, 8s	5 00	
Farina, 98s	5 35	
Lentils, Red, lb.	0 18½	0 19¾

HONEY MARKET STEADY

Toronto.

HONEY.—The market is holding fairly steady under a good demand for immediate requirements. Quotations are unchanged.

HONEY—		
5-pound tins, per lb.		0 16½
10-lb. tins, per lb.		0 15½
60-lb. tins, per lb.		0 15
Comb, per doz	3 75	4 50

PACKAGE CEREALS STEADY

Toronto.

PACKAGE GOODS.—The market is fairly steady and the only change in quotations this week is a slight reduction in individual shredded wheat, now quoted at $1.50 per case.

PACKAGE GOODS—		
Rolled Oats, 20ss, round, case	5 00	
Do., 18s, case	2 00	
Do., 20s, square case	5 00	
Do., Aluminum Prem., 20s	6 10	
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case	6 00	
Do., 20s, family, case	6 80	
Package peas, per doz.	0 90	
Cornstarch, No. 1, lb. carton	0 09½	
Do., No. 2, lb., cartons	0 08	
Laundry starch	0 07½	
Do., in 1-lb. cartons	0 8¼	
Do., in 6-lb. wood boxes	0 11¼	
Do., in 6-lb. tin canisters	0 12	
Celluloid starch, case	4 00	
Potato flour, 1-lb.	0 14½	
Fine oatmeal, 20s	5 75	
Cornmeal, 24s	2 30	
Farina, 24s	3 25	
Barley, 24s	2 75	
Self-rising pancake flour 24s	2 70	
Buckwheat flour, 24s	2 70	
Self-rising pancake flour, 18s	3 85	
F. S. Hominy gran. case	3 00	
Do., pearl, case	3 00	
Scotch pearl barley case	2 70	
Puffed rice pancake flour, 24s	2 85	

DRIED FRUITS FIRM

Toronto.

DRIED FRUITS.—Generally speaking the whole of the dried fruit market continues in a firm position with prospects for higher prices on prunes, evaporated peaches and apricots during the first part of the new year. There has been a good movement for table raisins, figs and dates for the Christmas season and it looks as though wholesalers will be fairly well cleaned up on these lines. Olivers select Valencia raisins are offered to arrive at 22½ per lb. packed in 28 lb. boxes.

CANDIED PEELS—		
Citron caps, 12-lb. boxes, lb.	0 46	
Lemon caps, 12 lb. boxes. lb.	0 29	
Orange caps, 12 lb. boxes, lb.	0 31	
Mixed containing 4½ lb. lemon, per lb.	0 35	
rained Peel, mixed, ut ready for use, in No. 1's cartons, 8 4½ lb. orange, 3 lb. citron caps, 3 dozen per case, per dozen.	4 50	
Currants—		
Greek Filliatras, cases	0 13½	0 14
Do., Patras	0 16½	0 17
Do., Vostizza		
Dates—		
Excelsior, pkgs, 3 doz. in case	5 50	
Dromedary, 3 doz. to case	7 50	
Fard, per lb.	0 26	
Hallowee dates, per lb.	6 14½	
Do., half cases, lb.	0 15½	
Do., Sair	0 13	
Prunes—		
30-40s, 25s	0 19	
40-50s, 25s	0 16½	
50-60s, 25s	0 14½	
60-70s, 25s.	0 13½	
70-80s, 25s	0 11¾	
80-90s, 25s.	0 11¼	
Raisins—		
California, Sultanas, lb.	0 21	
Seedless, 15-oz. packets	0 26	
Do., 11-oz. packets	0 21	
Seeded, 15-oz. packets	0 20½	0 21
Crn., muscatels, No. 1, 25s	0 19½	
Thompsons, seedless	0 24	
Valencia, Spanish	0 28½	
Clusters, boxes, 20 1-lb. pkg.	6 65	
Smyrna Sultanas	0 23½	
Muscat, 25 lb. box	0 19	
Evaporated apples	0 16	0 17
Figs—		
Smyrna, bags, approx. 28 lbs.	0 14½	
Do., 60-lb. bag	0 11¾	
Layer, 4 Crown	0 30	
Layer, 5 Crown	0 30	
Layer, 7 Crown	0 33½	0 36
Pulled, 10 lb. box, per lb.	0 34	
Pulled, 1-lb. box, each	0 20	
Do., 2-lb. box, each	0 36	
Mats	0 09	0 09½
Peaches—		
Choice	0 20	
Standard	0 18½	
Apricots—		
Choice	0 32	
Standard	0 28	

SUGAR REMAINS EASY

Toronto.

SUGAR.—There is no change in quotations on Canadian refined sugar since the decline of the 10th. The raw market is easy with sales being made at 2c. c & f for January delivery. Lower quotations are also recorded on U.S. refined. There is every indication for further reductions on Canadian refined sugar early in the new year.

SUGAR—	
St. Lawrence, extra gran., cwt.	7 84
Atlantic, extra gran.	7 84
Acadia Sugar Refinery, ex. gran.	7 84
Dom. Sugar Refinery, ex. gran.	7 65
Canada Refinery, gran.	7 84

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c gunnies, 10 10s, 50s; cartons, 20-5s, 60c.

STRONG MARKET FOR PEPPER

Toronto

SPICES.—The spice market almost throughout has stronger tendencies. Spot supplies are light and with the higher primary markets, there are indications that the trade can look for a revision of prices upward. This condition is particularly noticeable on peppers.

SPICES—		
Allspice	0 15	0 18
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 45
Mustard, pure	0 35	0 40
Pastry		0 28
Pickling spices		0 18
Mace		0 75
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	0 60	0 70
Do., 80s		0 35
Chillies, lb.		0 50
Nutmegs, selects, whole, 100s	0 22	0 26
Do., ground		0 28
Mustard seed, whole		0 20
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Turmeric		0 30
Curry powder		0 35
Cream of Tartar—		
French, pure		0 40
4-oz. packages, doz.		2 00

The above quotations are for the best quality. cheaper grades can be purchased for less.

SYRUPS

Toronto.

SYRUPS.—Molasses is steady with a moderate demand while corn syrups are unchanged.

Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 60
Cases, 5-lb. tins, white, 1 doz. in case	5 30
Cases, 10-lb. tins, white, ½ doz. In case	5 00
Cases, 2-lb. tins, yellow, 2 doz. in case	4 00
Cases, 5-lb. tins, yellow, 1 doz. In case	4 70
Cases, 10-lb. tins, yellow, ½ doz	4 60
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 20
No. 3 tins, 2-doz. case	5 50
No. 5 tins, 1-doz. case	4 60
No. 10 tins, ½-doz. case	4 25
Pails—No. 1	1 10
Pails No. 2	1 75
Pails No. 5	3 55
Molasses, table grade—	
No. 2 tins, 2-doz. case	7 75
No. 5 tins, 1-doz. case	8 95
No. 10 tins, 1-doz. case	8 60
Pails—No. 1	2 10
Pails No. 2	3 75
Pails No. 5	8 55
No. 3 tins, 2-doz. case	10 75

RICES UNCHANGED

Toronto.

RICES.—The southern primary markets continue in a firm position but there has been little activity and many of the mills are closed. The situation, however, is a strong one and heavy export business is likely to develop with Japan on account of the shortage in that country. In the spot market there are no changes; stocks are not heavy but the demand at the moment is light.

RICE—		
Honduras, broken, per rlb.	0 07½	0 08
Blue Rose, fancy	0 08½	0 09
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06¼
Japans, per lb.	0 07	0 07¼
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White sago	0 07¾	0 09
Tapioca, per lb.	0 08½	0 09
Do. fancy	0 09	0 11

NUTS HOLD FIRM

Toronto.

NUTS.—A recent advice from France indicates that Bordeaux walnuts are only about a two-thirds crop and that the lowest prices have been reached. A large portion of the crop has been shipped which is another factor that is causing the market to stiffen. In the spot situation all quotations are firmly held, with perhaps one exception, brazils in the shell which are inclined to be easy. Manchurian shelled walnuts have arrived; halves are quoted at 55c. to 65c. per lb. and broken at 45 to 50c per lb.

NUTS—		
Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian		0 25
Do., Chili		0 21
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, lb.		0 30
Do., sweetened, lb	0 28	0 32
Do., shred		0 25
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium	0 15½	0 18
Mixed nuts, bags 50 lbs.	0 20	0 25
Pecans		0 30
Shelled —		
Almonds, lb.	0 48	0 55
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.	0 87	0 90
Do., Manchurian		0 58½
Do., broken		0 47½
Jordan almonds	0 70	0 75
Peanuts, Spanish, lb.		0 11
Pecans, lb.		1 40
Brazils		0 72

STRONG TEA MARKET

oronto

TEAS.—Primary markets continue trong with Indias again marketed igher. Spot conditions are also strong nder light stocks and prices still five o eight cents per pound below replacement costs.

TEAS—		
Pekoe Souchongs	0 30	0 35
Pekoes	0 32	0 58
Broken Pekoes	0 35	0 58
Broken Orange Pekoes	0 50	0 65
apans and Chinas—		
Early pickings, Japans		0 58
Do., seconds		0 50
Hyson thirds	0 30	0 35
Do., pints	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the etail trade.

POTATOES TEND FIRMER

oronto.

VEGETABLES—Potatoes during the veek developed a shade firmer undertone with prices on track slightly advanced. There is no change, however, n dealers' quotations to the retail trade. Other lines of vegetables are unchanged as to quotations, but there has been n active movement in fresh green oods.

EGETABLES—		
abbage, per barrel	3 50	4 00
otatoes, Delaware, per bag	1 55	1 75
Do., Ontario	1 25	1 40
eets, per bag	0 75	1 00
arrots, per bag	0 85	1 00
urnips, per bag		0 85
arsnips, per bag	1 00	1 25
Onions, Spanish, crate	6 00	6 50
Do., sack, 100 lbs.	6 00	6 50
elery, per crate		4 50
auliflower, Cal., case		5 00
Tomatoes, hot house, lb.		0 35
Head letuce, iceberg, case		5 25
Sweet potatoes, per hamper	2 75	3 00
Cucumber, hot house, per doz.		3 75
Mushrooms, per bkt.		3 00

FRUIT MARKET ACTIVE

Toronto.

FRUITS.—There is an active movement in the fruit market, some wholesalers being cleaned up over last week end on certain sizes of oranges. Further shipments, however, arrived at the beginning of this week in time for the last minute rush for the Christmas trade. Quotations throughout the list show little change as compared with last week.

FRUITS—	
Oranges, Floridas, all sizes	6 00
Oranges, Navels, 100s	6 00
Do., 126s	6 00
Do., 150s, 176s, 200s	6 00
Tangerines, per case	5 50
Lemons, Messina	5 00
Do., California	5 00
Bananas, per lb.	0 08½
Apples—Barrel.	
Spys, No. 1	8 50
Spys, No. 2	7 50
Spys, No. 3	5 00
Greenings No. 1	7 00
Greenings No. 2	5 50
Baldwins No. 1	7 00
Baldwins No. 2	6 50
Grapes, Emperor	4 00
Do., Do., kegs	8 00
Do., Malaga, bbls.	14 00 16 00
Apples, B. C. boxed	3 25 4 50
Cranberries, Cape Cod, bbl. box	13 00
Grapefruit, Florida, 54s	6 00
Do., 64s, 70s, 80s	6 50
Do., 96s	5 50
Pomegranates, box	3 50
Casaba Melons—Crates 8 to 9	3 50

MANITOBA MARKETS

WINNIPEG, DECEMBER 28.—There has been a good movement in Christmas lines, and many lines such as raisins, nuts and figs are practically cleaned up. The coffee market is showing a firmer tone and tendencies are upward. There is a good demand for cereals and barley is showing a firmer tone. Canned lobsters are reported scarce and California fruits such as peaches, and apricots are selling freely. The dried fruit market is reported quiet with prunes, apricots peaches and raisins, ruling firm. There is no change in the sugar market. The general tone of the spice market is strong and many lines are showing an upward tendency. The tea market is advancing. The rice market continues firm. There is a good demand for fruits at slightly easier quotations. Florida tomatoes have arrived. Yellow corn syrup has advanced.

COFFEE MARKET ADVANCING

Winnipeg.

COFFEE.—The Santos market has advanced from 1½c. to 2c. per lb. on reports of poor November flowering and drouth. Some import houses have gone as far as to withdraw their quotations. It is expected that mild coffees will react in sympathy with Santos. Rio's have advanced from 1c. to 1¾c. per lb.

OFFEE—		
io, roasted, best grade, per lb.	0 19½	0 20½
exican, roasted, best grade, lb.	0 44	0 49
amaica ,roasted, best grade, lb.	0 28	0 30
ogotas, roasted, best grade, lb.	0 40	0 43
ocha (types), best grade, lb.	0 51	0 53
ourbon, best grade, per lb.	0 30	0 35
antos, best grade, per lb.	0 27½	0 30
aracaibo, roasted, best grade, lb.	0 38	0 44

BARLEY FIRMER

Winnipeg.

CEREALS.—The barley market is ruling firmer. Split peas continue firm and whole green peas are slightly easier. There has been a decline of 10c. per bushel and they are now quoted at $3.85. Beans are firmer and while there has been no advances on the local market indications point to higher prices in the near future.

PACKAGE CEREALS		
Rolled Oats, 20s, round cartons.	4 00	4 65
Do., 36s, case square pkts.		3 50
Do., 18s, case		2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, per case.		3 40
Puffed wheat, 4 doz. case, per case		4 40
Puffed rice, 3 doz. case, per case		5 70
Cream of Wheat, 3 doz. case, per case.		9 00
Grape Nuts, 2 doz. case, per case		3 80
Package Peas, 3 doz. case, per case.		3 00

BULK CEREALS	
Rolled Oats, 80s, per bag	2 40
Do., 40s, pr bag	1 25
Do., 20s, per bag	0 65
Do., 10-8s, per bale	3 15
Do., 15-6s, per bale	3 65
Oatmeal, 98s, gran. or stand. bag	3 30
Wheat Granules, 98s, per bag	6 10
Do., 15-6s, per bale	6 60
Peas, whole, green, 100-lb. bag, per bush	3 85
Do., split, yellow, 98s, per bag	7 50
Do., split, yellow, 49s, per bag	3 80
Beans, fancy, hand picked, 100-lb. bag, per bush.	3 80 4 25
Do., Lima, 100-lb. bag, per lb.	0 10½
Barley, pot, 98s, per bag	3 90
Do., pot, 49s, per bag	2 00
Do., pot, 24s, per bag	1 02
Barley, pearl, 98s, per bag	5 05
Do. ,pearl, 49s, per bag	2 58
Do., pearl, 24s, per bag	1 33
Cornmeal, 98s, per bag	2 50
Do., 49s, per bag	1 30
Do., 24s. per bag	0 70
Do., 10-10s, per bale	3 00
Buckwheat grits, whole, 98-lb. bags, per bag	8 75

CANNED LOBSTERS SCARCE

Winnipeg.

CANNED GOODS.—Reports from the Coast state that there is only a small percentage of salmon packed as compared with last years and this has a strengthening effect on the market. These indications justify the belief that canned salmon will find ready sale in the spring at higher figures. Lobsters are firmer and are actually becoming scarce. Several manufacturers are entirely sold out and holders are asking a premium over present prices. There is practically no change in the canned vegetable situation and some of the smaller lines which have found ready sale are practically cleaned up locally. Due to the small pack and the limited quantities left in packers' hands, this condition will reflect higher prices on the local market at a later date. Fall shipments of canned fruits this year are much smaller than usual and it is expected that it will result in a steady business during the winter months. California fruits, such as peaches and apricots, are selling freely.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.		3 75
Finnan Haddie, 1s, 4 doz. case	8 25	11 50
Do., ½s, 8 doz. case, case		7 25
Herring (Can.) 1s, 4 doz. case per case	5 50	8 00
Do., imported, ½s, 100 doz. case		21 50
Lobsters, ¼s, 8 doz. case, doz.		2 35
Do., ½s, 4 doz. case, doz.		4 00
Oysters, 1s, 4 doz. case, case		9 40
Do., 2s, 8 oz. 2 doz. case, case		7 90
Pilchards, 1s, tall, 4 doz. case, per case		6 90
Do., ½s, flat, 8 doz. case, case		9 00
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case		20 00
Do., ½s, flat, 8 doz. case		21 25
Red Spring, 1s, tall, 4 doz. case		16 25
Do., ½s, flat, 8 doz. case		17 00
Cohoe, 1s, tall, 4 doz. case	12 00	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case		6 25
Do., ½s, flat, 8 doz. case		8 00

CANNED FRUITS (Canadian)		
		Per case
Apples, 6 tins in case		3 20
Blueberries, 2s, 2 doz. case		5 00
Cherries, 2s, 2 doz. case		7 20
Gooseberries, 2s, 2 doz. case		7 50
Lawtonberries, 2s, 2 doz. case		7 00
Peaches, 2s, 2 doz. case	5 60	7 10
Pears, 2s, 2 doz. case	5 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case		6 00
Plums, Lombard, H. S., 2 doz. case		5 95
Plums, Lombard, L. S., 2s, 2 doz. case		4 55
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case	8 00	8 50

CANNED FRUIT (American)	
	Per case
Apricots, 1s, 4 doz. case	10 50
Peaches, 2½s, 2 doz. case	9 15
Peaches, sliced 1s, 4 doz. case	10 85
Do., Halves, 1s, 4 doz. case	10 75
Do., 2s, 2 doz. case	5 90
Pears, 1s, 4 doz. case	12 75
Pineapple, sliced, 2s, 2 doz. case	7 25

CANNED VEGETABLES	
Asparagus tips, 1s, tins, 4 doz. case, per doz.	4 40
Beans, Golden Wax, 2s, 2 doz.	

case, per case		4 75
Beans, Refugee, 2s, 2 doz. case		4 60
Corns, 2s, 2 doz. case		3 50
Peas, Standard, 2s, 2 doz. case	3 65	3 90
Peas, Early June, 2s, 2 doz. case		4 50
Sweet Potatoes, 2½s, 2 doz. case		7 00
Pumpkin, 2½s, 2 doz. case		3 35
Sauer Kraut, 2½s, 2 doz. case.		4 10
Spaghetti, 2s, 2 doz. case		2 05
Tomatoes, 2½s, 2 doz. case		4 10
Spinach, 2½s, 2 doz. case		6 75

PRUNE MARKET FIRMER

Winnipeg.

DRIED FRUITS—The primary dried fruit market is reported quiet. Prune advices from California are along one line of prediction, higher prices, and light supplies. Apricots are getting into a strong position and the shortage is become more recognized. Peaches also are above the level of opening prices and the tendency is for firmer prices. Retailers during the past week have been buying freely of dried fruits as well at the price of 13½c. per lb. Christmas table raisins are exhausted with none being available on the market and the shortage on this line has been felt.

DRIED FRUITS

Evaporated apples, per lb.	0 18	0 18
Currants, 90-lb., per lb.		0 16
Do., 8 oz. pkgs., 6 doz. case, lb		0 13
Dates, Hallowee, bulk, lb.		0 15
Do., pkgs., 3 doz. case, lb.		0 15½
Figs, Spanish, per lb.		0 15
Loganberries, 4 doz. case, pkt.		0 23½
Peaches, standard, per lb.		0 17
Do., choice, per lb.		0 18
Do., fancy, per lb.		0 20
Do., Cal., in carton, per carton	1 00	1 20
Pears, extra choice, per lb.		0 30
Do., Cal., cartons, per carton		1 30
Do., unfitted per lb.		0 10
Prunes—		
30-40s, 25s, per lb.		0 20
40-50s, 25s, lb.		0 17½
50-60s, 25s, lb.		0 14
60-70s, 25s, lb.		0 13
70-80s, 25s, lb.		0 10½
80-90s, 25s		0 09¾
90-100s, 25s, per lb.		0 08
In 5-lb. cartons, carton	0 65	0 75
RAISINS—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg.		$0 20
Do., pkg., 12 oz., fancy, per pkg.		0 16¾
Do., 16 oz., choice, per pkg.		0 19
Do., 12 oz, choice, per pkg.		0 16
Cal. 5-lb. cartons, per carton		1 20
Do., bulk, 25-lb. boxes, per lb.		0 19
RAISINS—Seedless—		
Cal., pkg., 11 oz., per lb.		0 19½
Do., bulk, 25-lb. boxes, per lb.		0 22
Do., bulk. 5-lb. cartons, per carton		1 30
Do., Cal. Muscatels, 5 lb. carton, per carton		1 35
Apricots, choice, 25s, lb.		0 32
Do., 10s, lb.		0 34
Do., Standard, 10s, lb.		0 28¼
Do., Standards, 25s, lb.		0 25½
Do., choice, 10s, per lb.		0 34
Do., choice, 25s, per lb.		0 32
Do., fancy, 25s, lb.		0 35
Do., fancy, 10s, lb.		0 36
Apricots, 5 lb. cartons, per carton		1 65

SUGAR MARKET STEADY

Winnipeg.

SUGAR—Reports from the primary market state that there is a continued interest shown in the new crop Cuban sugar and with this demand it has caused a somewhat steadier tone. Canadian refined sugar is quoted at $8.50 with beet sugar at $8.40.

SUGAR

Extra gran. bags, 100 lbs.	8 50
Do., gunnies, 5-20 lbs.	8 90
Do. gunnies 10-10 lbs.	9 00
Do., cartons, 20-5 lbs.	9 10
Do., cartons, 50-2 lbs.	9 25
Yellow, No. 1 lt., bags, 100 lbs.	8 10
Do., golden, bags, 100 lbs.	8 00
Powdered sugar, bbls.	8 90
Do., boxes, 50 lbs.	9 10
Do., boxes, 25 lbs.	9 30
Icing barrels	9 00
Do., boxes, 50 lbs.	9 20
Do., boxes, 25 lbs.	9 40
Soft lumps, boxes, 100 lbs.	9 30
Do., boxes, 50 lbs.	9 60
Do., cases, 20 cartons	10 35
Do., cases, 40½ cartons	11 10
Small lump, boxes, 100 lbs.	9 20
Do., boxes, 50 lbs.	9 30
Do., boxes, 25 lbs.	9 50
Do., cartons, 50-2 lbs.	10 60
Hard lump boxes 100 lbs.	9 30
Do., boxes, 50 lbs.	9 45
Do., boxes, 25 lbs.	9 60

PEPPERS ADVANCING

Winnipeg.

SPICES—The general tone of the spice market is strong with pronounced firmness in black and white peppers and a continued upward tendency of prices for all grades. This is due to the small crop and heavy buying demand. Cloves and ginger remain firm. Japan chillies are higher than they have been for some years as the crop is reported only 50 per cent. normal.

CORN SYRUP REDUCED

Winnipeg.

SYRUPS—There has been a decline of 40c. per case on 2 lb tins of white syrup and 70c. per case on the other sizes. Yellow corn syrup has advanced 35c. per case on 2 lb. tins but other sizes show no change. There is a fair demand at this season.

STARCH UNCHANGED

Winnipeg

STARCH—Trade is confined within the narrow limits defining immediate needs of consumption at unchanged prices.

NUTS IN DEMAND

Winnipeg

NUTS—New crop shelled Oriental walnuts are now on the market and are meeting with a ready demand at 70c. per lb. There is a good demand for the Christmas trade for all lines of nuts and spot stocks are rapidly becoming depleted.

FLOUR MARKET STEADY

Winnipeg

FLOUR—The flour market is ruling steady and while wheat prices are somewhat higher there is a firmer tone in evidence. Buying continues on the hand to mouth basis.

NO CHANGE IN JAMS

Winnipeg.

JAMS—There is no change in the jam situation. The market is ruling firm and many of the staple lines are practically cleaned up.

TEA MARKET ADVANCING

Winnipeg

TEAS—Reports from Colombo state that the Ceylon market is showing considerable strength and tendencies are upward. There has been an advance on all grades more particularly on the cheaper lines. At the present time buying is only for immediate requirements and indications are that although the market will likely hold firm at the present basis it cannot go much higher as the demand for cheap teas has fallen off with the advance in price.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoe, first quality	0 40	0 42
Do., second quality	0 35	0
Broken Pekoe, first quality	0 42	0 45
Broken orange Pekoe 1st qual.	0 50	0 60
Japan, first quality	0 42	0
JAVAS—		
Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45
Broken orange Pekoe	0 38	0 48

RICE MARKET FIRM

Winnipeg.

RICE—The rice market continue firm and Southern advices all show steady to firm market. Holders sti undersell the markets but there is les of this as the market stiffens. Orient al rice is reported slightly easier.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08
Do., 50-lb. sacks, lb.	0 08½
Siam, 100-lb. bags, lb.	0 06
Do., 50-lb. bags, lb.	0 06½
Sago, sack lots, 130 to 150 lbs., per lb.	0 07¾
Sago, in less quantities, lb.	0 08½
Tapioca, Pearl, per lb. 0 07¾	0 08½

ORANGE PRICES LOWER

Winnipeg.

LOWER—There has been a slight de cline on California Navel oranges. Cal ifornia lemons are quoted at $6.00 t $6.50 per case. Florida grapefruit i slightly easier and is quoted at $6.5 per case. There is a good demand fo apples and as the quality is good they are meeting with ready sale at unchang ed quotations. There is no change i quotations on grapes.

FRUITS

Oranges, navels, 126s, per case	7 50
Do., navels, 150s, per case	7 25
Do., navels, 176s, 200s, 216s, 250s, per case	7 00
Do., navels, 288s, per case	7 00
Do., navels, 324s, per case	6 50
Do., Japanese, per bundle	2 25
Lemons, Cal. fancy, per case	6 50
Do., Cal. choice, per case	6 00
Grapefruit, finest Florida, all sizes, per case	6 50
Pears, B.C., DeAnjou, per case	5 50
Bananas, per lb.	0 10
APPLES—	
B. C. Delicious, No. 1, per box	4 00
B.C., Delicous, No. 2, per box	3 50
B.C. Wagners, No. 1, per box	3 25
B. C. Jonathans, No. 1 per box	3 25
B. C. Snows, No. 1, per box	3 50
B.C. McIntosh Reds, No. 1 per box	3 25
B. C. Wagners, Domestic, unwrapped, per box	2 50
B. C. Jonathans, Domestic, unwrapped, per box	2 50
Grapes, Emperor, in drums	8 50
Do., Malaga, per keg	16 00

FLORIDA TOMATOES ARRIVE

Winnipeg.

VEGETABLES—The first shipments of Florida tomatoes have arrived and are quoted at $12.00 per case, 6 baskets to the case. California celery is in good demand at 10c per lb. There is a fair demand for California head lettuce, sweet potatoes, cauliflower and parsley.

VEGETABLES

Cabbage, per lb.	0 02
Head Lettuce, per case	4 00
Head Lettuce, per dozen	1 75
Leaf Lettuce, per dozen	0 75
Green Onions, per doz.	0 75
Cucumbers, per doz.	7 00
Tomatoes, per case	12 00
Potatoes, per bushel (Carload lots)	0 50
Do., per bushel (smaller lots)	0 55
Celery, B. C., per pound	0 09
Onions, per sack (B.C.)	5 00
Do., per case (Valencia)	8 00
Mint, per doz.	1 00
Cauliflower, per dozen	3 25
Parsley, per dozen 0 50	0 75
Carrots, per lb.	0 02
Beets, per lb.	0 02
Parsnips, per lb.	0 02
Brussels sprouts, per lb.	0 30
Green peppers, per lb.	0 32
Leeks, per doz	0 75

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Saskatchewan Markets

FROM REGINA BY WIRE

Regina, Sask., Dec. 21.—Business continues good and Christmas lines are practically cleaned up. Last week's price of $17.50 on lemons was just a flash in the pan and they are again back to the former price of $9.00 per case. Sockeye salmon is very scarce and all other grades of salmon remain very firm. Quality red fruits are cleaned up and jobbers, stock are insufficient to supply the demand until the next pack. Pumpkin and wax beans are scarce. Shredded wheat declined 50c. per case making present price $4.40. Blue Rose rice is higher at $9.50 and fresh eggs are firmer at $18.00 per case.

Beans, Kotenashi	5 95
Rolled oats, 80s	2 42
Rice, Siam	6 50
Rice, Blue Rose	9 25
Tapioca	7 25
Sago	7 25
Flour, per bbl.	7 95
Sugar, pure cane granulated, cwt.	8 70
Cheese, No. 1, Ontario, large	0 22
Cheese, No. 1, Ontario, twins	0 22¼
Butter, creamery, lb.	0 45
Butter, dairy, lb.	0 30
Lard, pure, 3s	11 10
Eggs, new laid, local	18 00
Do., No. 1 storage	15 60
Tomatoes, 2½s, choice	4 50
Lemons, case	9 00
Corn, 2s, standard choice	3 65
Peas, 2s, standard choice	4 15
Do., 2s, Early June, choice	4 87
Salmon, Sockeye, 1s	21 00
Do., Sockeye, ½s	22 05
Strawberries, 2s, B.C. choice	8 75
Raspberries, 2s, Ontario choice	8 75
Cherries, 2s, red, pitted	7 20
Peaches, 2s, halves	7 20
Do., 2s, sliced	6 00
Apples, evaporated, lb.	0 42½
Peaches, evaporated, lb.	0 23
Prunes, 70-80	0 13
Do., 40-50	0 18

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Dec. 21.—Corn syrups, yellow, advanced 35c. on 2s while other sizes are unchanged. White corn syrups are reduced 40c. on 2s and $1.05 on other sizes. Some brands of jelly powders are lower. Cream of Wheat is reduced $1.50 per case while rolled oats 80s are quoted at $2.25.

Beans—Ashcroft, per cwt.	6 00
Do., Kotenashi, per cwt.	5 90
Rolled oats, 80s	2 25
Rice, Siam	5 50 6 00
Japan, No. 1	7 35 8 00
Tapioca	7 00 8 00
Sago	7 00 8 00
Flour, per bbl.	7 65
Sugar, pure cane, gran., cwt.	8 57
Cheese, No. 1, Ont., large	0 22½ 0 23
Alberta cheese, twins	0 22¾
Do., large	0 22¼
Butter, creamery, lb.	0 39 0 45
Do., dairy, lb.	0 30 0 35
Lard, pure 3s	12 30 12 60
Eggs, new laid, local, case	18 00
Do., No. 1 storage, case	16 00
Tomatoes, 2½s	4 15 4 35
Pumpkin, 2½s, case	4 40
Lemons, case	7 75
Corn, 2s, standard case	3 35 3 60
Peas, 2s, standard case	4 20 4 30
New early June peas, case	4 75
Salmon sockeye 1s, case	19 80 21 50
Do., Sockeye, ½s	21 55
Strawberries, 2s, Ont., case	8 15 8 40
Raspberries, 2s, Ont., case	8 40 9 25
Gooseberries, 2s	11 30
Cherries, 2s, red, pitted	9 00 9 50
Peaches, 2s, halves	5 85
Do., 2s, sliced	6 25
Apples, evaporated, lb.	0 18
Do., 25s, lb.	0 18½
Pineapples, Hawaiian, sliced 2's	6 30 7 85
Do., canned, 2s	7 45 7 90
Do., 70-80s	0 11½ 0 12½
Prunes, 90-100s	0 10 0 10
Potatoes, local, ton	20 00 30 00

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B. C. Dec. 21.—Fresh eggs are quoted at 65c. per doz. Best grades of butter are bringing 45c. while cheese is quoted at 22c. per lb. Pure lard is selling at 16c. Beef steer is quoted at 11½c.; cow at 10c.; mutton 20c.; lamb 26c.; veal 13½c.; hogs 15½c.; turkeys dressed 50c. per lb. Head lettuce is quoted at $4.00 per crate and leaf at $1.50 per crate. Akanagan onions are $4.50 and Spanish $8.00. Local potatoes are selling at $26.00, Lillooet at $37.00, Lytton at $38.00 and Ashcroft at $35.00 per tin. Apples are unchanged. California grapefruit is quoted at $5.00 and lemons at $5,50 per case. Japanese oranges are selling freely at $1.50 per bundle.

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Dec. 21.—Potatoes are slightly higher at $3.00 per barrel. Almonds are easier at 21c. per lb. Clear pork is higher at $33.00 per barrel. Pure lard is down ½c. now quoted at 15c. in pails and 14½c. in tubs. Bananas are lower at 12c. per lb., while oranges are fairly steady at $8.00 per case.

Rolled oats, bag	3 50
Do., bbls.	8 30
Rice, Siam, per cwt.	7 00
Tapioca, per 100 lbs.	9 50
Molasses, gal.	0 65
Tomatoes, cans	2 00
Do., bags	6 00
Raisins, Valencia layers	0 24 0 30
Currants, cleaned	0 19
Prunes, 90-100, 25-lb. boxes	0 11¼
Lemon peel	0 34
Orange peel	0 34
Citron peel	0 46
Walnuts	0 27
Almonds	0 21
Brazils	0 20
Peanuts	0 16
Filberts	0 17
Cocoanuts, bag	6 00
Potatoes, per bbl.	3 00
Pork, clear, bbls.	33 00
Pigs' feet, per 20-lb. pail	2 10
Hams, shoulder, per lb.	0 19
Bacon, side, per lb.	0 32
Bacon, roll, per lb.	0 22
Lard, pure, in pils, lb.	0 15
Lrd, pure, in tubs, lb.	0 14½
Shortening in pails, lb.	0 14
Shortening in tubs, lb.	0 13½
Butter, creamery, prints	0 47
Butter, creamery, solids	0 42
Oleomargarine	0 24
Cheese, whole, lb.	0 19 0 21
Cheese, twins, lb.	0 21
Eggs, doz.	0 52
Sugar, cut loaf, cwt.	9 30
Sugar, stan., gran., cwt.	7 70
Sugar, No. 1 yellow, cwt.	7 50
Lemons, California, case	6 50
Grapefruit, Florida, case	6 00 6 50
Bananas, lb.	0 12
Cornmeal, gran., bags	3 25
Oranges, per case	7 00 8 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., Dec. 21.—Wholesale grocers and fruit dealers report Christmas trade good although not coming up to last year but on some lines it has been satisfactory. Cheese advanced one cent per pound making the price 23c. per lb. Creamery butter is higher at 55c. per lb. Other quotations remain unchanged.

Flour, No. 1 patents, bbl.	11 00
Cornmeal, bags	2 50
Rolled oats, per bag	3 75
Rice, Siam, per 100 lbs.	0 06¾ 0 10
Tapioca, 100 lbs.	7 70
Sugar, standard, gran.	7 20
Do., No. 1 yellow	7 45
Molasses, gal.	0 65
Cheese, Ont., twins	0 23
Eggs, fresh, doz.	0 75
Eggs, storage, doz.	0 55
Lard, compound	0 14
Do., pure, lb.	0 18
American clear pork, bbl.	30 00
Tomatoes, 2½s., stan., doz.	2 00
Hams, aver. 9-12 lbs.	0 35
Do., aver., 12-18 lbs.	0 35
Do., aver. 18-25 lbs.	0 31
Roll bacon	0 25
Butter, creamery, lb.	0 55
Do., dairy	0 40
Raspberries, 2s Ont., doz.	4 00
Peaches, 2s., standard, doz.	3 30
Corn, 2s, standard, doz.	1 60
Peas, standard, doz.	1 95
Strawberries, 2s, Ont., doz.	4 00
Salmon, Red Spring, flats, cases	
Do., pinks	7 00
Do., Cohoes	14 00
Do., Chums	6 00
Evaporated apples, per lb.	0 16
Dried peaches, per lb.	0 22
Potatoes. Nat., 90-lb. bag	1 30
Corned beef	3 00 3 55
Onions, Canadian, per bag	7 00

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is a part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

FISH

Could you please supply us with names of wholesale fish merchants in Montreal who can supply us with list of fresh fish and fish in season.

L. P. Gagon & Company,
Wholesale Provisioners,
Chicoutimi, Que.

Answer: Leonard Fisheries, Ltd., Youville Square, Montreal; D. Hatton Co. Ltd., 78 Bonsecours Street, Montreal.

AGENTS FOR PURITY SALT.

Who are the Toronto agents for Purity Salt?

Subscriber.

Answer: Lind Brokerage Co. Ltd., 49 Wellington Street East.

BOOK ON WINDOW DRESSING

Will you please tell me where I would send to get a book that would give some idea of window dressing in a grocery store.

W. A. Munn,
St. Thomas, Ont.

Answer: Information has been sent.

BACON SLICERS

Kindly put us in touch with manufacturers of bacon slicers.

J. T. Irwin,
Port Morien, N. S.

Answer: List of names has been sent.

PEANUT BUTTER MANUFACTURERS

We would like to have names and addresses of peanut butter manufacturers in Eastern Canada.

Reader.

Answer: W. Clark Limited, Montreal; Heinz Company, Leamington, Ont.; I. X. L. Spice and Cereals Limited, London, Ont.; Canadian Maple Products, Van Horne St., Toronto, Ont.; Bowes Company, Toronto; McLarens Limited, Hamilton; White Swan Spices and Cereals, Ltd., Toronto, Ont.

BUTCHER PUBLICATION

Are there any publications in the butcher line which you could recommend?

Ontario Reader.

Answer: There is no publication exclusively for the butcher trade, but you will find that CANADIAN GROCER gives considerable information from week to week—window displays, store interior displays, markets and articles along this line.

FAUCET STRAINERS

Will you be kind enough to inform me where I could buy some faucet strainers in quantity?

The Markwell Ink Factory,
129 St. Marguerite St.
Quebec City, Quebec.

Answer: The James Morrison Brass Co., Ltd., 93 Adelaide St., Toronto, Ont.; The H. Mueller Mfg. Co., Sarnia, Ont.

BOOK ON WINDOW DRESSING

Please tell me who publishes books on window dressing.

B. A. Lutes,
Moncton, N. B.

Answer: Information sent direct.

CANADIAN AGENTS FOR RECKITTS

Kindly give name of selling agents in Canada for Reckitts (Over Sea) Ltd.?

W. H. Sharpe,
Halifax, N. S.

Answer: Reckitts (Over Sea) Limited have their own selling agents in Canada. Their address is Reckitts (Over Sea) Ltd., 520 King Street West, Toronto. They send out their own travelers.

GLASS FIXTURES AND FANCY BASKETS

Could you tell me where I could purchase store and window fixtures, those fancy baskets, etc., and glass fixtures?

H. S. Jenkins,
P. O. Box 93, New Glasgow, N.S.

Answer: You could purchase store and window fixtures, fancy basket and glass fixtures etc., from the Crawford Mfg. Co., Montreal, Quebec, and Lyons and Marks, 38 Yonge Street, Toronto. For fancy baskets only, The Walter Woods & Company, Hamilton, Ont.; The Oakville Basket Company, Oakville, Ont.; Keen Woodenware Mfg. Co., Ltd., Owen Sound, Ont., and the J.A. Howland & Sons Company, Montreal, Quebec.

FEEDING CORN BY THE CAR

Will you kindly give me addresses of wholesale dealers from whom I could buy feeding corn by the car from Chicago or nearest point for shipping to Sault Ste. Marie.

Thos. Steinberg,
General Merchant,
Marksville, Ontario.

Answer: Stark Brothers, 23 Colborne St, Toronto, Ontario.

FILING CABINETS

Kindly let us know of firms handling filing cabinets in Ontario.

Messrs. Gagmor Brothers,
Pain Court, Ontario.

Answer: Globe Wernicke Company Ltd., Stratford, Ontario; Office Specialty Mfg. Company, Toronto, Ont.; Library Bureau of Canada Limited, Ottawa, Ont.; Eclipse Mfg. Co., Ottawa, Ont.; Davis & Henderson, Toronto, Ontario.

MAGNAVOX FOR RINKS

Could you kindly give us names of manufacturers, also dealers in Rinkaphones. Our Rink Company is asking us to get one of these machines for them.

Lords Limited,
Carleton, P. E. I.

Answer: We find this machine is called a Magnavox, and is manufactured by I. Montagnes & Company, 320 Ryrie Bldg., Toronto.

FRESH CAUGHT LOBSTERS

Can you give me the names of firms in Montreal who would buy fresh caught lobsters?

M. A. Malone,
516 Main Street,
St. John, N. B.

Answer: Henry Gatehouse & Son, 348 Dorchester St. West, Montreal; Stanford's Market, 128 Mansfield St., Montreal, attention Mr. Harry Naylor; Montreal Public Market, St. Catherine St., Montreal; Levesque Provision Market, 388 Victoria Ave., Westmount, P. Q.

CHRISTMAS NOVELTIES AND TOYS

Can you kindly send me names of wholesale houses in Toronto and Montreal who handle Christmas novelties and toys.

Messrs L. S. Parkinson & Company,
Thedford, Ontario.

Answer: Robertson & Murphy Co. Ltd., 247 St. Paul St. W., Montreal; Pugh Specialty Company, Sheppard St., Toronto; Nerlich & Sons, Front Street, Toronto; Harold A. Wilson Co., Ltd., Yonge St., Toronto; Gilbert Menzies & Co., Ltd., Toronto; Wrinch & McLaren, 77 Wellington St. W., Toronto; Fancy Goods Company of Canada, Ltd., 468 King St. W., Toronto; Canadian Manufacturers of Novelties, 13 Dorchester St., Montreal; David Novelty Company, Montreal, Quebec.

ELECTRICAL FIXTURES FOR CHURCH

Please give information on names of firms handling a complete range of electrical fixtures suitable for church lighting.

Querengesser & Diegel,
Brodhagen, Ontario.

Answer: The J. H. Edmunds & Company, 225 Richmond St. W., Toronto; Bright Light Electric Limited, 46 Queen St. E., Toronto; Knight Bros. & Grant, 86 Richmond St. E., Toronto; MacBeth Evans Glass Co., 160 Bay St., Toronto; Nerlich & Company, 146 Front St. W., Toronto.

BOOKS ON ADVERTISING AND WINDOW DRESSING

If you issue a catalogue of books for merchants or if you have for sale "1000 Ways and Schemes to Attract Trade," also 3761 advertising catch phrases and ideas, please quote me the price.

Samuel W. Gillespie,
Ayr, Ontario.

Answer: We do not keep these in stock now. You can obtain the Grocers' Encyclopaedia from us. We are sole Canadian agents. The price is $10 plus duty, and we believe you would find this book well worth the price in your business.

SUGAR BAGS

Kindly advise us as to whom we would likely be able to dispose of empty sugar bags.

J. A. Burwash
Jarvis, Ontario.

Answer: E. Pullan, Maud Street, Toronto, Ontario.

HAY

Will you please let me know address of brokers and wholesalers in hay at Winnipeg.

J. Ernest Belanger,
Kapuskasing, Ontario.

Answer: Carneface Stock Food Company and the Mitchell Grain Company.

EXTRACTS

Some time ago I saw an article in the Canadian Grocer regarding keeping a record of sales of extracts. I cannot find that issue and would like to know if that law is still in force.

R. R. Powell,
Carleton Place, Ontario.

Answer: Copy of August 12th issue in which this article appeared has been mailed to you.

CHICKEN CRATES

Could you please supply me with name of firm who manufactures chicken crates?

W. K. Loth,
Milverton, Ontario.

Answer: The Model Incubator Co., Ltd., 196 River Street, Toronto, Ontario.

CANDY TRAYS

Would you please tell us where to purchase nickel candy trays, etc.

Messrs. Lindsay, Beatty & Co.,
Fredericton, N. B.

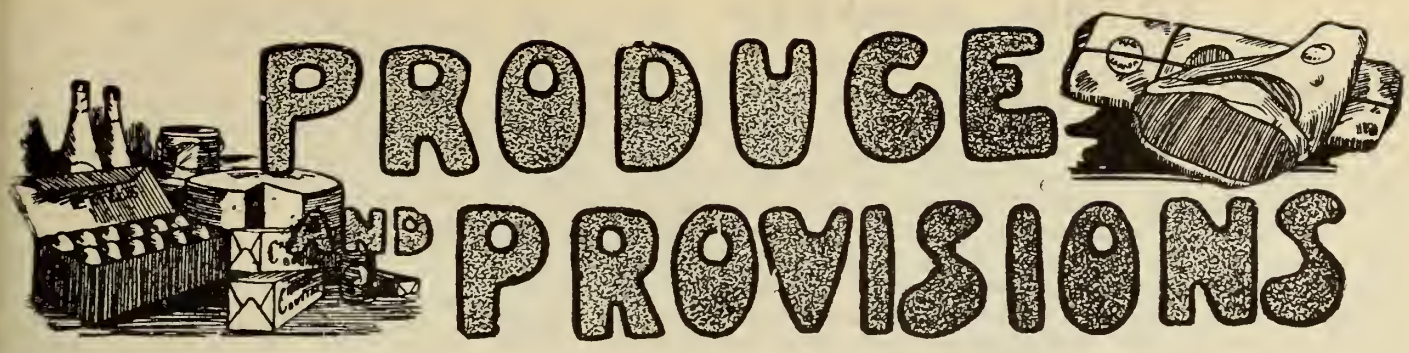
Answer: Fletcher Mfg. Co., Hayter St., Toronto, Ont., and Geo. Sparrow & Company, 119 Church Street, Toronto.

THE CLERK'S BOOK

Some time ago I saw a little booklet called "The Clerk's Book" by Frank Farrington. Would you kindly inform me as to where I could procure a few of these?

John A. McLean,
Wyoming, Ontario.

Answer: We would refer you to the Modern Grocer, 215 South Market Street, Chicago, Ill.



Graded Eggs Show Better Margin

Grocer in Vancouver Who is Selling Only the Government Graded Eggs Declares That His Turnover in Eggs Since Adopting This Plan Has Increased Fourfold—Shows Returns of $3.20 Per Case More Than the Ungraded

By Staff Correspondent Canadian Grocer

VANCOUVER, B. C., Dec. 21—A. Thornfield, Dominion Egg inspector, recently stated to a representative of Canadian Grocer that eggs from Australia and eggs from the United States, and local eggs are all being sold in various stores in British Columbia as "fresh eggs."

When the Department at Ottawa decided that the domestic market should have the benefit of the improved conditions that the government grading brought to the export business, Mr. Thornfield made a survey of more than one hundred retail stores in Vancouver. These retail stores visited were average. They were no better and no worse than the stores in other parts of the country. Mr. Thornfield found the need of better grading very acute. In one district there were found four stores. In these four stores there were four different grades of eggs, selling at four different prices, and the highest priced eggs were not the best nor were the cheapest the worst. The retailers simply had no means of knowing what grades of eggs they were buying, and they were selling on the same system.

These Stores Adopt Gov't Grade

Seven stores in Vancouver City have adopted the government grade. When it is said they have adopted the government grade, it is meant that they have arranged with Mr. Thornfield to have his services for a month, to grade their eggs and instruct their staff on how it is done. In addition the department's educational window display is loaned for a week, and one other big boost given. This is it.

The merchant supplies Mr. Thornfield with a list of his customers. This list is forwarded to Ottawa, and from the department's ofice and on the Department's letter heads a double page letter is mailed to each householder on the list, describing what the four grades mean, what cooking purposes each grade is best suited for and that the merchant, with his name inserted here, has adopted this modern method of selling eggs, to give her better service and uniform satisfaction. Those merchants in Vancouver whose customers have already received their letters say that they have made a most profound impression on the customer. These stores are receiving from their customers specific requests for the grade of eggs that suits the customer's purpose best. Besides giving the customer a more fixed value for her egg purchase money, (the grades being sold by weight) the merchants are better able to collect a fair return on their egg sales. Here is the actual experience of one merchant.

Citing an Illustration

Taking his case of eggs, 30 dozen, he found that he could sell them on that day's market at 75c. per dozen, as they came, which was "jumble pack" if that term can be applied to eggs. At any rate they were "standards." At 75c. per dozen, he could collect for the thirty dozen $22.50. This does not take into consideration the fact that each purchaser resents the presence of some pullet eggs while not noticing particularly the few extra large ones.

Now the same case was graded according to Government standards. Here is the way they sorted out:—

19 dozen "special" weighing 25 oz. and over per dozen.

5 dozen "extras" weighing 24 oz. and over per dozen.

3 dozen "firsts" weighing 23 oz. and over per dozen.

3 dozen "pullett extras" weighing 20 oz. and over per dozen and which included a few "cracks" which sold at the same price.

Now at the market price which the customers were gladly paying for Government graded eggs, these eggs after being graded would net as follows:—

19 dozen "Specials" at 90c. splendid for table use, $17.10.

5 dozen "extras" at 85c. only slightly smaller $4.25.

3 dozen "firsts" at 80c. 2 oz. per doz. lighter than specials $2.40.

3 dozen "pullet extras" and "cracks" at only 65c. per dozen. The total for the case was $25,70. This showed a return of $3.20 per case more than when ungraded, and the merchant claimed that his egg business in the last two months has increased fourfold. Instruction in grading, assistance in educating the customers, and support by government letters is not reserved for the few, although a few stores, well scattered, were chosen first by Mr. Thornfield to "break the ice." This help is universal. Any grocer that asks for it, will receive it.

"The use of the government grades will be compulsory at some time in the future," hinted Mr. Thornfield. "In the meantime, many of the merchants that are foremost in their trade are eager to be among the first to adopt the government grades. There is the government's official OK to the method of selling the eggs that carries prestige, and then the government letters going direct per franked post to the householder, drawing the attention of the customer to the fact that her grocer has adopted the most modern method of selling eggs to give her the best service—this has been a very strong feature in the education of the customer and the establishment of this method of retailing eggs."

The organized poultrymen have already notified the trade that eggs can be bought from them by government grade if requested, and other wholesalers are also prepared to give graded eggs to those of their customers who insist on eggs of known weight.

Editor's note.—The first six merchants to seize on the modern mer-

(Continued on next page)

QUEBEC MARKETS

MONTREAL, Dec. 21.—The feature of the produce market is the strength shown in beef and pork. The beef market has shown an advance. Hogs hold their advanced price with offerings only sufficient to meet requirements which indicate a firm tone to the market. Fresh cuts of pork are slightly higher. Smoked meats are unchanged in price but the movement of supplies shows improvement. The lard market is quiet. Butter is firm at the present level with a better tone. Eggs have a little weaker tendency with better offerings and a reluctancy on the part of the trade to buy the new laid eggs. This however has caused a run on selects and No. 1's which has strengthened up those prices but the opinion is that the peak has been reached and prices will ease off. Poultry has taken a sudden jump in price on account of the heavy holiday demand. Cheese is quiet with only a demand for immediate domestic requirements.

STEADIER TONE TO BUTTER

Montreal.

BUTTER.—The butter market remains quiet with a steady undertone and little change in conditions from last week. September and October butter is receiving a premium over the later makes. From 41 to 42c. wholesale is quoted on the best creamery solids, while the September in some instances is quoted as high as 43c. per lb. Solids are quoted at from 38c. to 42c. per lb. but the preferred creamery is quoted at 42c. per lb. solid. Wholesalers predict a stronger market for butter since during the past two weeks the market has weakened merely on account of a preference for the older makes which cannot last with the steady demand which at present exists.

BUTTER—

Solids, creamery	0 41	0 42
Prints, creamery	0 42	0 43
Dairy solids		0 32

NO CHANGE IN COOKED MEATS

Montreal

COOKED MEATS.—There is no change in the market for cooked meats. Prices are steady with the market quiet and only a small demand, owing to the winter season.

COOKED MEATS—

Jellied pork tongues		0 35
Jellied pressed beef, lb.		0 37
Hams, cooked	0 40	0 45
Pork pies (doz.)		
Sausage, pure pork		0 20
Ox tongue, tins		0 65
Mince meat, lb.		0 15½
Head cheese, 6-lb. tins, per lb.		0 10
Plate beef		22 00

CHEESE MARKET UNCHANGED

Montreal.

CHEESE.—The cheese market is without any feature of note. The tone of the market is firm but the volume of business is not large since the export business is quiet. The demand for domestic trade is steady with dealers buying for immediate requirements. There is no change in prices.

CHEESE—

Large, per lb.		0 21
Twins, per lb.	0 19	0 20
Do., white		0 28
Triplets, per lb.		0 21
Fancy old cheese, per lb.	0 28	0 30
Stilton, per lb.		0 35
Quebec	0 19	0 20

SMOKED MEATS STRONGER

Montreal

SMOKED MEATS.—The demand for smoked meats shows an increase for the Christmas trade and a stronger tendency is lent by the strength of the hog market. No advances are quoted as yet but the tone of the market is much firmer.

BACON—

Breakfast, best	0 33	0 52
Smoked breakfast	0 28	0 40
Smoked breakfast	0 28	0 40
Cottage rolls		0 28
Picnic hams		0 19
Wiltshire	0 25	0 28

MEDIUM SMOKED HAMS—

Weight, 8-14, long cut	0 24	0 25
Do., 14-20	0 24	0 25
Do., 20-25		0 21
Do., 25-35		0 18
Over 35 lbs.		0 17

LIVE HOGS FIRM

Montreal.

FRESH MEATS.—There is no change in prices quoted on live hogs. The market is holding steady at the advanced basis with a good demand in fresh and smoked meats. The offerings are just fair and tend to give stability to the market. Dressed hogs in some instances are higher in price. Abattoir dressed are quoted as high as $16.50 per cwt., and country dressed at $15.00. The beef market shows a marked improvement on account of the Christmas trade with an advance of three cents a pound on Christmas beef and a better grade of cattle offered. The wholesale price on carcass beef on the best grades runs to 16c. per lb.

FRESH MEATS—

Hogs, live (selected off cars)		11 00
Fresh killed		16 50

Fresh Pork—

Legs of pork (foot on)	0 17	0 20
Loins (trimmed)	0 19	0 21
Trimmed shoulders		0 17
Untrimmed		0 14
Pork sausage (pure)		0 20

Fresh Beef—

	(Cows)		(Steers)	
Hind quarters	0 10	0 13	0 12	0 16
Front quarters	0 05	0 09	0 05	0 08
Loins	0 19	0 22	0 22	0 27
Chucks	0 07	0 08	0 08	0 09

LARD MARKET QUIET

Montreal.

LARD.—The market for lard continues quiet owing to the limited demand from all sources and the volume of business is small since the attention of the trade is drawn to other lines during the Christmas week. Prices on Canadian refined grade remain unchanged.

LARD—

Tierces, 60 lbs.	0 14½	0 15½
Pails, 20 lbs.	0 16	0 16½
Tubs, 20 lbs.	0 15½	0 16
Bricks	0 16½	0 18

EGGS.—Many grocers are refusing to handle strictly new laid eggs at the present basis. No. 1s are in big demand and are quoted at 48c. per doz. There is no feature new to the market this week and prices are holding steady. New laid eggs are quoted at from 80c. to 85c. and select are selling at from 52c. to 53c.

EGGS—

Storage, selects	0 52	0 53
Do., No. 1		0 48

LITTLE CHANGE IN FISH

Montreal

FRESH FISH.—There is little change in fish prices. The market is steady with a fair demand. Haddock and cod are in good supply and prices are slightly easier. There are two fish days this week which stimulates business and reports show that last week brought a much improved demand for fresh fish.

FRESH

Filets, 20 lb. boxes	0 17
Herring	0 07
Market Cod, fresh	0 06
Steak cod	0 08
Dressed B. C. Salmon	0 24
Haddock	0 06
Halibut	0 20
Flounders	0 10
Mackerel	0 16
White fish	0 18
Eels	0 13

FROZEN

Skinned perch		0 14
Haddock		06
Halibut		0 20
Chicken halibut		0 17
Market cod	0 05	0 05½
Steak cod	0 06	0 06½
Doree		0 13
Qualla salmon		0 12
Dressed B. C. Salmon		0 22
White fish		0 16
Dressed pike		0 09½
Mackerel		0 13
Lake trout		0 16
Herrings		0 05½

OYSTERS

Shell oysters, bbl.	8 00	15 00
Standard—Per No. 1 can		2 60
Do., No. 3 can		7 60
Do., No. 5		12 25
Jars—1 doz.		4 75

ADVANCE IN POULTRY

Montreal.

DRESSED POULTRY.—Despite the fact that poultry has been steadily advancing in price many have left their buying till the last minute and as a result there has been a big rush for supplies which has taxed the market with higher prices quoted on all lines. Turkeys have reached a high level and chickens show an advance of two and three cents a pound since a week ago. The producer is getting a bigger price and the wholesale in turn has advanced quotations. Many retailers however, bought their supplies a few weeks ago at lower levels and are offering the public dressed poultry at the quotations which are now below the wholesale price.

POULTRY—

Dressed turkeys		0 54
Geese	0 30	0 31
Ducks	0 34	0 35
Chickens	0 29	0 38
Fowl	0 23	0 28
Roosters	0 16	0 18

GOV'S GRADED EGGS

(Continued from page 47.)

chandising possibilities of the government grading of eggs, are Canadian Grocer subscribers. Also these grocers are prominent in association affairs. The seventh is a butter, egg and milk retailer.

ONTARIO MARKETS

TORONTO, Dec. 21.—Butter quotations continue firm although there is a slightly easier undertone in the market. Cheese is in a quiet position with slightly easier tendencies. Eggs are unettled with a shade lower prices. From now on eggs will depend great deal on weather conditions as Southern eggs are commencing o arrive freely, but if storms were to materialize, this source would o a certain extent be cut off. Lard and shortening are unchanged vhile margarine is quiet under a moderate demand. The hog market is stronger which is reflected in smoked meats having a steadier one. Turkeys are a shade stronger while chickens and geese are teady to easy.

BUTTER FAIRLY STEADY

oronto.

BUTTER.—The market is little hanged, remaining fairly firm under a ood demand for quality stuff. Quotaons are unchanged as compared with st week, although there appears to be slightly easier undertone following he shading of quotations in Montreal st week.

UTTER
reamery prints 0 41 0 43

CHEESE MARKET QUIET

oronto.

CHEESE.—There is little activity in he cheese market and consequently ealers are more inclined to make price oncessions. In some quarters quotations re a shade easier. Quotations range round 20 and 21c per lb. for new stock. uotations on old cheese, however, are eld fairly firm at 24c to 26c per lb.

HEESE—

Large, new	0 20	0 21
Do., June	0 24	0 26
Stilton, new	....	0 24

Twins, 1c higher than large cheese and tripts 1½ cents higher than large.

EGG PRICES EASIER

oronto.

EGGS.—Although prices at the moent are slightly easier, the market is ore or less in an unsettled condition. he weather from now on will play an nportant part in the situation. The hicago market is lower and supplies ontinue to arrive freely from that uarter.

GGS—

o. 1		0 50
lects	0 55	0 58
ew laid		0 80

NO CHANGE IN LARD

oronto

LARD.—There are no changes in this arket; the situation is fairly steady.

ARD—

Tubs are ½c higher than tierces and pails one ent higher than tierces.

1-lb. prints	0 16	0 17
Tierces, 400 lbs.	0 12½	0 13

SHORTENING UNCHANGED

oronto

SHORTENING.—Quotations are unhanged at 15c to 15½c for one pound rints and 12½ to 13c per lb. on the ierce basis.

HORTE[illegible]G

1-lb. prints	0 15	0 15½
Tierces, 400 lbs.	12½	0 13

MARGARINE STEADY

oronto

MARGARINE.—The market for mararine is steady under a moderate deand and unchanged quotations.

MARGARINE—

Margarine, No. 1	0 23	0 25
Do., No. 2		0 20

COOKED MEATS STEADY

Toronto.

COOKED MEATS.—There are no changes to record in cooked meats. The demand has been fairly active for the Christmas trade especially in hams which at the moment have a steadier tone.

COOKED MEATS—

Boiled hams, lb.	0 35	0 37
Do., square pressed	0 38	0 39
Boiled shoulders, lb.	....	0 28
Head cheese, 6s, lb.	....	0 10
Choice jellied ox tongue, lb. .	....	0 60
Jellied pork tongue	....	0 35
Bologna	0 13	0 15

Above prices subject to daily fluctuations of the market.

PICKLED ROLLS HIGHER

Toronto

PROVISIONS.—Following the higher prices for live hogs, the market for smoked meats has a steadier tone. In some quarters smoked hams are advanced one cent per pound on the smaller sizes, but generally speaking, quotations are unchanged. In barrel pork the situation is firmer with an advance registered on pickled rolls. Lightweight now being quoted at $36.00 and heavy at $32.00.

Hams—

Small, 6 to 12 lbs.	0 25	0 26
Medium, 12 to 20 lbs.	0 25	0 26
Large, 20 to 35 lbs. ea., lb...	0 18	0 21
Heavy, 35 lbs., and upwards .	....	0 17
Backs—		
Boneless, per lb.	0 35	0 37
Rolled, per lb.	....	0 40
Peameal	0 32	0 34
Bacon—		
Breakfast, ordinary, per lb. ..	0 25	0 29
Do., special trim	....	0 35
Cottage rolls	....	0 23
Roll, per lb.	....	0 20
Long clear bacon, av. 50—		
Wiltshire (smoked boneless) lb..	....	0 24
Do., three-quarter cut	....	0 28
Do., middle	....	0 30
Dry Salt Meats—		
70 lbs.	....	0 18
Do., av., 80-90 lbs.	....	0 15
Clear bodies, 15-30 lbs.	....	0 19
Fat backs, 10-12 lbs.	0 13	0 15

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—

Mess pork		30 00
Short cut backs, 200 lbs.		35 00
Pickled rolls, bbl., 200 lbs.—		
Lightweight		36 00
Heavy		32 00

Above prices subject to daily fluctuations of the market

HOG MARKET STRONGER

Toronto

FRESH MEATS.—There has been fairly heavy buying of prime beef for the Christmas trade and while the market during the week held fairly steady, slightly higher prices were paid for choice cattle. Lambs continue to show strength and prices were higher. In the hog market, the situation is stronger with prices during the week about 25c higher than the previous week. In dressed meats there is little change as compared with a week ago.

FRESH MEAT—

Hogs—		
Dressed, light, per cwt.	13 00	15 00
Do., heavy, per cwt.	10 00	12 00
Live, off cars, per cwt.	10 25	10 50
Live, fed and watered, cwt..	10 50	10 75
Live, f.o.b., per cwt.	9 75	10 00
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 21
Loins		0 22
Fresh hams, lb.		0 22
Tenderloins, lb.		0 50
Picnics, lb.		0 14½
Montreal shoulders		0 15½
Boston butts, lb.		0 16½
New York shoulders		0 17½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 10	0 16
Front quarters, lb.	0 06	0 09
Ribs, lb.	0 12	0 18
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 20	0 28
Hips, lb.	0 10	0 12

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 14
Spring lamb, lb.	0 20	0 24
Sheep, whole, lb.	0 05	0 07

Above prices subject to daily fluctuations of the market.

OYSTERS IN DEMAND

Toronto

FISH.—Interest in this market appears to be centered around oysters for which there is an active demand in anticipation for the Christmas trade. Quotations for fish are unchanged.

FRESH SEA AND LAKE FISH

Cod steak, lb.	0 10	0 11
Do., market, lb.		0 09
Oysters, No. 1 tins	3 25	3 70
Do., No. 3 tins	9 25	11 10
Do., No. 5 tins	15 00	18 00
Do., glass jars, doz.	5 00	5 75
Do., shell, per bbl.	13 50	14 00
Smelts, No. 1, per lb.	....	0 20

FROZEN FISH

Halibut, medium	0 18½	0 19½
Do., chicken	0 17	0 18
Do., Qualla	0 12	0 13
Flounders	0 09	0 10
Pike round	0 04	0 05
Do., headless and dressed ...	0 06	0 07
Salmon, Cohoe	0 16	0 17
Do., Red Spring	0 21	0 22
Brill	0 10	0 11
Sea Herring	0 07½	0 08

SMOKED AND SALT FISH.

Haddies, lb.	0 10	0 13
Fillets, lb.	....	0 17
Kippers, box	2 25	2 75
Bloaters	2 00	3 00
Ciscoes, lb.	....	0 18
Salmon snack, lb.	....	0 24
Digby chicks, 5 to bundle	....	1 20
Boneless Digbys, 10 lb. box ...	....	1 65
Shred cod, box 24 cart.	....	2 20
Cod, 1 lb. tablet, box 24s. ...	....	3 20
Quail on toast "	...	0 14
Holland Herrings, mixed 10-lb. keg. ...		1 10
Do., milkers, 10 lb. keg		1 20
Labrador Herrings—		
Kegs, 100 lbs.		6 50
Do., barrels, 200 lbs.		12 00

POULTRY MARKET ACTIVE

Toronto.

POULTRY.—The market is active under a heavy demand but there appears to be a plentiful supply. Turkeys strengthened somewhat over the week end but there are those in the trade who continue to anticipate slightly easier prices for the end of the week. At the moment quotations are steady and unchanged as compared with last week.

(Continued on page 50)

MANITOBA MARKETS

WINNIPEG, DECEMBER 28.—The butter market is ruling firm. Cheese is steady. Guaranteed new laid eggs continue high and in limited quantity. Cooked meats are ruling easier, and a great many lines have declined. Ham and bacon are slightly easier. There is no change in the lard and shortening situation. Poultry receipts are heavy and turkeys have shown an advance. The fish market is steady under a light demand. Heavy receipts of hogs are arriving with the market holding steady.

BUTTER PRICES STEADY

Winnipeg

BUTTER.—The butter market continues with a firm trend and although quotations are unchanged indications point to higher prices. Best creamery butter is quoted at 45c. per lb. in cartons and 42c. for solids.

BUTTER—		
Creamery, best table grade		0 45
Best table grade solids		0 42
Margarine	0 22	0 25

CHEESE MARKET STEADY

Winnipeg.

CHEESE.—The trade in cheese during the past week has been without any feature of note. While the tone of the market is steady, advices received from the East state that the market is slightly easier. There are no changes in dealers prices to the retail trade.

CHEESE—	
Stilton cheese, large, lb.	0 24
Ont., large, lb.	0 20
Ont., twins, lb.	0 20½
Ont., triplets, lb.	0 21

EGG PRICES FIRMER

Winnipeg.

EGGS.—Storage eggs are practically depleted and heavy supplies are arriving from the United States to meet the consumptive demand. New laid eggs, guaranteed, are quoted at 85c. per doz. Eggs in cartons are quoted at 58c. per doz., with No. 1 candled eggs at 47c. There is a good demand.

COOKED HAMS LOWER

Winnipeg.

COOKED MEATS.—Cooked hams are ruling easier. Best quality is now quoted at 41 to 43c. per lb., a drop of one cent. Jellied pork tongues are selling at 26c. with jellied ox tongues at 48c. There is only a limited demand at this season of the year.

COOKED MEATS—	
Best quality, skinned, 8-14 lbs.	0 43
Do., 13-16 lbs.	0 41
Roast ham, lb.	0 43
Roast shoulders, lb.	0 30
Pork tongues, lb.	0 26
Head cheese, 6-lb. tins, lb.	0 13
Jellied ox tongues, lb.	0 48
Luncheon cooked meats	0 16

SMOKED MEATS LOWER

Winnipeg.

PROVISIONS.—There is a slight decline on smoked hams. Best quality is now quoted at 33c. per lb. Other grades are selling as low as 21c. per lb.

Hams—	
8 to 16 lbs., per lb.	0 33
16 to 20 lbs., per lb.	0 33
16 to 20 lbs., per lb.	0 33
Skinned, 14-18 lbs., per lb.	0 37
Skinned, 18-22 lbs., per lb.	0 37
Bacon, 6 to 10 lbs., per lb.	0 45
Cottage rolls, boneless	0 24
Bellies 6 to 10 lbs., per lb.	0 16

NO CHANGE IN LARD

Winnipeg.

LARD.—There is no change in the lard market. Quotations are 15c. per lb. in tierces of 400 lbs. The shortening market is steady with unchanged quotations.

LARD	
Pure lards, No. 1 quality, per lb. (in tierces 400 lbs.)	0 15
Do., wooden pails, 20 lbs. pail	3 40
Shortening, tierces of 400 lbs.	0 14
Do., per pail, 20 lbs.	3 20

TURKEYS HIGHER

Winnipeg.

POULTRY.—Large quantities of chickens, ducks, geese and turkeys are arriving. Turkeys have advanced and are now quoted at 42c. to 47c. per lb. There is a steady demand with good supplies on hand.

POULTRY	
Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 3½ lbs. and up, per lb.	0 24
Fowl, 3½ lbs. and under, per lb.	0 22
Do., 3½ lbs. and up, per lb.	0 24
Turkeys, young, per lb.	42 to 47
Duck, per lb.	0 30
Geese, per lb.	0 30
Roosters, per lb.	0 20

NO CHANGE IN FISH

Winnipeg

FISH.—There is no change in the fish market. The demand is fairly good. Smoked goldeyes are selling freely at 20c. per lb.

FISH—	
Brills	0 09
Herring, Lake Superior, 100-lb. sacks	4 00
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 300 lbs.	0 16
Salmon, Cohoe, in broken cases	0 17
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 09
Whitefish, dressed, case lots	0 12½
Whitefish, dressed, broken cases	0 13
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East. Nat., 10 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 17
Salt Fish—	
Holland Herring, milkers, 9-lb. pail, pail	0 90
Holland Herring, mixed, 9-lb. pails, pail	0 85

HOG MARKET UNCHANGED

Winnipeg.

FRESH MEATS.—There is practically no change in the hog market. Heavy offerings are arriving and packers are bidding $9.25 for selected live hogs. The veal market is fairly steady and good quality are offered at $4.50 to $6.00. On the sheep and lamb market trading is inactive and the tone is easier. Good quality lambs are moving slowly at $7.50 to $9.00. Mutton sheep are slightly easier and best quality is offered at $5.00. On the cattle market, very little of real good quality beef is available.

Hogs—		
Selected, live, cwt.	9 25	9 75
Heavier	5 25	7 25
Light		9 15
Sows	4 25	5 25
Fresh Pork—		
Legs of pork, up to 35 lbs., lb.	0 19	0 25
Spare ribs		0 16
Loins of pork, lb.	0 25	0 27
Fresh hams, lb.	0 20	0 26
Shoulders	0 13	0 15
Fresh beef—from steers and heifers—		
Hind quarters, lb.	0 10½	0 14
Front quarters, lb.	0 06	0 08
Whole carcass, good grade, lb.	0 08	0 11
Mutton—		
Choice, lb.		0 18
Choice long hinds (legs and loin)		0 24
Choice Stews		0 10
Lambs—		
Choice, 30-45 lbs.		0 27
Veal—		
Good veal, 40 to 80 lbs., hind quarters		0 20

ONTARIO MARKETS

(Continued from page 49)

Poultry— Prices paid by dealers—	Live.	Dresse
Turkeys	0 40	0 47
Chickens, spring	20-22	25-30
Roosters	0 12	0 15
Fowl over 5 lbs.	0 20	0 23
Fowl, 4 to 5 lbs.	0 15	0 20
Fowl, under 4 lbs.	0 10	0 16
Guinea hens, pair	1 25	1 50
Geese		0 26
Ducks, 4 lb. and over	0 20	0 28
Prices quoted to retail trade:	Dressed:	
Ducklings	0 32	0 34
Hens, heavy	0 26	0 28
Do., light	0 16	0 20
Geese		0 30
Turkeys		0 60

MOCK TRIAL VIVIDLY TEACHES CREDIT LESSO

Boston, Dec. 6—The Retail Cred Men's Association at one of its rece monthly gatherings staged a discussi of a legal store credit point with "li models." That is to say, it staged mock trial, in which the various angl of a husband's responsibility for t bills of his wife were accurately a vividly explained, with considerable e tertainment to the members of the ass ciation in addition.

Real lawyers and court officials we obtained to take the required character and the whole case, which was the su of a fictitious store against a fictitio creditor for the bills of his wife, w carried through just as though it h been real. Testimony was given, ev dence taken and decision rendered due legal manner, the Judge in his co duct of the trial bringing out the vario legal aspects of the problem as th came up.

A STRONG COMEBACK

The lady with a real grievance we to the manager and told him her grie ance. She was a poor talker, and sho ed her indignation too much.

So the manager proceeded to show t lady her place. He was a glib talke she had dropped several unfortunate r marks in the course of her complai and he had a fine chance. He impro ed the opportunity. If ever a woma got a good talking to, a fine polite pla ing, a complete rebuke at the hands any complained-to manager, she was th woman.

Yes, he showed her her place.

Her place to trade is now in anoth shop. And she had a real grievanc And her trade was very valuable a influential.

Moral—It is perfectly possible for manager to be too clever at reparte and too good a lawyer.

At this season we desire to extend to our customers, and to others whom we would like to serve, our heartiest wishes for a Merry, Merry Christmas.

May the New Year bring to all, health, happiness, and increased prosperity.

THE WILLIAM **DAVIES** COMPANY LIMITED

Head Office, Toronto, Ont.

Branches at

Montreal Sydney Hamilton

A Merry Christmas and A Happy New Year

To every member of the grocery trade and especially to those many hundreds of successful grocers who have experienced the satisfaction and extra profits in handling Schneiders' high-grade pork products—we extend our sincere wishes for a Joyous Christmas. We hope that the New Year will bring you and yours success in plenty and us the continuance of your esteemed patronage and pleasant business relations.

J. M. SCHNEIDER & SON, LIMITED

KITCHENER, ONTARIO

GREETING

We desire to thank our many good friends who have sent us their orders throughout the closing year.

To wish them a Merry Christmas and a Happy New Year.

F. W. FEARMAN CO., Limited

Curers of the celebrated "STAR" Brand Hams and Bacon.

HAMILTON

Y & S STICK LICORICE

in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company

MONTREAL

Catalogue and Price List on Application.

The Saddest Words in the Grocery Business: "I Took a Chance!"

It is said that the remarkable success of Mr. E. H. Harriman, the great railroad man, was due to the fact that "he never took a chance." His keen eye sought only the sure things.

The wide-awake grocer needs no longer to take "chances" with the goods he buys.

When the risk is eliminated and the sale guaranteed, as in the instance of Postum, Grape-Nuts and Post Toasties—there's no excuse for taking chances.

There's a reason for the positive sale guarantee back of Postum, Grape-Nuts and Post Toasties.

It's the Postum year-'round publicity policy—not a policy that blows hot and cold—but a systematic and uninterrupted National advertising campaign that insures always a quick and profitable turnover on every package the grocer buys.

Canadian Postum Cereal Company, Limited
Windsor, Ontario

The United Maple Products Ltd.

Granby, Que.

Packers of

"Rock Maple" Brand

Wish the Grocery Trade

A Merry Christmas

and a

Happy and Prosperous New Year

Merry Christmas

and

Happy and Prosperous New Year

May 1922, usher in a year of
Prosperity for you.

We wish to thank you for your patronage during the past year, and hope for a continuance during 1922

BEST WISHES

D. HATTON COMPANY

MONTREAL

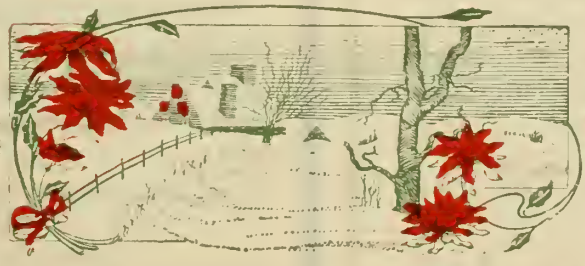
Merry Christmas and a Bright and Prosperous New Year

TO ALL OUR CUSTOMERS AND FRIENDS

May the year 1922 be the most Prosperous in the History of your business.

CONNORS BROS.

Black's Harbor - N.B.



Neater Package—Less Paper and String

For Meats, Butter, Lard, Pickles, Etc.

The Riteshape saves you money and improves the service you give your customers whichever way you look at it. The Riteshape, with less paper and string, ties up into a neater package than any other. Besides this, it is odorless and non-absorbent. Made from thin slices of hard maple, all Riteshapes are carefully inspected, so that they reach you in good condition—every dish perfect—none to throw away.

Write for Samples and Prices

Victoria Paper & Twine Company Ltd.

430 Wellington Street, West, Toronto

Sole Canadian Wholesale Distributors for the Manufacturers—
The Oval Wood Dish Company, New York.

Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.

Newmarket, Ontario

KEATING'S POWDER

Sells in Cold Weather

There's always something that makes good reasons for keeping Keating's on hand every month in the year. Not a week passes without the need of Keating's being felt in houses, public buildings, factories, offices, etc. It's sure death every time Keating's comes in proper contact with

Flies	**Ants**	**Cockroaches**
Fleas	**Wasps**	**Bugs**
Mosquitoes	**Beetles**	**Moths**

You can profit by this continuous demand and cash-in on our advertising. Keep your Keating stock complete.

Made by THOMAS KEATING, London, Eng.
Established 1788

SOLE AGENTS FOR CANADA
HAROLD F. RITCHIE & CO., LIMITED
10 McCaul Street, Toronto

Lenox Soap— a big 5 cent seller

If you want to offer the utmost value for 5 cents—in a laundry soap—you'll sell Lenox Soap.

It is a pure Soap—a good cleanser—safe for all everyday fabrics—and lasts well. It is unequalled in its class.

It is a good special for the grocer to use in sales. The low price is sure to appeal—and the quality satisfies.

Put Lenox Soap on your next order.

PROCTER & GAMBLE PRODUCTS - EST. 1837 -

Ivory Soap
P and G The White Naphtha Soap
Gold Soap
Pearline
Lenox Soap

and

CRISCO
For Frying · For Shortening For Cake Making

—the pure, vegetable shortening that is displacing lard in up-to-date homes and grocery stores. Gives more satisfaction to the housewife; more profit to the dealer. Net weight sanitary packages; one pound and larger.

The Procter & Gamble Distributing Co. of Canada, Ltd., Hamilton, Ontario.

Branch
50 Bay St., Toronto, Ontario

Wishing You a Prosperous New Year

We have had many reasons for thankfulness during the past year. Even when the outlook has not been the brightest, we have always been conscious of the close relationship between you and ourselves. We would thank you now—all the friends who have stood by us so well in time past—for your co-operation and good-will. And we would like, at this time, to assure you again of our most earnest wish that you may find 1922 a year of unexampled happiness and prosperity. It is with pleasure that we look forward to the continuance of the relationship we have always found so mutually satisfactory.

Canadian Packing Co., Limited

Toronto = Canada

CPC

Season's Greetings

To our many patrons and friends in the Canadian grocery trade we extend our sincere well wishes for a Joyous Yuletide. May the New Year bring you and yours health, prosperity and happiness in abundance and us the continuance of your valued patronage.

The Malcolm Condensing Company, Limited

St. George, Ont.

Reindeer Flour Always Repeats.

The special, unique process under which we prepare this superior flour from the finest No. 1 Canadian Hard Wheat greatly enhances its food value above ordinary flour and our painstaking inspection and exacting milling standards guarantee its high quality to be absolutely uniform. You can recommend it with assurance that it will always make good.

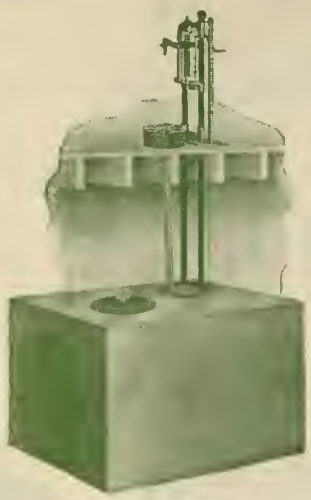
REINDEER FLOUR

Merry Christmas and Happy New Year

Peterboro Cereal Company,
Peterboro, Ont.

Branch Mill: Campbellford, Ont.
General Sales Office: Peterboro, Ont.

Save That Cent On Every Gallon



Write for Illustrated Booklet C-11

Over a half-million Bowser Kerosene Tanks are in use by merchants throughout North America. The consensus of opinion of these users is that before economizing by the purchase of a Bowser, it cost them at least two cents on every gallon of kerosene they handled.

This cost is made up of interest, depreciation, waste from inaccuracy and spilling and labor.

By reducing the time and eliminating all waste, a Bowser Tank reduces the cost of handling to less than one cent per gallon. The Bowser therefore pays a clear, added profit of one cent per gallon.

Invest in a Bowser and save that cent.

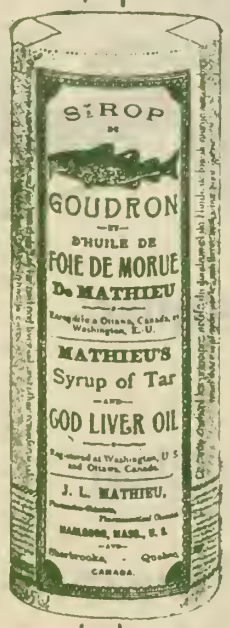
Bowser Equipment is MADE IN CANADA by

S. F. BOWSER CO., LTD., 66-68 FRAZER AVE., TORONTO, ONT.

BOWSER ESTABLISHED 1885

PISTON-TYPE MEASURING PUMP

How Many Customers will enter your Store with Colds this Fall and Winter?



MATHIEU'S SYRUP OF TAR *and* **COD LIVER OIL**

Fall and winter are the seasons when coughs and colds are rampant and hundreds of your customers will undoubtedly have their share. Don't let them go to a drug store to buy cough remedies when you can sell them in your store and reap handsome profits by giving them Mathieu's Syrup of Tar and Cod Liver Oil, the nationally known and dependable cough remedy. Leading grocers throughout Canada are earning big profits selling this excellent remedy. Why not get your share.

J. L. Mathieu Co.

Proprietors

SHERBROOKE - - QUEBEC

ROYAL ACADIA SUGAR

THE SUGAR NOW-A-DAYS

There isn't a purer, sweeter or more highly refined sugar in the world than **Royal Acadia**—the sugar now-a-days. Its outstanding quality never varies from the exacting Royal Acadia Standard of

"Every Grain Pure Cane"

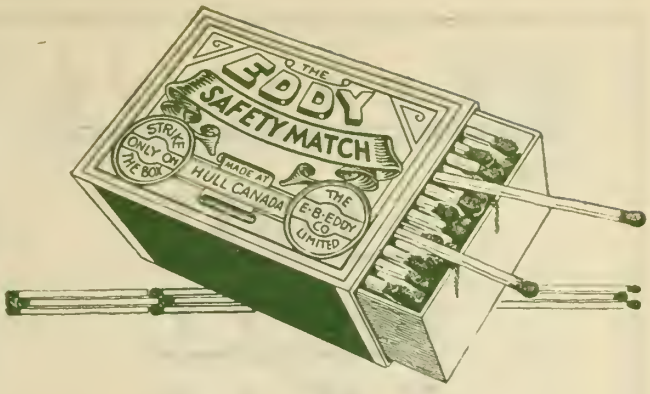
When your customers ask for sugar, if you give them "Royal Acadia," you can depend upon it that you are giving them the best that's made. Sold in 2 and 5-pound cartons, 10, 20 and 100-pound bags, half-barrels and barrels.

Acadia Sugar Refining Co., Limited

Montreal, Que., Halifax, N.S.

ROYAL ACADIA SUGAR

ROYAL ACADIA SUGAR



Eddy's "Safetys" Are Always Popular

Very many people prefer the "Safety" to any other type of match.

And discriminating match buyers prefer "Eddy's Safetys" to any others because they know what the name Eddy stands for—the best matches that seventy years' experience can produce.

The quality of Eddy's Safetys never disappoints. Every box is filled with real matches — sound sticks, firm heads—no broken splinters, headless sticks nor duds.

Of course every one of the more than thirty Eddy varieties is of the same good quality. And that, by the way, is one of the big advantages of handling the Eddy line—with over thirty different varieties it is always so easy to meet every individual customer's match "likings," with just the right kind of "light" for any and every purpose.

Is **your** Eddy stock complete enough to meet the local demand?

The

E. B. Eddy Co., Limited

Hull, Canada

EVERYONE

A MOST HAPPY XMAS

and may the coming year bring you full measure of Prosperity.

WHITE & CO. LIMITED

Wholesale Fruit Importers
Wholesale Fish Dealers
TORONTO

LAKE SUPERIOR HERRING

In kegs, half kegs, and pails

British Columbia Cohoe, Qualla, and Halibut.

Georgian Bay frozen, also pickled trout,

Manitoba Whitefish.

LEMON BROS.

Owen Sound, Ontario

Fruit, Produce & Commission Merchants

INDEX TO ADVERTISERS

A
Acadia Sugar Refining Co. 61
Adsco Products Co..... 18
Anchor Cap & Closure Corp. 2

B
Bain & Co., Donald H... 12
Bowser & Co., Ltd., S. F. 60
Blackburn, R. C. 19

C
Canada Food Products. 25
Canadian Malt Extract Co. 19
Canadian Packing Co., Ltd. 58
Canadian Postum Cereal Co., Ltd. 53
Cane, Wm., & Sons, Ltd. 56
Chaput, Fils & Cie..... Inside Back Cover
Clark, Ltd., W. 5
Clay, Glover H., Co., Inc. 24
Colman-Keen (Canada), Ltd. 28
City Dray Co., The.... 24
Codville Co., Ltd., The.. 17
Connors Bros., Ltd. 55
Coward, Fred 24

D
Davies & Co., Wm., Ltd. 51
Dominion Canners, Ltd. 3
Duncan, C., & Son..... 17
Dumart Packing Co., Ltd. 21

E
Eddy, E. B., Co., Ltd... 61
Escott Co., Ltd., W. H.. 9
Estabrooks Co., Ltd., T. H. 27
Eureka Refrigerator Co., Ltd. 22

F
Fearman Co., F. W..... 52
Farley-Myers, Ltd. 17
Frost Moorman & Co... 19

G
Glover, H. Clay 24
Gosse-Millerd Packing Co. 28
Gunns, Ltd. 25

H
Hamblin-Brereton 19
Hanson Co., Ltd., J. H.. 22
Hayhoe & Co., R. B..... 16
Horne & Co., Ltd., Harry 7
Hatton Co., Ltd., D..... 54
Harrison & Crosfield... 4
Hungerford Smith Co., Ltd. 15

I
Italian & European Importing Co. 18

J
Jones, C. & J. 8

K
Keatings, Ltd. .....

L
Lemon Bros. 62
Langley Harris & Co., Ltd. 1, 19
Laporte-Martin, Ltd. ... 6

M
McLaughlin, J. K. 1
Mackenzie & Co., Ltd., W. L. 1
Macdonald Reg., W. C.. 2
Mackay & Co., Ltd., John 2
Malcolm Condensing Co., Ltd. 5
Maple Tree Producers' Association, Ltd. 2
Mathieu, J. L., & Co., Ltd. 6

N
National Licorice Co.... 5
New Brunswick Potato Exchange Co. 6

O
Oakey & Sons, Ltd., Jno. 1
O'Donnell & Co., John J. 1
Oval Wood Dish Co..... 5

P
Patrick & Co., W. G...11, 1
Pennock & Co., H. P.... 1
Peterboro Cereal Co.... 5
Proctor & Gamble..... 5
Purnell & Panter..... 1

R
Red Rose Tea 2
Robertson Murphy, Ltd. 6
Robertson & Sons 8
Ross Can Co. 6

S
Salada Tea Co., Ltd..... Inside Front Cover
St. Lawrence Baking Co. 1
Saxonia Fruit Co. 1
Scott-Bathgate & Co.... Front Cover
Schneider & Sons, Ltd., J. M. 5
So-Clean, Ltd. 6
Soper, E. N. & W. E... 1
St. Arnaud Fils Cie ... 1
Stickney & Poor Spice Co. 2

T
Tippett & Co., Ltd..... 1
Toronto Pottery Co., Ltd. 6
Toronto Salt Works.... 6
Trent Mfg. Co. 6
Tropical Food & Chemical Co. 1

U
Upton Co., T., Ltd..... 2
United Maple Products, Ltd. 5

V
Victoria Paper & Twine Co. 5

W
Wallace Fisheries, Ltd. Back Cover
Waterloo Broom & Brush Co. 1
Watson & Truesdale ... 1
Weston Co., Ltd. 2
White & Co. 6
White, Cottell's 6
Williams Storage Co. .. 1
Walter Woods, Ltd. ... 1

Y
Yorke, Geo. G. 1

BUYERS' MARKET GUIDE
Latest Editorial Market News

TEA POTS, MIXING BOWLS
And other lines of Rockingham and Cane Ware.
Special price on Crate lots.
The Toronto Pottery Co., Limited
Toronto - Canada

TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS, GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

JAPAN TO IMPORT RICE

A recent cable from Tokio states that the Japanese Government has decided to lift the import duties for a time. This is being done to offset the shortage in the domestic crop due to crop failure. The Government plans to import a stock of foreign rice of approximately 17,500,000 bushels.

DRIED PEACHES NEARLY CLEANED UP

The total dried peach production of California in 1921 is estimated at from 20,000 to 21,000 tons. Of this amount between 16,000 and 17,000 tons have already been marketed, and the small balance available consists entirely of standard and choice grades with a few slabs.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

ADVERTISING BALLOONS
An attractive, inexpensive and efficient means of getting any kind of a message before the public.
Trade marks, special designs, and any wording can be imprinted.
Robertson & Murphy Limited
247 St. Paul St. West, Montreal

Say You Saw It In Canadian Grocer, It Will Help To Identify You

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

SPECIAL SALE — SHOWCARDS, PRICE tickets. M. Moorby, Newmarket, Ont.

FOR SALE—COFFEE ROASTER FOR SAMples, six-inch drum, cheap; also book "How to Tell Spices" by Gibbs. Apply 27 Sun Life Bldg., Hamilton.

WANTED

AGENCY WANTED BY A GOOD SOLICITOR with good connections with wholesale and retail trade in the city and district of Quebec, one or two lines on commission basis. Write P. O. Box 175, St. Roch, Quebec City.

PARTNER WANTED — A MAN TO TAKE half interest in a travelling Grocery Store Business, now in operation in Toronto. Must have $5,000. Money fully secured, and can take an active or silent part in business. Must answer quickly, as option soon runs out. Apply Box 138, Canadian Grocer, University Ave., Toronto.

J. & J. Taylor's Safes

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor safe 18 inches deep, two feet 9 inches wide, four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer, 153 University Ave., Toronto

POSITION WANTED

POPULAR SALESMAN MAKING MANITOBA, Saskatchewan, Alberta and British Columbia, and well connected with the wholesale Grocery, Fruit and Tobacco houses in this territory, desires to obtain some high class manufacturer's lines on commission. best of references given. Apply Box 136, CANADIAN GROCER, 153 University Ave., Toronto, Ont.

Estate of
THE BARNSDALE TRADING CO., LTI
Stratford, Ont.

SALE OF ASSETS BY TENDER

Tenders will be received by the undersigne for the Stock in Trade, and Fixtures of Tl Barnsdale Trading Co., Ltd., (Assigned No 23rd.)

Assets have been Inventoried as follows—

Parcel 1 Tinware, Granite Ware, Aluminum Ware and Sundries	748.(
Parcel 2 Patent Medicines, Toilet Articles, &c.	4,837.(
Parcel 3 Groceries &c.	5,675.7
Parcel 4 Store and Office Fixtures, including Cash Registers, Scales, Silent Salesmen, Refrigerators, Adding Machine, Desks, Safe, &c.	4,746.0
Parcel 5 Delivery Equipment, including Horses, Wagons, Sleighs, Harness, &c.	719.0
	16,726.1

Detailed Lists of all of above may be seen a the offices of—
The Stratford Wholesale Grocery Co., Strat ford
Northrop & Lyman Co., Ltd., Toronto.
C. J. Parker, Brantford.

Tenders may be for one or more Parcels bu each Parcel must be sold en bloc.

Tenders will be received up to noon o January 3rd. 1922 and will then be opened b the Inspectors. The highest or any tender no necessarily accepted.

TERMS: Marked cheque for 10% to ac company tender and balance payable on accept ance.

CHARLES J. PARKER, C. A.
Authorized Trustee,
Brantford, Ont

When Writing to Advertisers Kindly Mention This Paper.

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to nearest office. The offices are: 314 Carter Cotton Bldg., Vancouver; 901 Confederation Life Bldg., Winnipeg; 153 University Ave., Toronto; and Southam Bldg., 128 Bleury St., Montreal.

CANADIAN GROCER
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Enclosed is Money Order for $4 (four) dollars for 52 copies, one each week. Cheque

Name .....
(Write plainly)

Address .....
(Write plainly)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $6 a year; single copies, 25c., in advance.

Wishing You
a
Merry Christmas
and
Happy New Year

L. CHAPUT, FILS & CIE, LIMITEE
MONTREAL

Serving you since ' Forty-Two

Christmas Greeting

The Packers of

KILTIE PINK SALMON

extend you the heartiest Xmas Greetings and the wish that 1922 may be a bumper year for you.

The Wallace Fisheries Ltd.

Vancouver, Canada

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV PUBLICATION OFFICE: TORONTO, ONT., DECEMBER 30, 1921 No. 52

NATIONALLY ADVERTISED
UNIVERSALLY APPRECIATED

5c bars packed 24 to a box
10c bars packed 12 to a box
90c per box
Through your wholesaler

LORAINE CHOCOLATE CORPORATION
LIMITED
Toronto - Canada

"Chocolate Products of Incomparable Quality"

Sales Agents:

Harold F. Ritchie & Co.
LIMITED
10-12 McCAUL ST. - TORONTO

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of Report will be sent on request to anyone interested.

THE "QUALITY" THAT SELLS

CLARK'S
Prepared Foods

Corned Beef
Roast Beef
English Brawn
Irish Stew
Ox Tongue
Lunch Tongue

Pork and Beans
Soups (13 kinds)
Potted Meats
Cambridge Sausage
Veal Loaf
Beef Loaf

Tongue, Ham and Veal, Canadian Boiled Dinner, Sliced Smoked Beef

Tomato Ketchup, Peanut Butter, Table Syrup

Spaghetti with Tomato Sauce and Cheese

And other good things

Made in Canada---By a Strictly Canadian Company

Sell Clark's—Make Satisfied Customers—Increase Your Business

W. CLARK, LIMITED
Montreal

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
Chocolate Flavor Malted Milk

Our Best Wishes for 1922

As the New Year dawns upon us our minds turn to thoughts of cheerfulness and goodwill. We like to think of our many friends who are serving the public in all parts of the country who are gathered together to exchange the congratulations and greetings of another year.

We hope that the wishes for a truly Happy New Year, of continued joy and prosperity which we so sincerely extend to you may be accepted as the token of friendship between men who have found their relations to one another of mutual benefit and satisfaction.

MONTREAL The Borden Co. Limited VANCOUVER

MACDONALD'S

The Tobacco with a heart

The Tobacco With a Heart of Gold

The retailer who stocks Macdonald's finds gold at the heart of his tobacco business. More money in Macdonald's is not only a phrase but a fact.

Extra profits and a rapid turnover make Macdonald's the best-paying line in this country to-day. Did you know that more Macdonald's is being sold than any other tobacco in Canada? And the demand is growing every day. It's worth-while to give a little prominence to "the tobacco with a heart."

"FIVE ROSES"

Who Said it First?

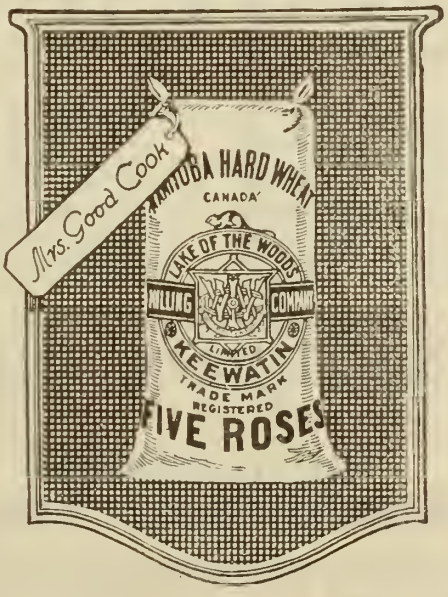
Who Gave the Famous Flour its Name?

"Not I," said the President, dour and grim,
"Speak to the Manager—might have been him."
"Nor I," said the Manager, "Strange though it be,
"Talk to the Milling boss—perhaps it was he."
"No!" quoth the Miller, "I keep up its grade,
"And see that the flour is the best in the trade."
"Our Publicity Man is the one who should know."
But this expert just said—"I'm not certain"—and so
Our enquiry finished and all that it shows is
The Lake of the Woods call their best flour "Five Roses."

Nobody seems to know! Five Roses it is, and Five Roses it will remain, though the sponsor for the name, and the date of christening is forgotten. Anyway the housewife should worry. So long as the words, "Five Roses" remain a synonym for "the best of flours" —she is quite satisfied.

Seriously, though, there are several more or less sensible conjectures as to the reason for the name "Five Roses." One is this. It used to be (and is now in some parts) the custom to mark the different grades of flours with an X and bags bore the signs X, XX, XXX, etc., to differentiate between the qualities of the contents. It is said that a large importer of flour into England used to mark his bags with a rose (the national flower) and classified his output as one rose, two roses, three roses, according to grade. This dealer ordered a large shipment of flour from the Lake of the Woods Milling Co. and was so delighted with the quality and found it so distinctly superior to the flour that he was distributing that he sent instructions that all future shipments were to be marked with FIVE Roses--which requires no explanation to anyone who knows the flour.

The second version is that the name has a botanical origin. There grows in England a species of pure white rose, the peculiarity of which is in the fact that there are five—always five and never more or less—blossoms on each stem. It is of the most delicate texture and generations ago was often used illustratively as an emblem of purity. It may be then that some long forgotten advertising genius or publicist in a search for something that should typify the fine texture and purity of the flour seized upon this five-rosed emblem and adopted it together with its name. This listens well, but if it is so, why has some later propagandist, of lesser culture and questionable taste, gone and colored the roses red. Maybe white roses would not show up well enough on paper bags!



By the way, does anyone know a better story than either of these? Is there anybody that can supply an absolutely authentic reason as to why the name "Five Roses." Everybody uses the flour—everybody should be interested. If you know a reason for "Five Roses" let us have it.

Address Communications to

Publicity Director

Lake of the Woods Milling Co., Ltd.
Montreal

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers Agents'
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

The advertiser would like to know where you saw his ad.—tell him.

S. G. Freeze & Co.
Wholesale Grocery Brokers and
Manufacturers' Agents
806 Herald Building,
Calgary, Canada.

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

CAN GIVE YOU

SERVICE

and by **service** we mean we give our principal's account **preferred attention** in every respect; **we** have a **sales organization** second to none; **exceptional warehouse accommodation** at all points, along with the **financial responsibility** which means much to the **manufacturer** who wants some guarantee of **stability** from their representatives.

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER, MONTREAL.
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

WILLIAMS STORAGE LIMITED

W. R. WILLIAMS, PRESIDENT AND MANAGER

The Largest Storage, Distributing and Forwarding House in Western Canada

Concrete and Steam-Heated Warehouses - Excellent Track Facilities

LOW INSURANCE

"SERVICE" is Our Motto - WINNIPEG

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

Now is the Time to Buy—don't wait.

Consult these Advertising Pages.

Our Advertisers will *save* you Money—buy now.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Ship Your Goods to the Well Known Firm of H. L. Perry Co., Limited, Storage (Free and Bond.) Distributing and Assembling of Pool Cars Our Specialty

COMMISSION DEPARTMENT

Coupled with the above service, we have a Commission Department with a competent staff, operating throughout the entire West.

This department will execute any buying or selling commissions for you.

This Combination of Departments offers a service that is unique.

THE H. L. PERRY CO., LTD.
214 Princess St. - WINNIPEG

½ million buyers see an advertisement similar to this every week. Display the Tea.
The Codville Company Ltd.

5

C. A. MANN COMPANY

Strictly New Laid Eggs
Choice Creamery Butter
Fancy Dressed Poultry

Special Attention to Grocers' Orders
Satisfaction Assured

LONDON, ONTARIO
PHONE 1577

Walter Woods Limited

WILLOW
CLOTHES
BASKETS

Hamilton - and - Winnipeg

Are You Getting Your Share of Business and Large Profits Selling Cream Of Malt & Hops?

WE HAVE, after several years, devoted to research and experiment, succeeded in producing a pure barley malt extract that stands to-day in a class by itself. Our Cream of Malt is guaranteed not to weigh under 120 degrees. Fear not to sell this brand.

It is a big repeater, none better for home brew. Ask your jobber or write us direct.

CANADIAN MALT EXTRACT CO.
16 Pearl St., Toronto, Ont.

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

Merchandise Brokers — Manufacturers Agents
WE COVER CANADA
LOGGIE, SONS & CO.
32 Front St. West
TORONTO CANADA

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

D. W. Clark & Sons
248 Avenue Road
TORONTO

Grocery Brokers and Commission Agents

We invite correspondence from Domestic or Foreign manufacturers who desire to secure proper distribution.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

George G. Yorke
40 Adelaide Street West, TORONTO
Agent for -
Joseph Travers & Sons Ltd.
London Eng.
The largest and oldest Wholesale Grocers in the Empire.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

R. C. Blackburn & Co.
MANUFACTURERS' AGENTS AND MERCHANDISE BROKERS
60 Front St. West
TORONTO

Say You Saw It In Canadian Grocer, It Will Help To Identify You

Standard Goods Win Abiding Trade

Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

Italian & European Importing Co.
78 Crescent St., Montreal.
Importers of
Italian Nougat Italian Macaroons
Italian Perfumes
Agents Required

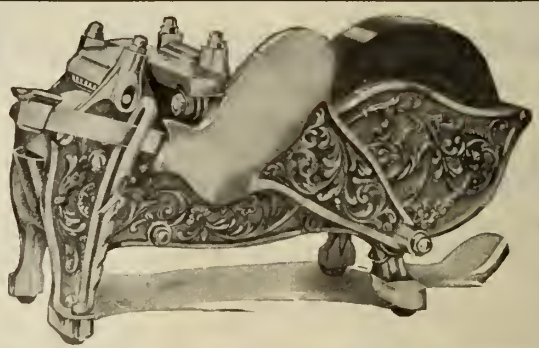
TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

The Advertisers would like to know where you saw their advertisements–tell them.

Be Sure you Ask Your Jobber for

Dominion Spring Clothes Pins

Manufactured by
The J. H. Hanson Co., Ltd.
MONTREAL



A SEALER that Seals
A Time and Money Saver
Guaranteed for 1 year
Write for descriptive circular

CANADIAN NASHUA PAPER CO. Ltd.
PETERBORO, ONT.

MONEY-SAVING INFORMATION

"The most useful information contained in any paper I get"—so a Western banker writes in to-day's mail, renewing his subscription for FINANCIAL POST.
"Very often," his letter goes on to say, "I am called on to suggest investments for small amounts, sometimes as low as a few hundreds, and I find your Investors' Inquiry Service a reliable partner to consult. If every investor knew there was such service at his call it would surely lessen the losses of many of these people."
The Investors' Inquiry Service fills just that need. Unless you are perfectly sure of your investments write us before you buy.
It costs Financial Post subscribers nothing to be sure before placing hard-earned savings in stocks that may never have a chance of paying dividends.
Trained service men will give you the benefit of keen analysis based on the facts behind the securities you are considering. This is one of many features enjoyed by our readers.

THE FINANCIAL POST, 143 University Ave., Toronto, Can.
Send me for one year (52 issues) The Financial Post. I attached $5.00. Commence at once.

Bodley's Chocolate Walnut Kiss
Bodley's Chocolate Marshmallow Bar.
Bodley's Chocolate Lunch
Bodley's Fruit Cake Bar
Bodley's Chocolate Surprise

Try BODLEY'S speedy sellers

Order a trial supply of **Bodley's five new** chocolate creations and display them prominently in your confectionery case and on your counter. These delightfully different confections are proving unusually profitable sellers for many hundreds of merchants. Order a trial supply and watch them repeat.

5¢ Each

Bodley's Chocolate Lunch

Two "Live" Ones You Can't Afford to Miss

Junket
MADE *with* MILK

There isn't a more economical, delicious and nutritious dessert on the market than **Junket**. Junket is made with milk and can be quickly prepared into a great variety of dainty desserts. It is put up in 10-tablet packages and retails at 15c, with an excellent profit.

JUNKET POWDER

NESNAH

This is Junket in powder form. Retails at 15c with an excellent profit margin. Attractively packaged and comes in four different flavors.

Order a trial supply of these two delicious economy desserts. They're big, profitable sellers. Hospitals and doctors recommend them highly for invalids.

Chr. Hansen's Canadian Laboratory, Toronto, Canada
LOGGIE, SONS and COMPANY
SELLING AGENTS FOR CANADA
32 FRONT STREET - - TORONTO

Full of Flour IS THE BLUE PACKAGE

See that all your customers use them.

Use them on your own table and they satisfy.

Western Canada Flour Mills Co., Limited

TORONTO - WINNIPEG

"Standard Brand"

Marrowfat Peas

A splendid 10c line of High Grade Peas, packed in attractive cartons. 8 oz. net weight.

Price 2.85 per case containing 3 dozens

Order from your Wholesale Grocer. Freight paid on 5 cases up over Ontario points.

Peas are becoming scarce and prices advancing.

Fred Coward

402 Spadina Ave. Toronto

Can We Help You ?

There may be certain articles that you would like to have information on. Do not hesitate to ask us. If we can be of any service to our readers it will be a pleasure to do so.

Canadian Grocer

is published in your interest, and we want to help you at all times.

Address:
CANADIAN GROCER
153 University Ave.
Toronto, Ont.

Announcement!

We take pleasure in announcing to the trade
the organization of the

United Pure Food Products Limited

Capitalization $2,000,000

Head Office - - Hamilton, Ont.

Our Company, which is an amalgamation of a number of specially selected Ontario Factories will manufacture and sell direct to the dealer a comprehensive line of Grocery Sundries, such as High Grade Canned Fruits and Vegetables, Jams, Jellies, Glassed Fruits, Pickles, Catsup, Mincemeat, moist and condensed, Peanut Butter, Bottled Olives, Cherries, Shredded Cocoanut, Candied Peel, Jelly Powders, Flavoring Extracts, Fountain Fruits, etc.

Our policy will be to produce only the highest grade of merchandise; our lines not competing with ordinary brands but establishing and maintaining a quality standard of their own equal or superior to the best imported goods.

Backing up these quality products will be an adequate advertising appropriation to make known to the general public their excellence. We mean to make the name of our goods stand in the minds of Canadian people for "Quality and Economy"—but Quality first.

In the next issue of this paper we will discuss the matter of sales policy and our methods of distribution which will materially cut the cost of these articles to the retailer and consumer.

Our Representative will shortly have
the pleasure of calling upon you.

United Pure Food Products Limited

Head Office - Hamilton, Ont.

"Member Audit Bureau Circulations"
"Member Associated Business Papers"
"Member of Canadian National Newspapers and Periodicals Association"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXV TORONTO, DECEMBER 30, 1921 No. 52

EDITORIAL CONTENTS

Review of Prices in 1921 15-16
Finding Slow Sellers at Inventory Time 17
Watching the Little Expenses of Overhead 18
Taking Stock of Your Business Methods 19-20
Study Contracts Before Signing 21
Time Has Come When Grocer Must Handle Other Lines 22-23
Editorial Page 24
Current News 25-26
Western News 27
General Markets 28-33
Markets by Wire 34
Produce Section—
It is Profitable to Sell Graded Eggs 35-36
Market Reports 37-39

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* H. T. HUNTER, *Vice-President*
H. V. TYRRELL, *General Manager*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, Druggists' Weekly, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, The Canadian Motor, Tractor and Implement Trade Journal.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1886.

CANADIAN GROCER

B. T. HUSTON, Manager.
J. L. WYCKOFF, Editor.
P. A. CRANE, News Editor.
H. A. WEBB, Associate Editor, Montreal.
H. V. STODDARD, Montreal Representative.
C. M. MUTCH, Toronto and Hamilton Representative.
J. C. BELL, Ontario Representative.
E. H. HAWKINS, Western Representative, Winnipeg.
R. A. HUNTER, Vancouver Representative.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone 1004. Toronto, 143-153 University Avenue, Telephone Adelaide 5740. Winnipeg, Room 901, Confederation Life Bldg., Main Street, Telephone A. 3773. Vancouver, 314 Carter-Cotton Bldg., 198 Hastings St. W., Telephone Seymour 4337.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway, Telephone Watkins 5869; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, Room 1401, Lytton Bldg., 14 E. Jackson Street, Telephone Harrison 9138.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. a year; United States, $4.50 a year; other countries, $6 a year; single copies, 25 cents. Invariably in advance.

You make good Sales with little effort when you sell RED ROSE TEA

Twenty-seven years of national advertising has established its standard of quality.

Investigation has shown that window and counter displays increase sales from 25 to 200 per cent.

Wouldn't it be a good plan to link your store display with our national advertising and gain new business?

A mail order to any branch house will be filled promptly.

T. H. ESTABROOKS CO.
LIMITED

St. John, N.B., Montreal, Toronto, Winnipeg, Calgary.

BE IT EVER SO HUMBLE THERE'S NO BREW LIKE HOME

Sell your customers the most scientifically correct

"SYMO" MALT SYRUP

to make their Home Brew. Simple, complete directions with each can. Each can will make from 5 to 12 gallons of very nourishing and refreshing Home Brew.

We can ship you in the following packages:—
Cases containing 24 cans of 2 lbs. 5 oz. net each.

Barrels	containing about	600	lbs. net.
Half Barrels	" "	300	lbs. "
Keg -	" "	130	lbs. "
Tins -	" "	60	lbs. net each.
		(Two tins to a crate)	

You can buy "Symo" in bulk and sell it by the pound, or in quantities to suit all users, at a big reduction under the cost, in cans, and have a larger margin on the transaction.

We are direct distributors for the manufacture of this product, and can offer very attractive prices to the trade. No middleman's profit.

Sections 199, 202, 204, of the Dominion Inland Revenue Act, contains regulations regarding the home brewing of beer, to the effect that:—

Any person without a license may brew beer for the use of his family or himself.

The utensils used solely for the purpose of beer brewing for his own use or for his family, are exempt from the provisions of the act.

Therefore you can stock and offer "Symo" with confidence.

Write for Prices **CANADA FOOD PRODUCT S** 239 THIRD AVENUE MAISONNEUVE, MONTREAL

For "Strength" "Flavor" and "Quality" you can't recommend better mustards than

COLMAN'S
and
KEEN'S

These two superior mustards are known and preferred from coast to coast by Canadian housewives. Their greater strength makes them go farther than ordinary kinds and their high standard of quality never varies. A trial supply will tell you why so many successful grocers handle them exclusively.

COLMAN-KEEN (Canada) Ltd.
520 KING STREET W., TORONTO

Pass This on To Your Customers

Here is a splendid recipe for Hot Sardine Relish:

> Take a box of sardines and rub with a generous piece of butter to a smooth paste. Dust with cayenne pepper and add a dash of Worcester Sauce. Heat well and spread on buttered toast and serve. A little grated cheese sprinkled on top improves.

Then show the customer a tin of KING OSCAR sardines—no finer flavored on the market today.

Canadian Agents:
John W. Bickle & Greening
Hamilton, Ontario

CANADIAN GROCER

VOL. XXXV. TORONTO, DECEMBER 30, 1921 No. 52

Review of Prices in 1921 Reveals Much Varying Markets in the Year Now Closing

The First Half of the Year Saw Values Declining to Low Levels, With Buying More or Less Restricted to Immediate Requirements —As the Year Advanced, However, More Confidence Was in Evidence, and Markets Began to Show Signs of Strengthening

DURING the past year, both retail and wholesale grocers have been passing through a depressed period and although at the beginning of 1921 retailers' stocks were fairly well reduced, heavy losses continued in all sources of the trade, from the manufacturer down to the retailer. This condition was maintained for practically the first six months of the year, before market conditions with the exception of sugar and farm produce started to show any signs of recovery. Prices too, owing to liquidation of stocks, had reached bottom and in many instances to several points below replacement costs. The fact that merchants were only buying in sufficient quantities to meet immediate requirements, was another factor that hastened the readjustment period, and as the middle of the year saw primary markets commencing to show signs of strengthening, the trade started to have a little more confidence with a better movement in stocks as the new packs and crops became available. This did not mean, however, that merchants started to buy as in other years when conditions were normal, but the tone was decidedly for the better.

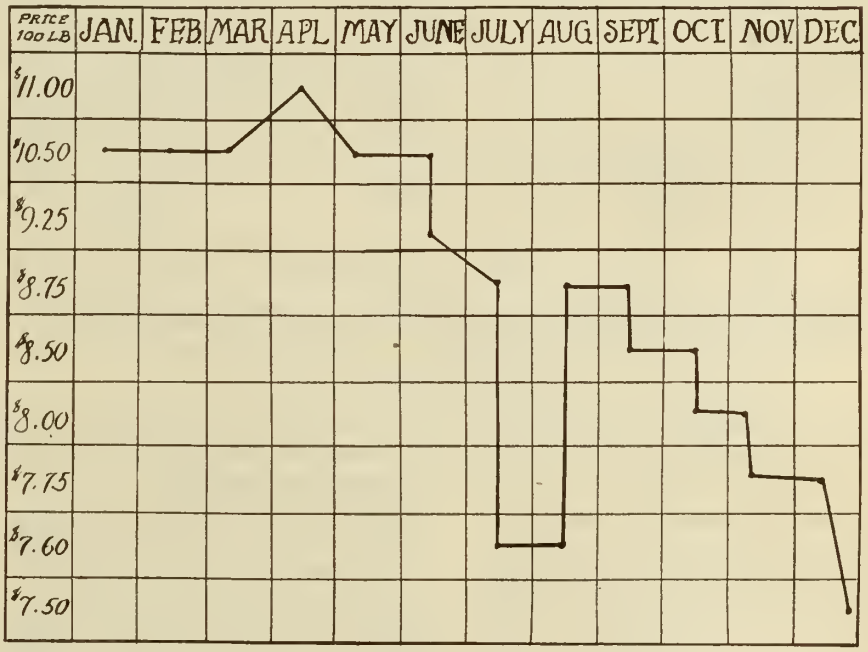


Chart showing the price movement on standard granulated sugar—Montreal basis—during the year 1921.

Teas Among First to Recover

Teas were among the first commodities to recover. It will be remembered that this year started with a carryover of some 60,000,000 pounds of tea, which had the effect of reducing the markets to such a low point, that it did not pay the producer for the cost of plucking. It was therefore decided to curtail the production for this season in an effort to bring back prices to such a point that producers would have a fair return for their investment. This plan was carried out with the result that the tea markets steadily showed an upward movement, and it is now estimated that the entire production of all teas is some 200,000,000 pounds short. Even considering that Russia is still out of the markets for tea and the fact that previous to the war Russia purchased annually 150,000,000 pounds of tea, there still remains a considerable shortage. At the present time prices of teas are from twelve to twenty cents per pound higher than at the beginning of the year, and there is every indication that the upward movement will continue for some time, at least, until the new crops are available on the market.

Coffees, owing to financial conditions in Brazil were a little slower to recover. But this difficulty was overcome by an arrangement of loans, so that the year is closing with the coffee markets in a very strong position with higher prices and even stronger tendencies.

Smaller Packs of Jams

Canners and manufacturers of jams adopted an altogether different policy this year in regard to the amount preserved. At the beginning of the season they announced that they would only pack sufficient to fill orders which they had booked for future requirements. Whether this policy was carried out to the letter is not definitely known as the accurate figures for the various packs are not available. The fact remains, however, that the packs were much smaller than other years, and no doubt the hot weather causing a small crop of the earlier fruits and vegetables, had something to do with it.

In flour and cereals, the markets held steady to firm until the new grain crops were marketed. Price reductions were then the feature of this market, with flour dropping several dollars a barrel. About the middle of November, however, there was a slight reaction with firmer

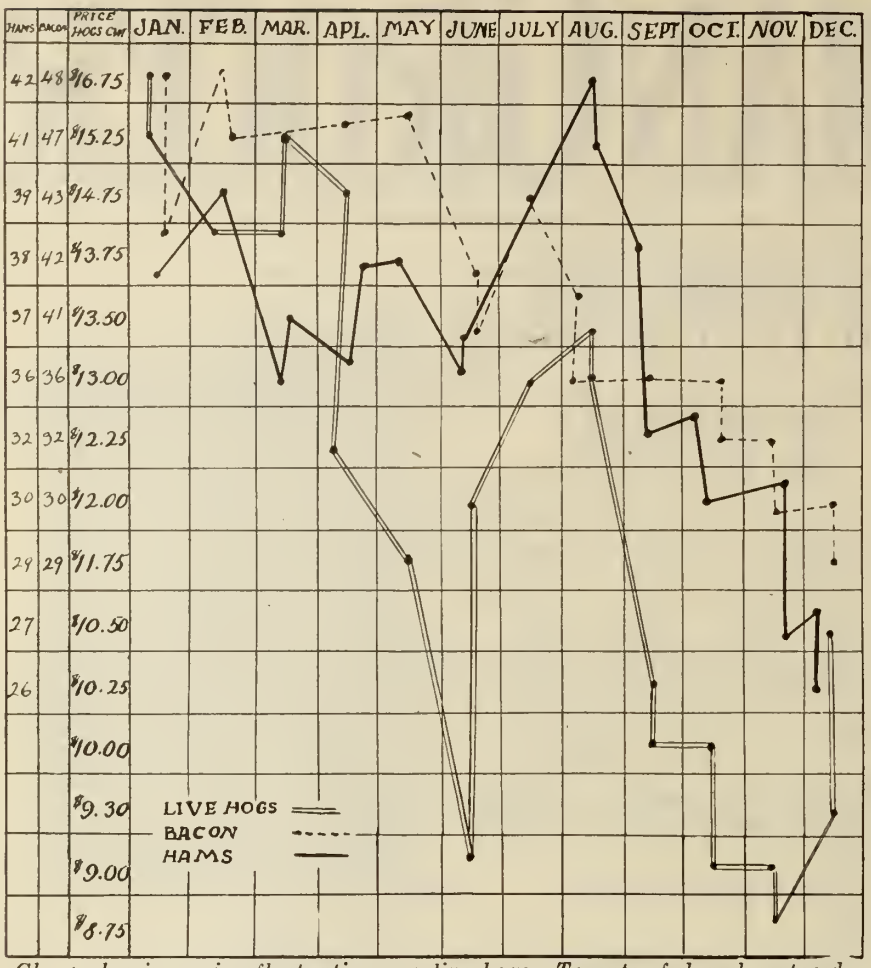


Chart showing price fluctuations on live hogs—Toronto, fed and watered basis—together with comparative prices on bacon and hams, month to month during 1921.

tendencies in evidence, this firmness being more noticeable on millfeeds which at the moment are comparatively scarce.

Sugar Situation is Unsettled

The sugar market passed through several ups and downs during the first part of the year, and at no time did there appear to be a settled situation. This was mainly brought about by the Cuban Finance Committee who were appointed to market the heavy crop of last year and to endeavor to set a price that would partly see the planters through a difficult financial period. The efforts of the committee to maintain a stable price, apparently had an opposite effect as outside sugars were drawn into the market and sold at a lower price than for Cubans. This naturally left a very large balance of Cuban sugar unsold when the new crop commenced grinding early in December. Although the committee endeavored to hold prices for Cuban raws, they were forced to drop their prices in order to meet the competition of uncontrolled sugars and when the new crop was offered on the New York market, prices of old crop Cuban sugar had declined to 2¼c. c & f. with sales of the new crop made at 2c. for January delivery, at which figure the market holds as Canadian Grocer goes to press. Canadian refined sugar, although declining from the high point for the year of $11 to the recent price of $7.50 per cwt. is still considered out of line with the cost of raws and undoubtedly there will be further reductions early in the new year.

Hog Prices Steadi'y Recede

From the beginning of 1921 until the end of November there was a steadily receding movement in the hog market. At the first of the year, live hogs were selling at the Union Stock Yards, Toronto at $16.74 on the fed and watered basis. By the end of November the price had dropped to $8.75 but throughout December the market showed a stronger tone with prices moving upward, which at the moment remains strong at $10.50 on the fed and watered basis.

Bacon and hams showed a gradual decline in prices in keeping with live hogs and the same can be said with lard and other hog products. In other farm products there have been drastic declines in quotations. Some of them are attributed to the lack of business for export. The end of the year is finding steadier markets, and with stocks both on spot and in primary markets greatly reduced from the point which they occupied at the beginning of the year, the trade can naturally look upon the coming year with a greater degree of confidence.

Will Show Good Increase Over Last Year's Business

London, Dec. 21—Local candy and biscuit manufacturers have been receiving a big rush of holiday orders. The president of one firm stated to Canadian Grocer that his business right through the year will show a splendid increase, and that more hands are being employed than a year ago, and at full time. There has been, he stated, a nice increase in both the candy and biscuit output. He looks for business to be maintained next year and perhaps be even better, especially in the spring.

Dominion Stores Limited, Toronto, recently opened another store on Dundas St. West, Toronto, right next door to one of the Loblaw Groceteria stores.

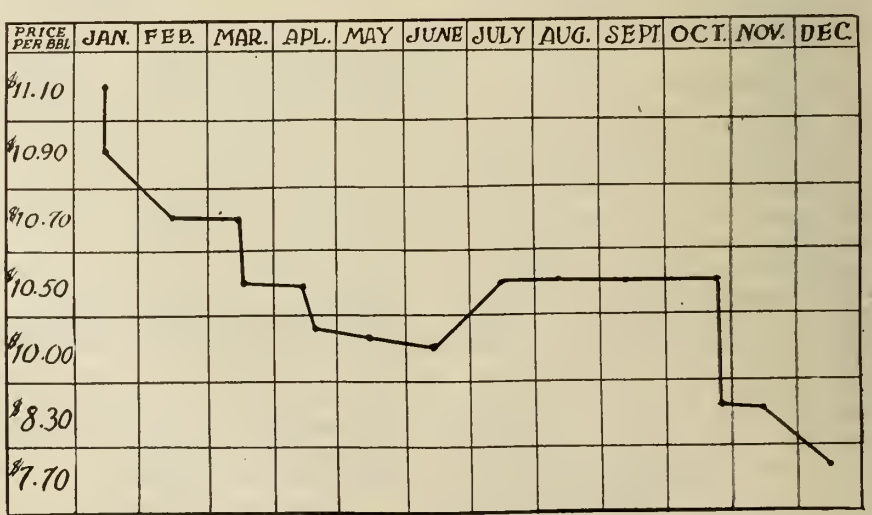


Chart illustrating the price fluctuations on first patents flour—Toronto basis, month to month during 1920. Quotations are for barrels in cotton bags

Finding Slow Sellers at Inventory Time

Stock-taking Provides a Splendid Opportunity to Weed Out Those Lines That Are Not Moving Very Fast—A Good Plan is to Put Them Out in the Front, and Apply Some Selling Effort to Them—Some Hints on Inventory Taking

ALTHOUGH there are some retail merchants who take stock every six months or even oftener, and in the case of chain stores an inventory is taken every month, it is generally considered that once a year is sufficient for the average retail grocer and general store merchant. There is no better time than the beginning of the New Year to take the annual inventory as after the rush of the Christmas season there is usually a lull in business, and the stock requires an overhauling and straightening out.

There are some merchants who do this work on the first day of January and as this day is a holiday, the work can be done without interruption and business can be commenced the following day, which is the first working day of the year, with everything listed the same as the first day that the business was opened to the public. There are other merchants who have the complete staff back in the evenings and the work of listing the stock is carried on behind closed doors.

Get the Proper Forms

If the work is done during business hours and there is likely to be interruptions and goods sold while the inventory is being taken, it is well to have some system of keeping record of those sales that they may be deducted from the inventory when it is finally totalled. Only a few years ago the task of taking stock was much greater than at the present time. There is procurable at almost any dealer in stationery for a modest sum of money, ruled blanks especially for the inventory. These blanks or forms are ruled with columns which provide space for quantities, description, check column, cost price, amount in stock, name of clerk engaged in the work and the final extension of the total value of the goods. An inexpensive folder can also be procured of the proper size to contain the sheets. This system keeps each year's inventory separate, and can be so arranged that it can be referred to at any time without the troublesome work of turning up various records.

If a merchant does not feel inclined to purchase these sheets, it is an easy matter to rule a number of sheets of foolscap. If the store is divided into departments, it is well to keep each department on a separate sheet, or it may be advisable to mark on the top of each sheet, the location of the articles. For instance, basement, north wall, center aisle, etc. This will keep a check upon the work, and if for any reason the goods need to be referred to they can be readily located.

Put Slow Sellers Near Front

When the inventory is being taken during business hours, place some distinguishing mark upon the shelf or bins so that if any of the goods are sold before the inventory is completed, they may be properly accounted for. Some merchants have found that the work progresses much faster if one clerk counts and weighs the goods, calls them off, while another clerk writes them down.

One of the benefits to be derived from the annual stock-taking is the weeding process that takes place. Goods that are shop worn or are slow sellers should be placed near the front, and an extra effort made to make them sell. Then again the merchant may find that he is too heavily stocked on some lines and perhaps too small on others. Taking the inventory will adjust these matters and will provide the merchant with data which will be valuable in making future purchases.

Extension of Prices

A word might also be said here on how the prices should be extended. There is only one correct way to do this and that is, all goods should be listed at replacement cost or in other words at a price that represents the actual value on the day that the inventory was taken.

In listing the fixtures, it is very hard to tell just what they are worth, that will depend a great deal upon the condition and how carefully they have been taken care of. It is generally considered, however, that store fixtures depreciate ten per cent annually and it is a fact that fixtures which have been in use for five years are only worth fifty per cent. of the original value.

"The Best November Since 1913" According to This Montreal Merchant

J. T. McBride of J. T. McBride & Co., Declares That the Month of November 1921, Even Exceeds the Booms of 1919 and 1920—Supplies of Nuts and Dried Fruits Have Been Quickly Cleaned Up—Demand Began Earlier Than in Other Years

MONTREAL, Dec. 26 (special)—"The month of November was the best we have had since 1913. It even beats the booms of 1919 and 1920," said J. T. McBride, president of J. T. McBride & Co., of Montreal to a Canadian Grocer representative. "We have been unable to put any nuts or dried fruits in our warehouse since the latter part of October. The demand for supplies for the Christmas trade began early in November.

"In other years this demand has not come until December and while to some extent it came unawares, it enabled us to meet the situation by giving us ample time to have delivery of extra supplies.

Facilitates Service

"This has facilitated service and has helped the wholesaler and the importer to meet the increased demand that has come this year. In the nut and dried fruit market supplies on hand have been short and prices have been firm with prices on almonds and walnuts steadily increasing. No sooner have shipments been received than they have been reshipped to fill orders booked in advance. The rush season came before we expected it, but fortunately there was time to replenish supplies before the Christmas season had passed. There is a big advantage in buying as far ahead as possible and it is to be hoped that the practice will continue."

Best Year in Many

Walter Christmas, manager of the Montreal Nut & Brokerage Co., told Canadian Grocer representative that this had been the best Christmas as far as the nut and dried fruit business is concerned that he has seen since he has been in business. He stated that buying began early but not in large quantities and as a result orders came in for replenishment of stocks right up till the last few hours. "Walnuts were cleaned from the market and payments have been prompt," added Mr. Christmas.

Nut Prices Will Drop

The consensus of opinion is that nut prices will drop early in the New Year. Prices have been fully maintained since buying was heavy on a market that was practically cleaned out. Even yet the supplies on hand are light, and when the new shipments arrive, lower prices will likely be quoted. Much of the buy-

(Continued on page 18)

Watching the Little Expenses of Overhead By Keeping a Separate Expense Book

By This Method it is Easy to Ascertain the Various Little Expenses That Creep Into a Business in the Course of a Month—Keeping a Price Book is Also a Good Policy

THE annual inventory is a complete history of the merchant's business. It is not only a record of the stock, but shows the financial standing of the business and indicates just where mistakes have been made. Sometimes costly errors are made, unknowing at the time, but which the inventory will reveal.

One of the easiest mistakes to make is to carry too great an overhead. Little expenses creep in, that at the time may seem trivial items, but in the grand total as revealed by the inventory, they amount to a goodly sum of money. To keep a closer watch upon the overhead expenses, one merchant devised a simple system which enables him to keep a close watch upon all expenses and to trim any one which he might think is running into too much money.

This merchant has a separate book which he calls his "Expense Book." This book is about ten by twelve inches in size, ruled with seven columns and each page will take care of a month's expenses. There is a column for the date, nature of the expense, delivery, advertising, wages, postage, light and heat and sundries. At the end of each month each column is totalled and carried forward to the next month. This system enables the merchant to keep a close check on all expenses, every day in the year, even to such small amounts as a bit of trimming for the window.

Another record which this merchant keeps and which has proved valuable, is a book which he calls his "Price Book." This is simply an indexed book in which is kept a record of all purchases, together with the cost and from whom they were purchased. For instance, under the pages indexed C, all canned goods are listed but a separate page is kept for canned vegetables, fruits, meats and canned fish. Under S is kept, spices, sugar, etc., and so on with every line.

Next to the annual inventory this merchant claims it is the most valuable record he has. It is a complete history of his purchases and if he wishes to find out the number of cases of canned peas he sold last year, all he has to do is to turn to the letter C and the record is at his finger tips. It is the same with locating the cost of any article. There is no troublesome work of looking up invoices, everything is right there and information as to the cost and quantity purchased can be located in a moment.

Expense November 1920

DATE		DESCRIPTON	WAGES	DELIVERY	ADVER'T	POSTAGE	LGT. & HT.	SUNDRIES
Oct.	31	Amts Forward	1865 00	907 35	415 00	95 00	270 00	84 75
Nov	1	John Smith	75 00					
	1	10 Gal Gasoline		4 60				
	1	Postage				3 00		
	1	Electric for Oct					6 42	
	5	10 Tons Coal					160 00	
	8	Cleaning Floors						2 50
	15	2000 Dodgers (Jaco)			10 00			
	30	Newspaper Ads. (Gleb)			48 00			
	30	Prem Fire Insurance						49 00

Illustrating a simple system for keeping an accurate expense account. At the end of each day the various items of expense are posted in the proper column, totalled at the end of each month and charged to the cash account.

Montreal Wholesale Grocers' Guild Holds Annual Meeting

Montreal, Dec. 27. (special)—The annual meeting of the Wholesale Grocers' Guild of Montreal was held here on Friday last. President E. Couvrette was in the chair and presented his report. He reviewed the work of the Guild during the past year. He reported that since June last the members of the Guild had adhered to the Equalized Rates System in regard to the handling of sugar. He spoke of the decision of the Privy Council as to the powers of the Board of Commerce. The subject of taxation was also dealt with at some length, and legislation that had been brought into effect during the past year along this line was fully reviewed.

Tax on Insurance

In April a special meeting was called for the purpose of discussing the resolution introduced in the House of Commons, which would enable Parliament to levy a tax on the net cost of insurance placed by Canadians in unlicensed fire insurance companies. The association placed itself on record as giving consideration to the proposal set forth in the resolution introduced in the Federal Parliament by the Honourable the Minister of Finance, that a tax of fifteen per cent be levied on the net premiums paid to unlicensed fire insurance companies in Canada, but declares that it is unfair to the licensed companies that premiums paid to the unlicensed companies should be entirely free from taxation, and, therefore, that a reasonable tax should be imposed on the net cost of insurance placed with unlicensed companies, but that fifteen per cent. as proposed is, in the opinion of this Association, excessive."

Subsequently this question was postponed until the next session of Parliament.

The officers of the Guild are: President, E. Couvrette; vice-president, C. J. Ciceri; treasurer, C. Gendreau; and directors, J. A. Chevalier, J. Ethier and S. J. Carter.

THE BEST NOVEMBER SINCE 1913

(Continued from page 17)

ing during the winter months is through New York, and as the exchange rates on American funds have dropped considerably, this will do much to bring down the prices on dried fruits and nuts.

"This year has shown a peculiar, yet much improved market," said J. H. Logan, manager of Watt & Scott Co., Ltd., St. Paul St., Montreal, when approached by Canadian Grocer with regard to the outlook for the New Year as reflected in the Christmas trade. "Buying has been in smaller quantities than in other years but more frequent. In fact the repeat orders have come in rapidly and show a tendency to buy more freely. The nut and dried fruit market showed strength which encouraged heavier buying but I feel safe in saying that the grocery trade is on a more sound footing than it has experienced for some time. There is an unmistakable air of optimism in the wholesale and retail trade which I think will only increase in the New Year. Most commodities have reached bottom, and in most instances show firmer tendencies. Even the fact that buying is not in as large quantities as in years past has its advantage since the movement is more steady and the dealers are better able to gauge requirements and so are in a position to follow markets more closely."

Premier Taschereau, of Quebec, addressed the Dominion Commercial Travelers' Association at their annual dinner in Montreal a few nights ago. Over 500 were in attendance. Hon. Walter Mitchell, formerly provincial treasurer, and now a member of the Federal house, was also one of the speakers.

Take Stock Of Your Business Methods

Retailers, Particularly in the Smaller Communities, Should Make a Study of Their Ways of Doing Business, in Addition to Taking Inventory of Whatever Stock They Have on Their Shelves— Greater Profits Will Result If Such a Plan Is Followed

IF business men, especially in the smaller communities, could be induced to take stock of their business methods now and then, in addition to whatever inventory they take of stock on their shelves, merchandising would be the gainer, at the same time that greater profits would begin to show in the cash-drawer, says Frank G. Cramer, Manager Better Business Department, of a large mercantile concern in Minneapolis.

It is a common experience to run into a retailer who has come across some new wrinkle which he is certain will mean a complete revolution in his business. He tries it, concentrates on it, and perhaps with considerable success. Even granting that he is altogether successful, how much greater would be the results if he would make a searching analysis of his entire store in an endeavor to supplant time-worn, ineffective methods with up-to-date, business-getting system.

"Believing that we could be of help to retailers in our territory, the Better Business Department of our concern," Mr. Cramer states, "began to work out a questionnare, the development of which now has reached a point where, in a sense, it may be said to have accumulated information capable of application to any retail business."

The Questions and Comment

Following are some of the questions, together with comment based on answers and the survey made:

1. Does the outside appearance of your store attract attention? Is it painted frequently? Is it free from weather-beaten signs and old fashioned equipment?

A store to attract attention must be in contrast to the others, and this can easily be accomplished by fresh paint, clean windows and attractive displays,

2. Are your windows paying full rent?

If you put your windows to work they will pay you a profit. Your windows advertise you whether you give them attention or not. Untidy, mussy windows advertise unprogressiveness, and to many this means an undesirable place to buy. If they are clean and bright and always well trimmed they have a real pulling power. It pays to change them often and to show goods in season. Lookers become buyers and many sales are made from the sidewalk. Make small individual displays so as to have each department represented as often as possible.

3. Do you have a bull's-eye in the window?

Some one large item to attract attention—something different. In a hunting window an outdoor display can be made —during Christmas for instance— Christmas delicacies. Manufacturers' cut-outs can be used in most every display, but only one should be used at a time. A moving object, a live animal or a curiosity—something that is entirely different—something that has color or life.

Do Window Displays Talk?

4. Do you make your window displays talk by the use of show cards?

Your windows should not be silent salesmen, and they will not be if in each display you use a show card containing a short description and price. Often show cards bring customers into the store when the merchandise itself will fail.

5. Do you price everything on display so your customers can see for themselves what the articles will cost them?

The success of the Department Store and the Five and Ten Cent Stores has been almost entirely due to the fact that they price everything on display when in the window or in the store. The old-fashioned idea of marking with a secret code leads people to believe that you have more than one price in your store. If your merchandise is marked at a fair price it should be no secret, and if your competitor wants to know the price of any of your merchandise he can find out even if the goods are not marked.

6. Are your windows inclosed?

A closed background will make a display show up to better advantage. An open background presents to the view of the looker the back of the fixtures that are in the store and certainly detracts from the displays themselves. The closed background will add to the appearance of your window displays because it will keep out the flies and dust in the summer time and will prevent frost in the winter time. A window covered with frost is not inviting.

7. Are your windows well lighted—do they attract people to the store after dark?

Concealed lights make it easy for your customers to examine your window displays. The glare from a hanging light not only detracts but casts many shadows, which darken the windows and reduce the value of your window displays.

8. Do you use window fixtures to build up your displays?

Flat displays do not show the merchandise to good advantage. A built-up window takes less merchandise and each article can easily be seen.

9. Do you use window dividers so as to have two displays in place of one?

Small displays can be changed often and only a small amount of merchandise is required. Mixed displays, except at Christmas time, when people are looking for suggestions, are not as effective as small ones.

10. Do you display all of your kindred lines—the many small items that are needed in connection with a larger one?

11. In your store do you make it easy for your customers to buy? is it attractive? Is it well painted? Is it free from old time-worn signs, or is it just as it was years ago?

Isn't it true that the average store presents but little change from month to month to the patrons who come in almost every day? Isn't it true also that new merchandise can be displayed as often as time will permit? The space just inside the door is important. It is the display space of your store. It is the one space that should contain seasonable articles and the articles should be changed often.

12. Is your store well lighted and is it one of the bright spots in town?

It will pay you to equip your store with new lights, throwing a soft light that will not shine in the eyes of your customers.

Are the tops of your cases a convenient place to store things— or are they clean and well arranged, and is the merchandise priced? Quite a few items can be displayed to advantage on top of your show cases and counters but they should be few and far between and they should be changed often. All shopworn articles should be disposed of.

14. Do your fixtures sell goods for you or are they used merely as storage?

Is your merchandise sampled or is it tucked away out of sight in drawers and boxes? New up-to-date fixtures are an asset to any merchant.

15. Do you have a bargain table?

There are always many odds and ends that can be disposed of on a bargain table. Always use a big price card and have each article marked.

16. Your silent partner is the merchandise on your shelves. Is he as active as you are? Is he on the move or is he a loafer?

If you had a clerk who was a loafer you'd get rid of him. If you have stock loafing on your shelves you should get rid of it. Your goods were bought to be sold at a profit. You cannot afford to carry them on your shelves. Weed out the loafers and sell them at any price.

Dead stock means dead capital. Dead stock keeps down turnover. Bear in mind, however, that often so-called dead stock is dead only because you have tucked it away, so that there is no demand for it.

List Called-for Items

17. In your want book do you list the items called for that you do not carry in stock?

It may be that you are turning away many a dollar by not listing such items.

Of course you list the items called for that you happen to be out of, but listing those that you do not carry will indicate to you the necessity of buying them and after they have been received it is also a good plan to notify your customers.

18. Do you let people walk out of your store with your merchandise without having the equivalent in cash or a definite understanding as to the payment?

About Your Advertising

19. Do you make advertising pay?

There was a time when a merchant believed that a satisfied customer was his best advertising. Therefore he thought that was all the advertising he needed. In a way he was right, but think for a minute. How much time do you spend boasting the other fellow? Would you be satisfied with the same amount of advertising? It is true that you should satisfy and keep old customers by delivering the goods and rendering a service, but you cannot grow simply by holding your own. You must sell more merchandise to more people. You can create a demand by telling about usefulness, value and quality, and say less about the price. Price advertising produces one-time results and is a good thing occasionally, but it is generally overworked. Advertising that builds for the future will not always create an instant demand but it will sell the idea and the use of the article—then the sale can be made easily. In your advertising you should not ask for business. You should advertise to educate your customers so that they would know what benefit your merchandise and your store are to them. Advertising is merely doing something and then telling folks about what you are doing. When business is good, advertising is an opportunity. When business is bad, advertising is a necessity. A splurge now and then does not produce results. It is necessary occasionally to have a full page advertisement in a dance program or a page in a cook book, but from an advertising standpoint it is mostly waste of money. It renders good will and should be charged to donation. Part of your advertising should be educational. It should advertise your service and what your store means to the community. There is merit in most every form of advertising. Your problem is to choose the kind best suited to your use—then use it.

Importance of Newspaper Advertising

20. Are you giving your newspaper a chance to get results for you?

Newspaper advertising is first of importance as it reaches out in the community and through it you have an opportunity of telling folks that they can benefit by trading with you. Too much of a load is generally placed upon newspaper advertising. It should be backed up by window and store displays and occasionally a follow-up letter produces real results as it can be sent to a select list of people who actually need the article advertised.

21. Do you make your newspaper copy individual? Does it stand out stronger than your competitor's?

Are you content to run manufacturers' plates to fill up space? You should get a single cut of the article and tell about it in your own language the same as when selling merchandise in the store. You should always carry out your personality by using a distinctive style and by using a regular name plate and in connection with it a trade mark.

22. Do you standardize your merchandise and your advertising by using the trade mark?

A distinctive mark should be used in your newspaper advertising and in all kinds of advertising in which your name appears. Then when the distinctive mark goes out of your store on your merchandise it will carry your advertising even though it is impossible to advertise your name.

23. Do you talk to your customers at their place of business where they can show you the results of their efforts or do you expect them always to come to you?

It is good advertising—it gives you the personal contact—it shows your customers that you are interested in their problems—it gives you something in common to talk about when they are calling at your store—it will take the place of talking politics and about the weather—it yields knowledge of what they need.

24. Do you conduct store demonstrations?

Many manufacturers will work with you and to your advantage. Demonstrations are of interest to all your customers in that they learn a great deal about the equipment and its use in the home.

25. Do you keep an up-to-date mailing list?

You should have a card of information pertaining to each family in your neighborhood. You should make a study of their likes and dislikes, so that you can send them a letter at regular intervals.

FEES FOR PEDDLERS

Sarnia, Dec. 28.—A license fee of $50 for outside peddlers and hawkers traveling in automobiles and buggies, and a fee of $2 in the case of peddlers living in the county, was recommended by the Legislative Committee as an amendment to the hawkers' and peddlers' by-law to the Lambton County Council the other day.

SHARP DECLINE IN VALUE OF ONTARIO FIELD CROPS

THOUGH production of wheat in Canada during the past season materially exceeded the harvest of 1920, the total value this year, according to recent figures published by the Dominion Bureau of Statistics, is less than two-thirds that of the crop of twelve months ago. In Ontario, because of the comparative poor yields this season, the situation is even more serious. With hardly an exception the values of the various field crops listed below for the present year will be found to be less than half those reported for 1920, while a still greater difference exists between the 1919 totals. The following table offers concrete evidence of the losses suffered by Ontario farmers through depreciation in the value of farm products:—

Crops	1919 total value	1920 total value	—1921— Value per bus. or ton	Total value
Wheat	$ 50,767,400	$ 43,003,100	$ 1.05	$16,440,000
Oats	71,378,000	74,670,300	0.45	32,381,000
Barley	17,215,000	15,653,200	0.65	6,910,000
Rye	3,279,000	3,176,200	0.85	1,801,000
Peas	4,180,000	4,419,000	1.50	2,583,000
Beans	1,039,000	1,181,100	2.50	1,094,000
Buckwheat	5,534,000	3,409,800	0.75	2,636,000
Mixed grains	26,672,000	20,709,000	0.50	7,883,000
Flax	450,500	545,500	1.58	146,000
Corn, husking	18,790,000	14,335,400	0.75	9,730,000
Potatoes	20,820,000	23,131,200	1.00	16,984,000
Turnips, etc.	14,027,000	16,518,000	0.35	12,923,000
*Hay and clover	115,161,000	108,356,000	21.25	86,794,000
*Fodder corn	25,304,000	31,976,000	6.50	27,923,000
*Sugar beets	2,606,000	5,278,700	6.50	1,641,000
*Alfalfa	6,351,000	9,384,400	20.00	9,038,000
Total field crops	$383,573,900	$375,746,900	....	$236,907,000

*Tons. All other units in bushels.

Study Contracts Before Signing

Experience of a Certain Grocer Who Was "Busy at the Time and Did Not Give It Proper Consideration" Emphasizes the Necessity For Caution—Some Sound Advice in This Regard.

By HENRY JOHNSON, Jr.

LET MR. NOYES tell his own story. He is the man who declined to buy and sell tea without a fair margin, who wrote to me about it and later gave me permission to use his name.

Dear Sir:—Your letter of 28th at hand. I am perfectly willing that you use my name and address if it will aid you in any way. I was almost born into the grocery business. My uncle was a grocery clerk and I used to hang around and do errands and then worked for him when he took over the business, my father, brother and myself buying him out later, I being the experienced member at a few months over 20 years old. My brother died two years after we started together and my father five years ago, so I have since run the business alone. We started July 15, 1895, so have been at it 27 years as proprietor.....Have not got rich as yet but have tried to give our trade a square deal, and yet have been able to bring up seven children; the oldest working for me and the second boy in his second year at Dartmouth while the third, my eldest of two daughters, is at Wellesley, second year, and four younger still at school. So I have some grand investment coming on, though not in the dividend stage for themselves even as yet..... Had a little incident in the store today: Two young ladies working in the local shoe factories were in the store talking. The factories are trying to get out cheaper shoes and reduce prices on the making which is not, of course, very agreeable to the help. One of them wore a plush coat with fur collar. The other bought print butter, ½ lb. cakes for 55c and ½ lb. chocolates for 50c. They were having the argument that if the cost of living would only drop they might work for a little less. Of course, the cost of luxuries is still up, but you know as well as I that on the average the grocery line is down over 35 per cent. at the least and staples alone are down over 50 per cent. from war prices, but yet some don't see where they have come down any. You run up against lots of talk like this which is very amusing. ..... If the majority of people would only see that plenty of work at a little less an hour would average a great deal better than big pay on half or quarter time, we would all get somewhere. ..... This is quite a ramble I have run through, but I am pleased to have had you write me and appreciate the good work you are doing for myself and fellow dealers, the small grocers, so-called.

There is not much for me to comment on in that letter. It speaks for itself with the story of a quiet, industrious man who, through a long life as a simple tradesman, has developed much of the philosophy of contentment. He can see and tolerate the foibles of his fellows, but he has never learned to thumb under to abuses. He can stand up for his rights and insist on getting them—or fight for them if need be. I am mighty glad to have got in touch with such a character.

Let us not forget the example Mr. Noyes sets all of us when he declined to handle the unprofitable tea. If we have the courage to do likewise, we shall soon root out such abuses.

Is A Sucker Born Every Minute?

The writer of this letter I shall not identify even by a hint as to his locality for evidently he has misfortune enough as penalty for furnishing this story. He writes thus:

Dear Sir:—We are inclined to think we have been tricked and want to get wise if possible before it is too late. About ten days ago a representative of the Blank Talking Machine Co., claimed they were going to put on a campaign in this territory, and wanted us to grant them space in our store to exhibit one of the machines and act as their collector when the parties that wanted to make payments on the machines sold in the country. There was not to be a dollar invested by us in any way, so said the representative. He said that the field men's machines would be shipped here and for us to get them out of the station to save storage as the men would not be here for ten days or such a matter. I was busy the time he hit me and did not give it the proper consideration. He had me sign a cardboard in the form of a contract for the protection of the machines while in our possession. If I have signed something I should not, can I prove that he secured it through false pretences, refuse the goods, etc? I consulted a lawyer and he said for me not to receive the goods at all; if they were not straight we could beat them if they would take it to court. I have been investigating their standing and so far unable to find out anything about them. I telegraphed the Talking Machine World of New York and they said they had no trace of them. One machine arrived today and I told them they had not returned a copy of the contract or anything to show that I was buying something and that I would let the machine remain in the station until they prove it was a square business. The question I want to know, do you think we can beat it if we can prove the face of it a fake? We have heard of some of the other fellows getting worked by different phonograph concerns which makes us feel that we are being worked and to be on our guard. They may come across all right and I ask you not to publish anything until we find out further. Please let us hear from you as soon as possible so we will know what steps to take. He took the copies with him and said we would receive our copy as soon as approved by the factory.

Yours ————————

I wrote him thus:

"It would be utterly impossible for me to undertake to answer your question in a way that might be serviceable to you. The only way possible for you to handle the matter is to consult your attorney and be guided by his advice. Had you asked me about this first, I should have cautioned you about signing anything, but this is no longer a case of prevention but one of cure. I can only sugge t urgently that you get busy at once with your attorney to see that none of your rights are jeopardised through delay. I am always glad to hear from you or any other subscriber, in advance of trouble or in connection with merchandising problems and shall be happy whenever I can thus be of service, but when it comes to legal complications, I would be doing you no service and might be doing you a great deal of harm if I should undertake to guide you."

"I Was Busy At The Time"

Read back over that story to fix in your mind a few simple things. The "representative" tells a plausible tale so plausible that it may be perfectly honest. For it is the same kind of tale an honest man would tell. He wants some local man to receive the machines and act as agent for the receipt of money due his principals. He selects you because of your standing in the community—and immediately your chest swells out and you are ready to go the limit. It sounds so much like easy money, and easy money is something the storekeeper so seldom gets, that you are prone to fall for it.

Stop now, and think. You are selected because of your local standing—ostensibly. If that is really so, then this "representative" needs no contract of signature from you whatever. Why should you sign anything for a stranger? Are you not right there, known locally,

(Continued on page 23)

"Time Has Come When the Grocer Must Carry Other Lines than Just Groceries," Says Merchant Long Experienced in The Trade

J. W. McKinney, Windsor, Ont., Not Only Has a Grocery Business Representing a Large Annual Turnover, But He is Also Operating A Bakery and a Meat Department, All Under the One Roof With The Grocery—Store is Departmentized and Systematically Arranged to Provide the Best Possible Service.

ON EITHER side of the main entrance of J. W. McKinney's store in Windsor, there are two large windows. Near the entrance the cashier's desk is just at your right, stepping at once into the grocery department with the meat, butter and cheese departments on your left. The office is elevated to the mezzanine floor. Facing you as you enter is a stairway leading to the basement, of which more will be said later. On the stair posts are electric globes with a sign painted on each. "Vegetables and fruits in the Basement." Behind this stairway on the rear wall which, you observe, does not extend back more than thirty feet from the street line although the store is rather wide, probably forty-five feet—are shelves climbing right up to the ceiling packed with various goods.

Taking the elevator to the next floor you step into the order assembling room, fitted up with counters, scales, etc., and you wind in and out between shelves, laden with merchandise. This room occupies just one third of the second floor, and you pass through a door and enter the bakeshop where a staff of bakers are busy turning out cakes, pastry and bread.

Everything Suggests System

After roaming through this store and noting the systematic manner in which everything is kept, the facilities for handling orders and customers with the least possible movement, you cease to wonder how J. W. McKinney doing business in a single small corner store situated a little to one side of the main business streets in Windsor, Ont., is physically able to realize a volume of sales running to a third of a million dollars a year.

Previous to remodelling this store, J. W. McKinney operated three separate places of business. The present store was given to groceries, across the street was the meat shop and three blocks away the bakeshop was located. Now these are all under one roof, and each department does not occupy one third of the space as formerly.

Here Orders are Assembled

As before stated part of the second floor is used for assembling orders. It is from this room also that the store below is kept supplied. Around the walls are bins for bulk goods such as teas, coffees, cereals, rices, sugars, etc. Leading from these bins are chutes built in the walls and connecting with bins in the store. The bins upstairs are quite large, holding upwards of one hundred pounds, while the ones downstairs are quite small, not holding at the outside more than five pounds each. Package goods, such as package teas, cocoa, biscuits, cereals, etc., are also handled in the same manner. Thus it is seen that by this system, there is no possible chance of new goods being placed on top of old supplies and sold first and at the same time getting double use of the walls.

A Rest Room is Provided

Proceeding down to the basement, you step into a rest room. Entering another section of the basement, you come to the fruit and vegetable department. This department is entirely separate from the store upstairs. It is fitted up with counters, scales and cash register also a separate staff of clerks. On each end of the counter is a fountain arrangement, where a fine stream of water is kept playing on the green vegetables. Passing through another door you enter the vegetable cellar. This cellar, however, is built under the sidewalk and contains bins for potatoes and roots. These vegetables are dumped into the bins through chutes connecting with the street. Built also under the sidewalk is a room for ripening bananas, as Mr. McKinney believes it the best policy to buy this fruit in the green state. There is also another room for the storage of empty boxes and crates.

Following An Order

Now that you have some idea of the layout of this store, let us follow an order that has come over the telephone and see what happens. The girl at the telephone writes the order in a duplicate and sends it upstairs to the order department. The clerk receiving the order goes over it carefully, makes out a slip for a roast of beef and sends it to the meat department, a slip for vegetables is sent to the basement, another to the main floor for cakes or bread and still another for butter and cheese. The general groceries are placed in a basket, put on the elevator and go to the basement for the vegetables, then up to the main floor for the meat, cakes, butter and cheese. Here the order gets a final checking, the prices filled in, one invoice attached to the order and the duplicate sent to office. The order is then entered on a delivery sheet for its particuar route. This sheet, by the way, is made out in duplicate, signed by the driver of the truck, together with the time of day that the trip leaves the store. The driver keeps one copy and the other goes to the office. By this system every order is kept track of and if for some reason or other a customer does not receive her order or she telephones wishing to find out when her order will arrive it can be readily traced and a definite answer given.

The Meat Department

In the meat department, as far as posible all the meats are cut up in a room in the basement set aside for that purpose. In this room is the bacon slicer and the meat grinder. The bacon is sliced and sent up to the store on trays where it is placed in the display case. This leaves the store entirely as a salesroom and assists in it being kept tidy and "ship shape" at all times.

"We can take care of the business here under one roof, a great deal better than we could with three separate stores," remarked Mr. McKinney as the writer concluded his visit. "Previously there was a great deal of time lost chasing from one store to another, separate deliveries and no end of inconvenience. Here, we have everything together, the overhead is lower and customers like it better."

Must Have Other Lines

"What is your idea of the value of a meat department in a grocery store?" asked the writer.

"My fifteen years in the grocery business has taught me that the time has come that you cannot run a grocery business alone," replied Mr. McKinney. "You must have other lines. Meats are one of them, cakes and confectionery another. Ice cream is also a good line. The benefit derived from any of these lines is unlimited. A customer will come in for groceries. She wanders over to the meat counter. Something tempts her

1. Fruit and vegetable department.
2. Section of order department.
3. Front view of store.
4. Meat department.
5. Grocery department.

Illustrating the various departments in the J. W. McKinney store, Windsor, Ont.

and she makes a purchase that otherwise she might not have made. This also applies to cakes. If we sell her a cake, the chances are we can also sell her a brick of ice cream. All these lines hinge upon one another, the purchase of any one, leaving an opening to suggest the purchase of some other article."

The exterior of the store has a very attractive appearance with the facings around the windows of white marble, while the interior fittings are in white and mahogany. The floors and stairs leading to the basement are composed of Trazzo, a material similar to tile but laid on in one piece. The floors of the windows are also of the same material. All counters, show cases and shelving are raised about three inches from the floor which permits of a clean sweep or in fact a hose could be turned in without injury.

STUDY CONTRACTS BEFORE SIGNING

(Continued from page 21)

with definitely ascertainable responsibility? Why, then, write something for a stranger whom you know not from Adam and never saw before?

"I was busy at the time he hit me and did not give it proper consideration." If hell is paved with good intentions, surely the record of the Sucker family is spattered all over with that statement in various forms. A man cannot take time away from the sale of a few groceries to inspect "a cardboard in the form of a contract," but will scratch down his name without reading. Do you regard the time of a fly-by-night "representative" so highly that you cannot bring yourself to make him spend a little of it awaiting your leisure so you can read over what he wants to have you sign?

Do you not yet know that such men are not on the square—and this is no reflection on the Blank people for so far we know not that they are not square—and are sure to vary the form and appearance of the documents they offer for your signature? Sure. They would not be able to put over new ones every few days if they stuck to one form of approach. And if anybody wants you to receive machines for him and feels that he needs some assurance that the machine will be safeguarded while in your possession, send him to your banker for information.

Locking the Door Afterwards Seldom Effective

"If I signed something I should not, can I prove that he secured it through false pretences?" That, in the very nature of things, is about as difficult a thing as you can try to do, because the law regards the signature of any contract as the crystallization of all negotiations in a final written instrument—and rightly so.

When you affix your signature to anything, you are supposed to have finished all preliminary investigations. You have talked long or short, you may have gone into things cursorily or deeply, you may have taken great or little pains to satisfy yourself. Then, after much or little preliminary work, you write your name on the bottom of a contract the contents of which you legally know. How, then, can you "prove" something entirely foreign to the contract?

To get this a bit straight, let us remember that the law always assumes that you know you could know by the exercise of due diligence. The cardboard contract is shoved at you for signature. Common sense would prompt you to read it. Therefore, the law says you did read it and knew its contents because you voluntarily, without duress or computation, signed it. To get the force of this, turn it around. Assume that it was sound, good, strong and binding on the other fellow? You would do just that. So now that you have made a bad bargain—assuming that it is found to be bad—you can only escape it by showing something you cannot show, that there was duress, force, intimidation or direct fraud.

I am not seeking to unravel the legal entanglements of this present correspondent. His lawyer must do what can be done for him. I am merely running over some of the points of contracts and agreements to point out to you how serious it is to sign anything. Not only should you read it, study it and digest it, but you must have it interpreted if it seems obscure to you. In fact, don't sign without advice from your lawyer.

A merchant in Kamloops, B. C., recently sold several cases of canned pineapp'e in a novel way. A story telling how he increased his sales will appear in the January 6 issue of Canadian Grocer.

22,000,000 LBS. CHOCOLATE PRODUCED IN CANADA IN 1919

The Canadian Bureau of Statistics recently issued a report on the cocoa and chocolate industry of Canada for the year 1919. There were in that year ten plants operating in the Dominion with a total capital of $5,200,000. During the year over 22,000,000 lbs. of chocolate were produced, the selling value being $7,500,000; confectionery 5,000,000 lbs., valued at $1,650,000 and cocoa 1,700,000 lbs. valued $500,000. Amongst the raw materials used during 1919 were nearly 12,000,000 lbs. of cocoa beans costing $2,100,000; 4,000,000 lbs. of cocoa butter costing $1,600,000; sugar 11,200,000 lbs. costing $1,000,000. There were five plants in Ontario, four in Quebec and one in Nova Scotia.

QUEBEC DOUBLES ITS OUTPUT OF HONEY

The Province of Quebec as a producer of honey has more than doubled its output in the last seven years. In 1914, the annual output was 1,500,000 lbs., while in 1921 it is estimated at 3,800,000 lbs. In the first year of the war there were only 3,200 farmers producing honey, while today the number is 6,300, according to the chief of the Honey Production Branch of the Department of Agriculture.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.

MONTREAL TORONTO WINNIPEG VANCOUVER

Vol. XXXV DECEMBER 30, 1921. No. 52.

Exchange Is Declining

THE RATE of exchange on American funds reached a new low level a few days before Christmas which marks the lowest point since September 10, 1919. While the cause for this decline does not rest entirely with Canada it is sufficiently well based to indicate that the time of high rates of exchange is passed. The increased value of sterling is mainly responsible for the lower discount on Canadian funds and back of that are the more settled economical conditions in Europe and America. In the grocery market, the lower rate of exchange will be noticeably felt. Commodities such as fruit, nuts, and all products that are imported from the United States will show, at least, some decrease in their cost. As we have had, not alone, to pay exchange on invoice prices, but on freight rates through the United States, the decline will mean all the more. On the nut and dried fruit market it will be first felt since spot stocks are almost entirely cleaned up, and buying will come at the time when the exchange rate is lowest. Bankers do not feel that the low point is permanent, but they express the view that it indicates a steadier basis at a lower level than was current during 1921. On the other hand the advance in the value of sterling will have the effect of increasing the cost of importations from Great Britain, some of which are teas, coffees, rice and spices which come from British possessions through English exporters.

Beats All Previous Records

DECEMBER sales in the Woolworth stores indicate an increase over all previous records. Each district where stores are located shows bigger business than in the same month a year ago. In Canada there has been a slight falling off. In fact it has been less than one per cent.

This splendid report of progress from the Woolworth stores speaks volumes for what can be accomplished in the way of maintaining business in a period of generally admitted depression. It shows what can be done by getting the goods before the people, and by exerting real selling effort to the increase of turnover. In marked contrast to the mail order business, which it is generally known, has had a bad year this past twelvemonth, the record of the Woolworth stores is remarkable. Having to issue their catalogues several months in advance, the catalogue prices of the mail order houses were very often higher than what the merchants in the towns and country places throughout the Dominion were able to quote. The result was that business was kept in the home municipality. Then again the automobile has made serious inroads into the mail order business. Farmers have their cars now, as well as many people in the smaller places, and if they do not do their shopping in their own little place, it is an easy matter to drive to the bigger towns, where they have the advantage of seeing the goods before they purchase, and where they have an altogether better selection from which to choose.

The retailer like the Woolworth stores can maintain business at satisfactory levels, if he puts forth the right effort to increase his sales, and adopts those methods that will mean a greater turnover.

Your Business Methods

IN ANOTHER article in this issue, will be found an interesting discussion of the subject of taking stock of one's business methods. At the beginning of the year the average merchant takes inventory of his stock, endeavors to clean up outstanding accounts, and generally to start on the first of January with a clean sheet. Few retailers, however, take stock of their business methods. As is so clearly and practically shown in this article, a survey of one's way of conducting business and increasing sales, is advisable at this time. There is no doubt about it, that a review of one's selling methods is well worth attention, and new ways and improved ideas unfold themselves, the more one considers the question. It is in pondering over such problems as these, that possibly some new way comes out, that will mean a great deal to the success of the business, something perhaps that may entirely revoluntionize the conduct of the store. A searching analysis cannot fail to redound to the betterment and increasing success of one's trade. Time-worn, ineffective methods must be supplanted by up-to-date, business-getting ideas.

In this article, such subjects as the outside appearance of your store, the windows and effective displays, store equipment, your advertising and many other topics that are of vital interest to the retailer, are dealt with in an illuminating and instructive manner. For instance, the question is asked, "Are the windows paying full rent?" Many merchants contend that their windows, because of their wonderful aid to selling goods, indirectly pay the rent. Are you getting full return of their earning power? If not, it will be well to see to it that in the coming year they assist in promoting sales. Window displays always sell goods, and there is nothing so effective in increasing sales as an attractive showing of merchandise.

A careful study of this article will be found worth while. No matter how successful the merchant, a scrutiny of his methods will not be waste time, at the beginning of another year.

Editorials in Brief

Many a merchant has found it cheaper to retain his customers' good will than to regain it.

To those hard-working merchants who have decided to give a certain portion of their time to the administration of city affairs, we extend our congratulations. But wonder how they do it.

Inventory time is close at hand. Make arrangements to do this work carefully, filling in prices at present day costs. You owe it to yourself and certainly an accurate statement must be obtained to properly fill out the Income Tax returns.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Quebec

T. V. S. Benson, who for one year was manager of the import department of Harrisons and Crosfield, Ltd., Montreal, returned to his home in England this week, on account of ill-health. Mr. Benson has been forced to take an indefinite leave from his work and go back to the Old Country.

A farewell presentation dinner was tendered to Robt. Neilson at the Windsor Hotel, Montreal, by the officers and employees of the Lake of the Woods Milling Company. Mr. Neilson has been for 20 years connected with the company. He is resigning from the service of the company, and is leaving shortly for California, where he will spend the winter. He was presented with a traveling bag.

ONTARIO

Geo. Verner, Toronto has sold to A. W. Wright.

Jacob Hedrick, Welland, has sold to R. E. Vanderlip.

Geo. Rushton, Hamilton, has sold to J. R. Shannon.

D. J. Groves, Ottawa, recently suffered a loss by fire.

Lawrence and Marshall, St. Catharines, Ont., have taken over the grocery business carried on by the late James Foley, 21 King Street.

The annual convention of the sales staff of Libby, McNeill and Libby Company was held in Chatham, Ont., a few weeks ago. Salesmen were present from all parts of the Dominion.

Retail Merchants In Levis, Que, Form Branch of R.M.A.

Levis, Que. Dec.—A new branch of the Association of the Retail Merchants of Canada was formed here recently. Mr. Landriault, general secretary for Canada was present and gave the new members complete information on the standing of the main association and the prospects for the future. The branch which was thus organized will include the merchants of Levis, Lauzon, Bienville and Vilemay.

The following officers were elected at that meeting which was held in the City Hall of Levis: President, Alexandre Morency; Vice-Presidents, F. S. Lemieux and Ls. Bourget; Secretary, Irenee Lecours; Treasurer, Paul Falardeau. The directors will be Maurice Arsenault, J. J. Langlois, J. H. Pare, Nap. J. Mercier, Francis Lefebvre, J. Laflamme, Adrien Boulanger and Victor Huot.

Changes Made In Canada Starch Selling Plans

Some new and important developments have taken place in connection with the Toronto and Western Ontario business of the Canada Starch Co. A few weeks ago Canadian Grocer announced that Joseph Ruddy, vice-president of the company and manager in Toronto for several years, was heading a new company in Brantford. This necessitated some changes. D. T. Williamson who has been in the Toronto office in charge of sales for the Canada Starch Co. for some time, and who has been nearly 25 years in the starch business, has formed a selling company in Brantford with his son, under the name of D. T. Williamson & Son. This company will look after the sales for the starch company in Western and Northern Ontario. His son, R. S. Williamson has been on the staff of the Canada Starch Co. for the past three years.

The Toronto sales end of the business will be taken over by J. K. McLauchlan, manufacturers' agent. The offices and warehouse of the company will now be changed from Front St. to 275-279 King St. West. Capt. Arthur S. Williamson, a brother of D. T. Williamson has joined the staff of Mr. McLauchlan. All these changes take effect January 1st when Mr. Ruddy leaves to assume charge of his new business in Brantford.

QUEBEC COMMERCIAL TRAVELERS VERY ACTIVE IN THE PAST YEAR

Quebec, Dec. 28.—Some 150 Commercial Travelers of the Cercle des Voyageurs de Commerce met at their spacious quarters recently. Louis Ruelland, retiring president, was in the chair. His Worship, Mayor Samson, an active member, was also present.

The annual reports showed the association to have been very active in the past year and especially so in securing better train service from all lines running into the city. Hotel accommodations and general travel service were also attended to in the public interest. The report was complete and interesting.

The treasurer's report showed a substantial surplus on hand, and that some 500 members were in good standing. The Cercle being the strongest of the Association, affiliated to the Dominion Commercial Travelers, it being compulsory to be a member of the latter body.

The president-elect, Joseph Tardiff, was called to the chair, and introduced his Board of Directors for the coming year: Ludger Lamonde, first vice-president; J. Emile Complois, second vice-president; Emile Renaud, general secretary, and Joseph St. Pierre, treasurer.

GUELPH RETAIL MERCHANTS ARE NOT UNANIMOUS RE HALF HOLIDAY

Guelph, Dec. 28.—A meeting of the Retail Merchants' Association, of Guelph, was held the other afternoon at the Chamber of Commerce rooms, President W. G. Howell in the chair. Reports were presented by the chairmen of the various groups with respect to the Wednesday half holiday question, and their reports did not put the association any further ahead than they were before, as they could not get the merchants to become unanimous. While the majority of the merchants are in favor of the eleven months' half holiday on Wednesday there are some who are holding out, and the result was that no action was taken other than to again leave the matter in the hands of the chairman to see what could be done and report at another meeting.

Calendars for 1922

Conners Bros., Black Harbor, N. B., have issued their 1922 calendar which is again quite an interesting one. The illustrated part is from a painting of Mount Rainier, Tacoma, which was discovered by Admiral Rainier of the British Navy and named after him. The calendar is about 28 inches long and 18 wide; the figures are large black letters on white background, (with the exception of Sundays and chief holidays which are in red) so that dates can be easily read. A feature of the calendar this year is that there is given historical information, showing the anniversaries of great events and of births and deaths of great men and women. For instance, it shows that January 22 will be the anniversary of the death of Queen Victoria who passed away on that day in 1901.

Many Tests Prove That Rats or Mice Will Not Touch Matches Even If Starving

It Has Been Shown in a Number of Experiments That Rats and Mice Will Die Rather Than Eat Matches—Match Manufacturers Claim That a Full Box of Matches Will Not Burn

MONTREAL, (Special)—Often in the inquiries as to the cause of a fire in a store or factory the blame is laid upon mice or rats gnawing the heads of matches which are kept in stock. This is claimed by the manufacturers of matches to be a false idea since many tests have been made to find out whether or not mice or rats will gnaw or eat the heads of matches.

Fire Marshal Denies Theory

In a published report of the address given by Fire-Marshal Lewis of Toronto to the Convention of Fire Chiefs held recently in that city, the statement is credited to him that after many tests, it has been found that mice or rats will not touch matches under the most severe circumstances. Some of the match companies have tried like experiments and report the same results.

Rats Die Before They Touch Matches

In speaking of this matter to a Canadian Grocer representative a match man for many years said:

"We have tried in the past, many severe tests to find out definitely whether or not rats and mice will gnaw the heads of matches. We have put a number of rats in a cage without anything to eat except matches and although the cage was strewn with matches the rats starved to death rather than touch them. In other tests we have broken up matches and put them with food which we gave to the rats but even in that case they ate the food and left the matches untouched. The same experiment was tried with mice with like results. In no way could we tempt the rats or mice to touch the matches. They seem to have an abhorrence for the chemicals in the match and even for the paraffine which coats the match. Cases have been found where rats and mice have gnawed the cartons which contain the matches, but even should the rats ignite a match in the box, only the igniting chemicals on the heads of the matches will burn and only those matches, the heads of which are facing in the same direction as the one originally ignited, will catch. Those turned the other way will not burn. In my opinion," he added, "it is impossible to start a fire by the igniting of one match in a full box of matches. The heads of the matches will flare up but there is not sufficient air in the box to support the combustion of the wood in the matches and in almost every case the blaze ceases as soon as the heads have flared up."

Severe Test For Matches

"In our experiments we have packed a full case of matches in a wooden box which contained many smaller cartons of matches. This box we suspended in a bonfire of soft wood which had been prevously dipped in paraffine. The bonfire burned around the box of matches, but out of the whole lot only one half of one small batch of matches was ignited.

The other half of the same package of matches did not even flare up and the splints were hardly scorched."

Central Plant To Be Located In Dundas

Further Particulars About the United Food Products Limited, Capitalized at $2,000,000—An Amalgamation of Existing Packers of Fruits, Vegetables and Grocery Sundries

HAMILTON, ONT., DEC. 28. (Special)—It was announced briefly in last week's issue of Canadian Grocer that the United Food Products Limited had been formed to take over a number of existing packers of fruits and vegetables. The company is capitalized at $2,000,000 and head office will be here. The lines that will be packed include canned fruits, vegetables, jams, jellies, glassed fruits, pickles, catsup, mincemeat, peanut butter, olives, cherries, shredded cocoanut, candied peel, jelly powder, flavoring extracts and fountain fruits.

The new company is taking into the organization certain factories now manufacturing the above and allied lines. Officials state they have already secured some of the factories and hold options on others. The central factory has been acquired. It is located in the town of Dundas which is just a few miles from Hamilton. The property there includes about 12 acres. The building which is of brick is 280 feet by 80 feet in dimensions and is four stories high. It is the intention of the company to manufacture the above mentioned lines in the Dundas plant.

MARITIME COMMERCIAL TRAVELERS' ASSOCIATION HOLDS ANNUAL MEETING

Halifax, Dec. 27.—The Maritime Commercial Travelers' Association held its annual meeting in the Board of Trade rooms the other evening, when officers were elected and considerable business was transacted and discussed. Georg D. Ellis, of St. John, was elected president, and other officers are as follows Vice-president, J. W. Gordon; for Nev Brunswick, M. H. Dunlop; for Princ Edward Island, A. A. Alley. The direct ors for Nova Scotia are G. A. Faulk ner; J. J. Harris, H. E. Pyke, G. W Graham, F. W. Connell, J. W. Lonergan L. M. Owens, R. G. Schoeld, and H. W Spear.

CANADIAN CANDY MFG. CO. SUFFERS FIRE LOSS

Fire broke out in the premises of th Canadian Candy Manufacturing Com pany, Limited, Dufferin and McGregor St., Winnipeg, recently. The damage is estimated at $25,000. The loss is protected by fire insurance. The fire started in the basement of the building, and the upper stories were not damaged very materially. The cause is unknown.

BIGGEST CROP ON RECORD

California's 1921 green deciduous fruit crop, amounting to 40,308 carloads, worth $80,000,000 in round numbers, the greatest yield and value on record has been marketed. Announcement to that effect was given out by the California Fruit Distributors, from whose offices in Sacramento the task of finding a market and selling the crop, which was 5,000 more cars than were shipped in 1920, 3,000 miles away, was carried out without a hitch. The statement also carried with it the prediction that the 1922 crop will be greater by 15,000 cars than the yield of 1921, which should put it over the 50,000 mark and bring approximately $100,000,000. The 1921 crop brought about $10,000,000 more than the previous year. The shipments, however, do not represent the total fruit yield, as the distributors handle only the green product, while immense quantities of deciduous varieties are used by the canneries, evaporators and for other purposes.

The 1921 shipments given out by Wilmer Sieg, sales-manager for the distributors, were as follows:

Cherries, 663 cars; apricots, 284¾ cars; peaches, 3,333¾ cars; plums, 3,099¾ cars; pears, 4,160¾ cars; grapes, 28,529 cars; miscellaneous varieties, 236 cars. Total 40,308 carloads.

This Week's Recipe

DOUGHNUTS

Take one large egg or two small ones, four and one-half tabespoonfuls of melted butter, beef dripping or lard, one coffee cupful of sweet milk, one of sugar, one teaspoonful of ginger, two of cream of tartar, one of baking soda. Mix soda and cream of tartar with flour enough to make the dough stiff enough to handle. Fry in hot lard or beef dripping. Dust with powdered sugar if you choose.

WESTERN CANADA NEWS

C. M. Murdock has joined the staff of the T. H. Estabrook Co., Ltd., Winnipeg.

W. Murray, manager of the W. G. Patrick & Co., Ltd., Winnipeg, is on a trip to the firm's head office at Toronto.

A. M. Myers, Western Manager for Sainsbury Bros., is on a business trip to Toronto, visiting the firm's head office.

D. D. Fergusson of the W. L. MacKenzie Company, Limited, has recovered from his severe illness and has resumed his duties again.

Joe Price, specialty salesman of the Gold Standard Manufacturing Company, Winnipeg, is spending a few weeks in Winnipeg.

Harry Boyd, specialty salesman of the Gold Standard Manufacturing Company, for Southern Saskatchewan and Alberta is on a business trip to Winnipeg.

T. W. Jacklin, who covers the Regina territory in the interests of the T. H. Estabrook Co., Ltd., spent a few days in Winnipeg on his way back to Regina.

A. C. Langtry, flour sales manager of the Maple Leaf Milling Company, Winnipeg, is at present enjoying a business and pleasure trip at the firm's head office, Toronto.

W. L. MacKenzie Company, Limited, have been appointed selling agents for the province of British Columbia for the Aunt Jemima Flour Mills. This firm now represents the above for the four Western provinces.

Tees & Persse, Limited, are holding their annual convention on January 2nd, at the Fort Garry Hotel. R. G. Persse will preside and the following branch managers will be in attendance:—

M. Wood, Winnipeg; G. E. Macdonald, Winnipeg; T. Telfer, Calgary; H. E. Graham, Edmonton; W. C. Seeley, Moose Jaw; J. Cheyne, Regina; J. A. McArthur, Saskatoon; W. Wallace, Brandon; H. Kidd, Fort William.

BIG GAIN IN DRIED FRIUTS

The total production of dried fruits in 1919 was 612,700,626 pounds, as compared with 385,039,552 pounds in 1909, representing an increase of 227,661,074 pounds, or 59.1 per cent. The total for 1919 included 301,035,519 pounds of raisins and dried grapes. The number of farms reporting dried fruits in 1919 was 252,289, as compared with 137,041 in 1909. California produced 577,041,118 pounds or 94.2 per cent., of the total production of raisins. Other States reporting over 1,000,000 pounds of dried fruits in 1919 were as follows: Oregon, 17,470,568; Washington, 5,378,989; Arkansas, 3,724,743; Virginia, 1,818,481 and North Carolina, 1,065,302.

Compel Merchants To Segregate Their Goods After Hours

Victoria, B.C., Dec.—Matters of importance to the trade were discussed recently at the meeting of the grocers' section of the Victoria Retail Merchants' Association. There was a representative gathering, and the question was taken up of amending the shop regulations act so as to permit municipalities to alter their early closing by-laws so as to compel storekeepers who carry more than one line of goods to segregate merchandise carried by them which comes under the provisions of the by-law after hours, when other stores have to close.

A recommendation to this effect was passed and will be presented to the advisory board.

The matter of egg marketings also occupied the attention of the meeting, and it was agreed that the act relating to these should be amended so as to compel the retailer to display the words "Chinese eggs," where the eggs he is selling are from the Orient.

It was decided that no action should be taken in the matter of collective buying, as the time is not ripe for any more along such lines at present. A resolution recommending this to the executive board was passed.

Change Criminal Code

Action also was taken in the shape of a recommendation to the advisory board that something should be done in the way of securing a change in the criminal code, which would make the issuing of N.S.F. cheques a criminal offence. Strong recommendations were passed urging action in this particular, and the matter will likely be thoroughly discussed when the board meets.

There was some discussion by the members over the Oriental immigration questions, and the meeting went on record as being very much opposed to the admission of Asiatics into British Columbia. The chairman was F. A. Bayliss, and William Lear, secretary of the Retailers' Association, and H. S. Stevenson, president, were among those who were present.

WOOLWORTH DECEMBER SALES BREAK ALL RECORDS

December business in the F. W. Woolworth stores promises to break all records. Every district where stores are located is showing bigger sales for the month than for December 1920 with the exception of Canada, where sales are off less than 1 per cent. During the first full week of December sales were $4,700,000, a 10 per cent increase over the corresponding week of a year ago. Apparently the Woolworth company will close 1921 with average monthly sales of $12,300,000, as compared with $11,770.000 in 1920 and $9,954,000 in 1919. Since January 1 the company has opened thirty-two new stores.

The question of the legality of the operation of punch boards in retail stores, is a live subject among a great many merchants at the present time. Canadian Grocer will have another article on this subject in its January 6 issue.

WILL OPERATE INDUSTRIAL CREDITS SYSTEM IN WINNIPEG

Winnipeg, Dec. 27.—A system of industrial credits, similar to the rural credits scheme, will be put into operation early in the new year by the Winnipeg Trades and Labor council.

The proposal will be to loan money to small industrial concerns, such as storekeepers, small merchants, small manufacturers and tradesmen, either in business or wishing to engage in business on their own account. It is estimated $5,000,000 will be needed, and this will be raised by means of a loan. The province will be asked to guarantee the bonds.

WINNIPEG TRAVELER SUCCUMBS TO HEART TROUBLE

Winnipeg, Dec. 24.—There passed away at a private hospital here a few days ago, Ernest Victor Gibson, of the sales staff of E. D. Cockburn Company. He was 28 years of age. Mr. Gibson came from England a few years ago, and was associated with the selling force of the G. W. Griffiths Co., Ltd., of Winnipeg. On the retirement of Mr. Griffiths from this business, Mr. Gibson took over several of his lines, and became associated with the F. D. Cockburn Company, manufacturers' agent, Winnipeg.

The late Mr. Gibson is survived by his father, mother, one brother and a sister, all of whom are living in North Shields, England.

RETAIL SALESMEN'S ASSOCIATION IS ORGANIZED

Winnipeg.—A retail salesmen's association has been organized in the province of Manitoba. The object of the association is to carry on educational work among retail salesmen, that is, helping the salesmen to improve themselves along the lines of selling, and generally bettering the retail salesmen.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

THE raw sugar market was quiet during the week under review with quotations remaining at 2c c & f New York. The market is weak with the expectation that prices will go lower. This is partly the result of a rumor that a sale is being negotiated of a large block of old crop sugars to the United Kingdom at a price said to be 10s, 9d, c.i.f., United Kingdom, which figures approximately 1.77½c f.o.b. Cuba. This report, however, has not been confirmed and at the moment the market for early January delivery stands steady at 2c c & f. The Committee's price on old crop remains at 2½c c & f, although with the Committee being dissolved at the end of December, it is likely that old crop sugars will be reduced.

The grinding of the new crop Cuban sugars is making slow but steady progress, there being 12 central factories at work against 11 at the same period last year. Harvesting of the new crop has started in Porto Rico and San Domingo and the first sales of the latter's new crop sugars were reported of about 3,500 tons for January and February shipment to the United Kingdom ports at 11s, c.i.f. Old crop San Domingo Sugars to the extent of about 4,500 bags were sold to Canadian Refiners at 1 1-8 cents, c.i.f., New York

There is no change in Canadian refiners lists but as the market is in a weak position a reduction may be expected early in the new year.

Speaking generally, the changes in general grocery commodities are not numerous. Canned goods and jams have a firm undertone with prospects for an upward movement in quotations.

Teas and coffees continue in a strong position with spot quotations on teas slightly advanced in some parts. Cereals hold firm with nuts showing an after Christmas dullness.

Throughout the dried fruit markets there is a decided firmness. Raisins and currants are considerably stronger with prunes at the coast advanced with a likelihood for further advances early in January.

QUEBEC MARKETS

MONTREAL, Dec. 28.—The grocery trade is a little unsettled after the holiday but the market in general shows more stability than was expected. The sugar market is the main attraction with further weakness and the likelihood of another decline in price within the next few days. Molasses, as predicted in last week's issue, dropped three cents a gallon. Corn syrups are steady in price. The canned goods market is quiet. Rice holds its strength with every indication of maintaining it. Reports from primary markets indicate a little weakness in Ceylon teas but wholesale prices are unchanged. On the other hand Japan teas show increased strength. Nuts are easier with some wholesalers already quoting lower prices on shelled almonds and walnuts. Currants show a stronger market and Turkish raisins are advanced while California supplies are firm. There is no change in the fruit or vegetable market. The cereal market is firm and package goods are quiet and unchanged.

CEREAL MARKET FIRM

Montreal.

CEREALS—There is no change in the cereal market. Buying is a little quiet but the market stands firm with strength in rolled oats.

CEREALS—		
Rolled oats, bag	3 15	3 25
Oatmeal		3 75
Pearl Hominy		8 25
Corn meal	2 75	2 80
Graham Flour, 98 lbs.		7.65
New Buckwheat Flour		6 75
Pot Barley		4 00
Pearl Barley		4 90
Beans, Ont.		3.50
Do., Can.		3 80
Lima beans		0 06
White beans		0 06
Green peas, dried	0 08	0 08½
Split peas		0 07½

CANNED GOODS STEADY

Montreal.

CANNED GOODS—The canned goods market is quiet with prices holding steady.

CANNED VEGETABLES		
Asparagus (Amer.) mammoth green tips		4 25
Asparagus, imported (2½s)		6 00
Beans, golden wax	2 00	2 05
Do., Refugee	2 10	2 15
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.		1 80
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 45
Do., 2½s.	1 80	1 85
Do., gallons		6 25
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz		5 00
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s		3 25
Do. Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS		
Apricots, 2½-lb. tins		4 50
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals. doz.		18 50
Cherries, red, pitted, heavy syrup, doz., 1		3 20
Do., 2½		3 50
Do., 2	2 75	3 10
Gooseberries, 2s, heavy syrup, doz.		2 75
California Peaches—		
1s		2 90
2s		3 25
2½s		4 40
Peaches, heavy syrup—		
2-lb.		2 40
Pears, 1s, Keiffer		2 30
Do., 2-lb.	2 45	3 10
Greengage Plums, heavy syrup	2 65	2 75
Lombard plums, heavy syrup, 2-lb.		2 40
JAMS—		
Strawberry, 16-oz.		3 75
Raspberry, 16-oz.		3 75
Black currant, 16-oz.		3 20
Orange marmalade		4 65

CURRANTS STRONGER

Montreal.

DRIED FRUITS—Reports from primary markets show increased strength in Turkish raisins and California goods are firm. Currants are demanding a higher price in England and the increased value of sterling strengthens the market. Some figs are a little easier and peels have some weaker tendencies but on the whole the market is strong after the Christmas season. The supplies are well cleaned up and the demand for replenishment still exists.

DRIED FRUITS—		
Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		0 16
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28

Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)—		
Valencias	0 20	0 21
Sultana, unbleached,		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 16½
Turkish Sultana, 5 Crown		0 21
Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.		0 24
Do., 16 oz.		0 26
California Seedless, in bulk		0 23
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, Excelsior (36 10s), pkg.		5 00
Fard. 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedar. (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼'s, lb., 7 crown		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, 5 crown, 10 pounds	0 24	0 26
Do., 12 ounce packages		0 25
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), mats.		0 09
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 32
30-40s		0 13½
40-50s		0 16½
50-60s		0 14
60-70s		0 12½
70-80s		0 11½
80-90s		0 11
90-100s		0 10

PACKAGE GOODS UNCHANGED

Montreal

PACKAGE GOODS—There is no change of note in package goods. The market is quiet after the holiday season with only demands for immediate requirements and a steady tone to prices.

PACKAGE GOODS—		
Breakfast food, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case	3 40	3 55
Cornmeal, yellow, 24s		3 75
Rolled oats, 20's		2 85
Rolled oats, 18's		5 00
Aluminum package, 20's		2 00
Oatmeal, fine cut, 20 pkgs		6 10
Puffed Rice		5 50
Puffed Wheat		5 70
Farina, case, 24s		4 40
Hominy, pearl or gran., 2 doz.		2 55
Scotch Health Bran (20 pkgs), case		3 00
Pancake flour, self-raising, doz.		3 50
Wheat Food, 18-1½s		1 50
Porridge wheat 36s, case		3 25
Do., 20s, case		6 40
Self-raising flour (3-lb. pkg.) doz.		6 50
Do., (6-lb. pkg.) doz.		2 25
Do., buckwheat flour, per doz.		4 40
Corn starch (prepared)		1 50
Corn starch, 1 lb. pkge.		0 09½
Potato flour		0 08
Flour, tapioca	0 15	0 12½
Puffed rice pancake flour		0 16
Shredded Krumbles, 36s		2 90
Shredded wheat		4 35
Cooked Bran, 12s		4 45
Enamel Laundry Starch, 40 pkgs. case		2 25
Celluloid starch, 45 pkgs., case		0 09¾
Malt Breakfast Food (36 pkgs.)		4 00
Quaker Two-Minute Oat Food		9 50
Macaroni, Quaker		1 80
Spaghetti, Quaker		2 25
Kraft Canadian Cheese loaf, lb.		2 25
Kraft Swiss loaf		0 30
		0 42

FRUIT PRICES STEADY

Montreal.

FRUIT—There is no change in fruit prices. Oranges show an easier tendency but prices as yet run about the same as before Christmas. Lemons are easy in price. Apple prices are unchanged.

APPLES—		
Wealthy, per barrel	5 00	7 00
Hamilton, per bushel	1 50	2 00
Baldwins	7 00	8 00
Fameuse	7 00	10 00
Boxes, 175s, 216s	3 25	3 50
Bananas (as to grade) bunch	6 00	7 25
Lemons, 300-360s	3 50	
Grape fruit, Porto Rico	3 50	3 75
California navels	7 00	
Do., Blood Oranges, half boxes	3 75	
Malaga grapes, kegs	9 50	9 00
Tokay grapes, per crate		4 50
Blue and green grapes, per bas.	0 40	0 50

MOLASSES REDUCED

Montreal.

MOLASSES—Lower prices are quoted on molasses as a result of the easier market for cane sugar and a weakness in this market that has been developing for some time. The decline amounts to 3c. per gal., making the price for the Island of Montreal 73c. in puncheons and 70c. for points by rail. There is no change in the market for corn syrups which is steady with a fair demand.

MOLASSES—	
Puncheons, Island of Montreal	0 73
Barrels	0 76
Half barrels	0 78
Puncheons, outside of Montreal	0 70
Fancy molasses in tins (ginger bread)	
No. 2, 2 doz. per case	4 20
No. 3, 2 doz.	4 50
5-lb. tins	8 95
10-lb. tins, per case	8 60
CORN SYRUPS—	
Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. pails, each	2 85
5 gal. 5-lb. pails, each	4 50
5-lb. tins, per case	4 70
10-lb. tins, per case	4 40
5-lb. tins, 1 doz. in case, case	5 30
10-lb. tins, ½ doz. in case, case	5 00

WALNUTS AND ALMONDS EASY

Montreal.

NUTS—Already the nut market has begun to ease up after a big Christmas demand. Walnuts and almonds are reduced in many cases since with the falling off in demand wholesalers are anxious to make the best of the demand for the New Year's trade. Shelled walnuts are quoted at 80c. and almonds at from 45c. to 48c. per lb., a reduction of 2c.

NUTS—		
Almonds, Tarragona, per lb.	0 22	0 24
Do., shelled	0 46	0 48
Valencia shelled almonds	0 48	0 50
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily), per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 16
Do., shelled, No. 1 Spanish		0 11½
Do., salted red		0 18
Do., shelled, No. 1 Virginia		0 13½
Peanuts (salted)—		
Fancy wholes, per lb.		0 36
Fancy splits, per lb.		0 31
Pecans, shelled	1 00	1 50
Walnuts Grenoble, in shell		0 33
Walnuts, Marbot	0 26	0 28
Do. new Naples		0 26
Bordeau shelled		0 80
Do., shelled, Manchurian	0 50	0 55
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux shelled		0 90

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

RICE MARKET STRONG

Montreal.

RICE—The rice market holds firm at the present basis with more strength in primary markets. The Japan crop is partially a failure and in the southern states the growers are still holding out for a higher price. The wholesale prices remain firm and unchanged.

RICE—	
Carolina, extra fancy	0 09
Do., fancy	0 08
Honduras, fancy	0 06
Rangoon CC, per cwt.	5 75
Rangoon, B, per cwt.	5 75
Texas rice	0 05½
Tapioca, per lb. (seed)	0 07½ 0 08½
Do., (pearl)	0 07½ 0 08½
Do., (flake)	0 07½ 0 08½
Honduras	0 07
Siam	0 14½

SPICE MARKET QUIET

Montreal

SPICES—The spice market is quiet with little buying and prices holding steady. If the buying were more heavy at this time the higher value of sterling might add strength to this market but the effect is hardly noticeable under present conditions. Some local wholesalers have reduced Canadian chicory one cent to thirteen cents a pound.

SPICES—		
Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cocoanut, 20 lb. pails, per lb.		0 30
Do., sweetened, lb., packages.		0 39
Chicory (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar (French pure)	0 44	0 60
Do., American high test	0 65	0 80
Whole cloves		0 45
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 30
Do., 80, lb.		0 28
Do., 100, lb.		0 25
Do., ground, 1-lb. tins		0 30
Pepper, black		0 24
Do., white		0 32
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

SUGAR LIKELY TO DROP

Montreal.

SUGAR—The sugar market shows further weakness with prices in the United States lower and the raw market down to a low level. The prospects are that raws will go even lower with almost one quarter of the old crop unmarketed and the new crop at hand. Added to this is a lower rate of exchange on American funds and the probability is that sugar will take another drop some time this week or at least in the first few days in the new year. It is evident that Canadian refiners are endeavoring to hold the market steady until 1922 is in but the weakness of the refined market in the U. S. A. is hastening developments.

SUGAR—	
Granulated sugar, per cwt.	7 50
Do., barrels	7 55
Granulated, gunnies, 20-5	7 90
Do., cases, 20 5-lb. cartons	8 10
Do., gunnies, 10-10	8 00
Do., cases, 50 2-lb. cartons	8 25
Yellow, light, per cwt.	7 10

CEYLONS SLIGHTLY WEAKER

Montreal

TEAS—Although there is no actual change in the tea market or a likelihood of one in the near future reports from primary markets indicate some weakness in Ceylon teas. India teas are holding their strength and Japans are quite firm at the present basis. Some reports even goes as far as to predict a further advance in Japan teas early in the year. Figures show an increased consumption of Japan teas in Canada.

Ceylon and Indians—		
Pekoes	0 38	0 44

Broken Pekoes	0 40	0 48
Broken orange pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60

Above retail prices range of quotations to the retail trade.

Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

VEGETABLE MARKET STRONGER

Montreal.

VEGETABLES—There is no change in the vegetable market although dealers predict higher prices early in January The potato market is easy and in that no advance is expected since the offerings are large.

VEGETABLES—		
Cabbage, local, per bbl.	2 50	3 00
Carrots, new, per bag	0 75	1 00
Celery, imported, 4-doz. crate	....	5 50
Horseradish lb.	...	0 60
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green doz.	....	0 50
New potatoes, Mont. (90-lb. bag)	1 40	1 90
Do., sweet, hamper	....	3 25
Spanish onions, per case	....	5 75
Turnips, per bag	0 75	1 00
Red onions, per crate	5 50	6 50
Texas Onions, per crate	....	3 50
Yellow onions, per cwt.	....	6 00
Cranberries, barrel	....	25 00

ONTARIO MARKETS

TORONTO, Dec. 28—The raw sugar market continues in a weak position and although at the moment Canadian refiners have not changed their list prices, there are indications for reductions early in the new year. Canned vegetables and fruits are firmly held while some brands of jams show a slight increase. Teas and coffees are higher in primary markets with some local wholesalers quoting a shade higher price on lower grade teas. Ontario marrowfat peas are quoted lower but the cereal market generally has a firm undertone. Coast prices on prunes have advanced with indications for further advances. Rices hold firm in primary markets but there are no changes in the local situation which at the moment is quiet. Flour is steady to firm but millfeeds are strong under light supplies.

BEANS STEADY

Toronto.

BEANS.—The market continues steady under a fairly active demand. Ontario hand picked are quoted from $3.25 to $3.50 per bushel, while No. 1 lb. pickers are offered at $2.90 to $3.15 per bushel. California limas are selling freely at 9½c per lb. in bag lots, with less than bag lots ½c higher.

BEANS—		
Ontario hand picked, per bushel	3 25	3 50
Do., No. 1 lb. pickers, per bushel	2 90	3 15
Cal. Limas, per lb.	0 09½	0 10

JAMS SHOW FURTHER STRENGTH

Toronto

CANNED GOODS.—Canned vegetables and fruits show little change, except that the undertone appears to be firmer. Sockeye salmon is becoming very scarce and in fact all grades are somewhat firmer. In sockeye, ones are practically cleaned up, but halves are offered at $3.25 per doz. The situation in jams shows further strength with some other packers advancing their prices 5c to 15c on fours. Some further advances are also noted in Wagstaffe's list as follows: Black currant jelly, 16 oz. jars $4.85 per doz. and 4s each $1.07; Preserved Ginger, 15 oz. jars $7.90 per doz.; Orange Marmalade, 12 oz. $2.85; Green Fig and Ginger Marmalade, 15 oz., jars $4.00; Pineapple $4.60; Red Currant Jelly, 12 oz. $3.85; Bramble Jelly 15 oz. $4.56 per doz. and 4s at $1.25 each; Paradise Isle, Hawaiian Pineapple grated, is quoted at $2.90 per doz. for No. 2 tins.

CANNED GOODS	
Sockeye 1s, doz.	5 60
Do., ½s, doz.	3 25
Alaska red, 1s	4 25
Cohoe 1s, doz.	2 90
Do., ½s, doz.	1 90
Pinks, 1s doz.	1 45
Lobster, ½-lb doz.	3 75
Do., 1-8-lb. tins	2 50
Whale steak, 1s, flat, doz.	1 75
Pilchards, 1-lb. talls, doz.	1 80
Canned Vegetables —	
Tomatoes, 2½s, doz.	....
Do., Gal. No. 10 tins, doz.	5 95
Peas, standard, doz.	...
Do., Early June	2 00
Do., Sweet Wrinkle	....
Do., Extra Sifted	....
Beets, 2s doz.	1 45
Beans, golden wax, doz.	....
Asparagus tips, doz.	4 35
Do., butts, doz.	....
Canadian corn	1 40
Pumpkins, 2½s, doz.	1 50
Do., gal., No. 10 tins, doz.	5 15
Spinach, 2s, doz.	....
Pineapples, sliced, 2s, doz.	3 40
Do., shredded, 2s, doz.	4 75
Do., sliced 2½s, doz.	....
Apples, gal., doz.	...
Pears, 2s, doz.	3 00
Peaches, 2s, doz., H. S.	....
Plums, Lombard, 2s, doz.	2 40
Do. Green Gage	3 25
Cherries, pitted H.S.	....
Blueberries, 2s	2 35
Strawberries, 2s, H.S.	4 50
Raspberries, 2s	4 50
Jams—	
Black currants, 12 oz., doz.	3 00
Do., 16 oz., doz.	3 50
Do., 4s., each	0 85
Strawberry, 12 oz., doz.	3 25
Do., 16 oz., doz.	3 25
Do., 4s, tins	0 95
Raspberry, 12 oz., doz.	2 40
Do., 16 oz., doz.	3 25
Do., 4s, tins	0 85

	4 15	
	2 75	
	1 90	
	....	
1 75		
6 25		
1 75		
2 15		
2 40		
3 00		
2 45		
2 15		
5 00		
6 60		
1 50		
1 60		
5 25		
1 60		
4 25		
5 25		
4 25		
5 50		
4 25		
3 25		
3 10		
3 40		
4 25		
2 45		
5 00		
5 00		
3 75		
4 65		
1 07		
3 75		
4 65		
1 04		
3 75		
4 65		
0 97		

STRONG COFFEE MARKET

Toronto.

COFFEE.—Primary markets continue to occupy a strong position and some further advances have been registered during the week. In the local situation there is little change insofar as quotations to the retail trade are concerned.

COFFEE—		
Java, Private Estate	0 51	0 53
Begotas, lb.	....	0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Mocha, lb.	0 52	0 55
Rio, lb.	0 22	0 24
Santos	....	0 35

MARROWFAT PEAS LOWER

Toronto.

CEREALS. — Ontario marrowfat green peas are slightly lower in price now quoted at 7¾c in bag lots and 8½c in smaller quantities. Rolled oats continue strong with wholesalers still quoting at a lower figure than some of the manufacturers.

CEREALS—		
Barley, pearl, 98s	5 50	
Buckwheat flour, 98s	4 50	
Barley, pot, 98s	3 90	
Barley Flour, 98s	6 25	
Cornmeal, golden, 98s	2 40	
Oatmeal, 98s	4 30	
Corn flour, 98s	2 75	
Rye flour	3 25	
Rolled oats, 90s	2 95	
Rolled wheat, barrel	6 00	
Cracked wheat, bag	5 25	
Breakfast food, 98s	4 75	
Rice flour, 100 lbs.	10 00	
Flaxseed, 98s	7 00	
Peas, split, per bag	6 50	
Marrowfat green peas,	7 75	8 50
Graham flour, 98s	3 25	
Whole wheat flour	3 85	
Wheat kernels, 8s	5 00	
Farina, 98s	5 35	
Lentils, Red. lb.	0 18½	0 19¾

HONEY MARKET QUIET

Toronto.

HONEY.—The market is rather quiet with quotations holding under a moderate demand.

HONEY—		
5-pound tins, per lb.	0 16½	
10-lb. tins, per lb.	0 15½	
60-lb. tins, per lb.	0 15	
Comb, per doz	3 75	4 50

CREAM OF WHEAT REDUCED

Toronto.

PACKAGE GOODS.—Quotations on Cream of Wheat are reduced to $8.00 per case or $2.75 per doz. Other quotations are holding fairly steady.

PACKAGE GOODS—		
Rolled Oats, 20ss, round, case	5 00	
Do., 18s, case	2 00	
Do., 20s, square case	5 00	
Do., Aluminum Prem., 20s	6 10	
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case.	6 00	
Do., 20s, family, case	6 80	
Package peas, per doz.	0 90	
Cornstarch, No. 1, lb. carton	0 09½	
Do., No. 2, lb., cartons	0 08	
Laundry starch	0 07½	
Do., in 1-lb. cartons	0 8¼	
Do., in 6-lb. wood boxes	0 11¼	
Do., in 6-lb. tin canisters	0 12	
Celluloid starch, case	4 00	
Potato flour, 1-lb.	0 14½	
Fine oatmeal, 20s	5 75	
Cornmeal, 24s	2 30	
Farina, 24s	3 25	
Barley, 24s	2 75	
Self-rising pancake flour 24s	2 70	
Buckwheat flour, 24s	2 70	
Self-rising pancake flour, 18s	3 85	
F. S. Hominy gran. case	3 00	
Do., pearl, case	3 00	
Scotch pearl barley case	2 70	
Puffed rice pancake flour, 24s	2 85	

STRONG PRUNE MARKET

Toronto.

DRIED FRUITS.—Further evidence of the strength in the prune market is contained in an advice from the California Prune and Apricot Growers Inc., announcing an advance of ½c per lb. on all size prunes and that not over 50 per cent. 30s will be allowed on purchases. They also state that a further advance will take place early in January. Evaporated apples are slightly higher at 17½ cents per lb. packed in 50 lb. boxes. Other dried fruits are steady to firm at unchanged quotations.

Citron caps, 12-lb. boxes, lb	0 46	
Lemon caps, 12 lb. boxes, lb.	0 29	
Orange caps, 12 lb. boxes, lb.	0 31	

Mixed containing 4½ lb. lemon,

per lb.		0 35
Drained Peel, mixed, cut ready for use, in No. 1's cartons, 8 4½ lb. orange, 3 lb. citron caps, 3 dozen per case, per dozen.		4 50
Currants—		
Greek Filliatras, cases	0 13½	0 14
Do., Patras	0 16½	0 17
Do., Vostizza		
Dates—		
Excelsior, pkgs, 3 doz. in case		5 50
Dromedary, 3 doz. to case		7 50
Fard, per lb.		0 26
Hallowee dates, per lb.		0 14½
Do., half cases, lb.		0 15½
Do., Sair		0 13
Prunes—		
30-40s, 25s		0 19
40-50s, 25s		0 16½
50-60s, 25s		0 14½
60-70s, 25s		0 13½
70-80s, 25s		0 11¾
80-90s, 25s		0 11¼
Raisins—		
Callfornia, Sultanas, lb.		0 21
Do., 15 oz. pkts.		0 22½
Seedless, 15-oz. packets		0 26
Do., 11-oz. packets		0 21
Seeded, 15-oz. packets	0 20½	0 21
Thompsons, seedless		0 24
Valencia, Spanish		0 28½
Clusters, boxes, 20 1-lb. pkg.		6 65
Smyrna Sultanas		0 23½
Muscat, 25 lb. box		0 19
Evaporated apipes		0 17½
Figs—		
Smyrna, bags, approx. 28 lbs.		0 14½
Do., 60-lb. bag		0 13¾
Layer, 1 Crown		0 30
Layer, 5 Crown		0 30
Layer, 7 Crown	0 33½	0 36
Pulled, 10 lb. box, per lb.		0 34
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Mats	0 09	0 09½
Peaches—		
Choice		0 20
Standard		0 18½
Apricots—		
Choice		0 32
Standard		0 28

WEAK SUGAR MARKET

Toronto.

SUGAR.—Canadian Refiners' lists remain unchanged but the situation continues weak in view of the easier prices on raws. In the New York raw market the situation is an unsettled one with prices shaded lower.

SUGAR—	
St. Lawrence, extra gran., cwt.	7 84
Atlantic, extra gran.	7 84
Acadia Sugar Refinery, ex. gran.	7 84
Dom. Sugar Refinery, ex. gran.	7 65
Canada Refinery, gran.	7 84

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c gunnies, 10 10s, 50s; cartons, 20-5s, 60c.

SYRUPS STEADY

Toronto

SYRUPS.—There are no changes in corn syrups. Molasses at the moment is unchanged but there appears to be an easier feeling, following the weak condition in the raw sugar market.

Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 60
Cases, 5-lb. tins, white, 1 doz. in case	5 80
Cases, 10-lb. tins, white, ½ doz. In case	5 00
Cases, 2-lb. tins, yellow, 2 doz. in case	4 00
Cases, 5-lb. tins, yellow, 1 doz. In case	4 70
Cases, 10-lb. tins, yellow, ½ doz	4 00
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 20
No. 3 tins, 2-doz. case	5 50
No. 5 tins, 1-doz. case	4 60
No. 10 tins, ½-doz. case	4 25
Pails—No. 1	1 10
Pails No. 2	1 75
Pails No. 5	3 55
Molasses, table grade—	
No. 2 tins, 2-doz. case	7 75
No. 5 tins, 1-doz. case	8 95
No. 10 tins, 1-doz. case	8 60
Pails—No. 1	2 10
Pails No. 2	3 75
Pails No. 5	8 55

NO CHANGES IN SPICES

Toronto.

SPICES.—There is little change in the market for spices. Spot stocks continue light with primary markets occupying a firm position.

SPICES—		
Allspice	0 15	0 18
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 45
Mustard, pure	0 35	0 40
Pastry		0 28
Pickling spices		0 18
Mace		0 75
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	0 60	0 70
Do., 80s		0 85
Chillies, lb.		0 50
Nutmegs, selects, whole, 100s	0 22	0 26
Do., ground		0 28
Mustard seed, whole		0 20
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Turmeric		0 30
Curry powder		0 35
Cream of Tartar—		
French, pure		0 40
4-oz. packages, doz.		2 00

The above quotations are for the best quallty. cheaper grades can be purchased for less.

RICE MARKET FIRM

Toronto.

RICE.—The market shows no change as compared with a week ago. There has been litt'e activity over the holiday and the market in the South has been quiet. The situation, however, continues strong. There is no change in the local condition.

RICE—		
Honduras, broken, per rlb.	0 07½	0 08
Blue Rose, fancy	0 08½	0 09
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White sago	0 07¾	0 09
Tapioca, per lb.	0 08½	0 09
Do. fancy	0 09	0 11

NUTS STEADY

Toronto.

NUTS.—There are no changes in the market to report over the holiday. Quotations are fairly steady.

NUTS—		
Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian		0 25
Do., Chili		0 21
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, lb.		0 30
Do., sweetened, lb	0 28	0 32
Do., shred		0 25
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium	0 15½	0 18
Mixed nuts, bags 50 lbs.	0 20	0 25
Pecans		0 30
Shelled —		
Almonds, lb.	0 48	0 55
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.	0 87	0 90
Do., Manchurian	0 63	0 65
Do., broken	0 53	0 55
Jordan almonds	0 70	0 75
Peanuts, Spanish, lb.		0 11
Pecans, lb.		1 40
Brazils		0 72

TEAS HOLD STRONG

Toronto

TEAS.—Some wholesalers have again advanced quotations on the lower grade teas. This is the result of the stronger primary markets and the higher replacement costs. The market continues strong and as spot prices are still out of line with 2nd primary markets, the trade can naturally look for still further advances.

TEAS—		
Pekoe Souchongs	0 32	0 38
Pekoes	0 32	0 58
Broken Pekoes	0 35	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans		0 58
Do., seconds		0 50
Hyson thirds	0 30	0 35
Do., pints	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade.

POTATOES TEND FIRMER

Toronto.

VEGETABLES.—The vegetable market is quiet with little change in prices. Potatoes have a shade firmer tone but quotations are unchanged, and there still appears to be heavy supplies in warehouses.

VEGETABLES—		
Cabbage, per barrel	3 50	4 00
Potatoes, Delaware, per bag	1 65	1 75
Do., Ontario	1 25	1 40
Beets, per bag	0 75	1 00
Carrots, per bag	0 85	1 00
Turnips, per bag		0 85
Parsnips, per bag	1 00	1 25
Onions, Spanish, crate	6 00	6 50
Do., sack, 100 lbs.	6 00	6 50
Celery, per crate		4 50
Cauliflower, Cal., case		6 00
Tomatoes, hot house, lb.		0 35
Head letuce, iceberg, case		5 25
Sweet potatoes, per hamper	2 75	3 00
Cucumber, hot house, per doz.		3 75
Mushrooms, per bkt.		3 00

ACTIVE FRUIT MARKET

Toronto.

FRUITS.—The market is fairly active with a particularly good movement in imported fruits. Apples are now moving steadily with a good demand for quality stuff. There are few changes in quotations which for the most part remain steady.

FRUITS—	
Oranges, Floridas, all sizes	6 00
Oranges, Navels, 100s	6 00
Do., 126s	6 00
Do., 150s, 176s, 200s	6 00
Tangerines, per case	5 50
Lemons, Messina	5 00
Do., California	5 00
Bananas, per lb.	0 08½
Apples—Barrel.	
Spys, No. 1	8 50
Spys, No. 2	7 50
Spys, No. 3	5 00
Greenings No. 1	7 00
Greenings No. 2	6 50
Baldwins No. 1	7 00
Baldwins No. 2	6 50
Grapes, Emperor	4 00
Do., Do., kegs	8 00
Do., Malaga, bbls.	14 00 16 00
Apples, B. C. boxed	3 25 4 50
Cranberries, Cape Cod. * bbl. box	13 00
Grapefruit, Florida, 54s	6 00

FLOUR STEADY TO FIRM

Toronto.

FLOUR.—The market is holding steady under a moderate demand for domestic use.

BRAN AND SHORTS SCARCE

Toronto

MILLFEEDS.—Bran and shorts continue scarce and millers generally are not making any straight car lot shipments. Purchasers are required to take a certain amount of flour with each car. The situation remains strong which is attributed to the light crop of feed grains in Ontario last season. Quotations are unchanged but the greatest factor at the moment appears to be a matter of procuring supplies more than one of price.

MANITOBA MARKETS

WINNIPEG, Dec. 28.—Wholesalers report the holiday season trade very satisfactory and many lines such as nuts, raisins, and various lines of candy, have been practically cleaned up. The coffee and rice market continues to rule firm. The primary prune market has shown an advance and indications point to further advances as stocks are getting low. The canned goods market is ruling firm under a light demand. All lines of nuts continue firm. The New York raw sugar market has declined and the trade can expect a reduction on Canadian refined. The tea market shows no change. The primary spice markets are ruling firm. There has been a good demand for both fruits and vegetables and oranges have shown a decline. Valencia onions are quoted lower.

COFFEE MARKET STRONG

Winnipeg.

COFFEE.—The primary markets continue in a strong position with prices steadily advancing. Locally there is no change in quotations to the retail trade but the tendencies are for firmer prices.

COFFEE—		
Rio, roasted, best grade, per lb..	0 19½	0 20½
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica ,roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb...	0 51	0 53
Bourbon, best grade, per lb.....	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

ROLLED OATS FIRMER

Winnipeg.

ROLLED OATS.— Rolled oats continue in a strong position and although wholesalers' quotations are unchanged there is a tendency for higher prices. The primary market has advanced recently and with the improved domestic demand it is expected that prices will be higher very shortly. Barley is showing a firmer tone.

PACKAGE CEREALS		
Rolled Oats, 20s, round cartons.	4 00	4 65
Do., 36s, case square pkts.	....	3 60
Do., 18s, case	....	2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, per case.	....	3 40
Puffed wheat, 4 doz. case, per case ...		4 40
Puffed rice, 3 doz. case, per case		5 70
Cream of Wheat, 3 doz. case, per case..		9 00
Grape Nuts, 2 doz. case, per case		3 80
Package Peas, 3 doz. case, per case....		3 00

BULK CEREALS		
Rolled Oats, 80s, per bag	....	2 40
Do., 40s, pr bag	....	1 25
Do., 20s, per bag	....	0 65
Do., 10-8s, per bale	....	3 15
Do., 15-6s, per bale	....	3 65
Oatmeal, 98s, gran. or stand. bag		3 30
Wheat Granules, 98s, per bag...	....	6 10
Do., 16-6s, per bale	....	6 60
Peas, whole, green, 100-lb. bag, per bush		3 85
Do., split, yellow, 98s, per bag		7 50
Do., split, yellow, 49s, per bag		3 80
Beans, fancy, hand picked, 100-lb. bag, per bush.	3 80	4 25
Do., Lima, 100-lb. bag, per lb.		0 10½
Barley, pot, 98s, per bag	....	3 90
Do., pot, 49s, per bag	....	2 00
Do., pot, 24s, per bag	....	1 02
Barley, pearl, 98s, per bag	....	5 05
Do. pearl, 49s, per bag	....	2 58
Do., pearl, 24s, per bag	....	1 33
Cornmeal, 98s, per bag	....	2 50
Do., 49s, per bag	....	1 30
Do., 24s, per bag	....	0 70
Do., 10-10s, per bale	....	3 00
Buckwheat grits, whole, 98-lb. bags, per bag		8 75

PRUNE MARKET ADVANCES

Winnipeg.

DRIED FRUIT.—Advices from the primary markets state that prunes are about ¼c higher on sizes 30s and 40s and that small prunes are also tending upward in price. Sizes larger than 50s and smaller than 80s are reported scarce. Buying of prunes has already been resumed and heavy orders have been booked for January delivery. Prunes are getting into comparatively small compass for the time of year and considering the quantities that have been moved out during the past few months it leads one to believe that there will be a further advance very shortly. Peaches are scarce and firm. Apricots are practically cleaned up and quotations are being advanced.

CANNED GOODS STEADY

Winnipeg.

CANNED GOODS.—The salmon market continues strong, especially on the best grades. Stocks at the coast are in small compass and sockeyes are reported scarce. The canned vegetable market is generally unchanged. There is a fair demand for corn, peas and tomatoes and the pack this year is comparatively light, with a steady market on these lines, with a possibility of working to higher levels. The demand for canned fruit is moderate. Stocks in wholesalers' hands are much lighter than usual at this season and indications point to the fact that values will be well maintained.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz...	....	3 75
Finnan Haddie, 1s, 4 doz. case	8 25	11 50
Do., ½s, 8 doz. case, case	....	7 25
Herring (Can.) 1s, 4 doz. case per case	6 50	8 00
Do., imported, ½s, 100 doz. case ..		21 50
Lobsters, ¼s, 8 doz. case, doz.		2 35
Do., ½s, 4 doz. case, doz...	....	4 00
Oysters, 1s, 4 doz. case, case .	....	9 40
Do., 2s, 8 oz. 2 doz. case, case	....	7 90
Pilchards, 1s, tall, 4 doz. case, per case	....	6 90
Do., ½s, flat, 8 doz. case, case	....	9 00
Salmons—		Per case
Sockeye, 1s, tall. 4 doz. case	....	20 00
Do., ½s, flat, 8 doz. case .	....	21 25
Red Spring, 1s, tall, 4 doz. case	....	16 25
Do., ½s, flat, 8 doz. case..	....	17 00
Cohoe, 1s, tall, 4 doz. case..	12 00	13 00
Do., ½s, flat, 8 doz. case...	13 00	14 00
Pink, 1s, tall, 4 doz. case ...	....	6 25
Do., ½s, flat, 8 doz. case ..	....	8 00

CANNED FRUITS (Canadian)		Per case
Apples, 6 tins in case	....	3 20
Blueberries, 2s, 2 doz. case ...	....	5 00
Cherries, 2s, 2 doz. case	....	7 20
Gooseberries, 2s, 2 doz. case .	....	7 50
Lawtonberries, 2s, 2 doz. case .	....	7 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case	....	6 00
Plums, Lombard, H. S., 2 doz. case	....	5 95
Plums, Lombard, L. S., 2s, 2 doz. case	....	4 65
Raspberries, 2s, 2 doz. case ...	8 00	8 60
Strawberries, 2s, 2 doz. case ...	8 00	8 60

CANNED FRUIT (American)		Per case
Apricots, 1s, 4 doz. case	....	10 60
Peaches, 2½s, 2 doz. case	....	9 15
Peaches, sliced 1s, 4 doz. case.	....	10 85
Do., Halves, 1s, 4 doz. case.	....	10 75
Do., 2s, 2 doz. case	....	6 90
Pears, 1s, 4 doz. case	....	12 75
Pineapple, sliced, 2s, 2 doz. case		7 25

CANNED VEGETABLES		
Asparagus tips, 1s, tins, 4 doz. case, per doz.	....	4 40
Beans, Golden Wax, 2s, 2 doz. case, per case	....	4 75
Beans, Refugee, 2s, 2 doz. case..	....	4 60
Corns, 2s, 2 doz. case	....	3 50
Peas, Standard, 2s, 2 doz. case	3 65	3 90
Peas, Early June, 2s, 2 doz. case	....	4 50
Sweet Potatoes, 2½s, 2 doz. case	....	7 00
Pumpkin, 2½s, 2 doz. case ..	....	3 35
Sauer Kraut, 2½s, 2 doz. case.	....	4 10
Spaghetti, 2s, 2 doz. case	....	2 05
Tomatoes, 2½s, 2 doz. case	....	4 10
Spinach, 2½s. 2 doz. case	....	6 75

NO CHANGE IN STARCH.

Winnipeg.

STARCH—There are no price changes to report in this market which at the present time is steady with a fair demand for immediate requirements.

STARCHES	
Cornstarch, 1-lb. pkg., per lb.	0 09½
Do., No. 1 quality, 1-lb. pkgs.	0 10⅝
Gloss, 1-lb. pkg., per lb.	0 10⅞
Celluloid, 1-lb. pkg., per case	4 30

JAM MARKET STEADY

Winnipeg.

JAMS.—The jam market continues in a steady position. Stocks of pure strawberry and black currant jams are light and many packers are completely sold out. While the demand is limited to immediate requirements, no change has occurred in local quotations.

JAMS	
Strawberry 4s per tin	0 91
Black Currants, 4s, per tin	0 91
Raspberry, 4s, per tin	0 91
Apricots, 4s, per tin	0 85
Cherry, 4s, per tin	0 85
Peach, 4s, per tin	0 85
Compound (all flavors), 4s, tin	0 55

SHELLED WALNUTS FIRM

Winnipeg.

NUTS.—Reports from the primary market state that French shelled Bordeaux walnuts for January and February delivery are still firm due to the advance of the franc and the shortage of walnuts. Higher prices may be expected. There has been a strong advance in shelled almonds. The advance in sterling exchange has affected this line and prices are well maintained. Spanish shelled peanuts are slightly easier and trading is quiet. Higher prices are also expected on this line after the first of the year. There is no change in Brazils and lower prices are looked for very shortly.

NUTS, SHELLED—	
Almonds, per lb.	0 49½
Spanish Peanuts, No. 1, lb..	0 12½
Pecans, per lb.	1 40
Walnuts, per lb.	0 70
Brazils, per lb.	0 70
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 23½
Walnuts, per lb.	0 23
Almonds, per lb.	0 20½
Brazils, per lb	0 18
Pecans, per lb.	0 30
Filberts, per lb.	0 16
Pecans, per lb.	0 30

SUGAR MARKET WEAK

Winnipeg.

SUGAR.—The New York raw sugar market has declined and there is a general expectation from the trade of a reduction in prices for Canadian refined sugar in the very near future, as a result of the weakness in raw. The feeling seems to emphasize the general disposition to defer purchases as long as possible as the few orders placed are for small lots that are actually needed for present use.

SUGAR

Extra gran. bags, 100 lbs.	8 50
Do., gunnies, 5-20 lbs.	8 90
Do. gunnies 10-10 lbs.	9 00
Do., cartons, 20-5 lbs.	9 10
Do., cartons, 50-2 lbs.	9 25
Yellow, No. 1 lt., bags, 100 lbs.	8 10
Do., golden, bags, 100 lbs.	8 00
Powdered sugar, bbls.	8 90
Do., boxes, 50 lbs.	9 10
Do., boxes, 25 lbs.	9 30
Icing barrels	9 00
Do., boxes, 50 lbs.	9 20
Do., boxes, 25 lbs.	9 40
Soft lumps, boxes, 100 lbs.	9 30
Do., boxes, 50 lbs.	9 60
Do., cases, 20 cartons	10 35
Do., cases, 40½ lbs.	11 10
Small lump, boxes, 100 lbs.	9 20
Do., boxes, 50 lbs.	9 30
Do., boxes, 25 lbs.	9 50
Do., cartons, 50 2-lbs.	10 60
Hard lump, boxes, 10 lbs.	9 30
Do., boxes, 50 lbs.	9 45
Do., boxes, 25 lbs.	9 60

SYRUPS UNCHANGED

Winnipeg

SYRUPS.—There is a fair demand for corn and cane syrups at this season of the year and prices are steadily maintained. The demand for molasses is confined within the narrow limits defining immediate needs of consumption and quotations are unchanged.

CANE SYRUP—

No. 2s	5 95
No. 5s	6 75
No. 10s	6 30
No. 20s	6 10

CORN SYRUP—

Cases, 2-lb. tins white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 45
Cases, 20-lb. tins, white, ¼ doz. in case	4 45
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz. in case	3 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 95

MAPLE SYRUP—

Pure, 2½'s, tins, case of 2 doz.	20 00
Pure, 5s, per case of 1 doz.	19 10
Pure, 10s, per case of ½ doz.	17 75

TABLE SYRUP—

Maple flavor, 2½'s, tins, per case of 2 doz.	10 50
Do., 2s, tins, per case of 1 doz.	10 00
Do., 1s, tins, per case of ½ doz.	9 75

MOLASSES BARBADOES—

2 lb. tins, 2 doz. case	8 35
3 lb. tins, 2 doz. case	10 80
5 lb. tins, 1 doz. case	9 50
10 lb. tins, ½ doz. case	9 20

MOLASSES BLACKSTRAP—

½s. 4 doz. case, per case	4 65
2s, tins, 3 doz. case	4 50
2½'s, tins, 2 doz. case	4 15
5s, tins, 1 doz. case	3 95
10s, tins, ½ doz. case	3 80

RICE MARKET STEADY

Winnipeg.

RICE.—Southern advices show a steady to firm market on rice. Canadian mills are now quoting on new crop Oriental rices at reasonable prices. Supplies of rice would indicate a firm, if not higher market.

RICE—

No. 1 Japan, 100-lb. sacks, lb.	0 08
Do., 50-lb. sacks, lb.	0 08½
Siam, 100-lb. bags, lb.	0 06
Do., 50-lb. bags, lb.	0 06¼
Sago, sack lots, 130 to 150 lbs., per lb.	0 07¾
Sago, in less quantities, lb.	0 08¼
Tapioca, Pearl, per lb. 0 07¾	0 08¼

NO CHANGE IN TEAS

Winnipeg.

TEA.—The primary market on tea continues to show a firm tone and prices are well maintained. There has been an active demand from all quarters for practically all kinds of tea but the limited offerings of Ceylon would indicate that the trade can expect higher prices in the near future.

INDIA AND CEYLON—

Pekoe Souchongs, first quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoe, first quality	0 40	0 42
Do., second quality	0 35	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe 1st qual.	0 50	0 60
Japan, first quality	0 42	0 50

JAVAS—

Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45
Broken orange Pekoe	0 38	0 48

SPICE MARKET STRONG

Winnipeg.

SPICE.—The general tone of the spice market continues strong, with pronounced firmness in black and white peppers. The demand for Jamaica ginger has eased off and futures are being offered on lower basis. There is prcatically no change in the local market.

Allspice, Jamaica, best qual., lb.	0 22
Cassia, Batavia, per lb.	0 35
Do., China, per lb.	0 25
Chillies. per lb.	0 55
Do., No. 1, per lb.	0 53
Cinnamon, Ceylon, per lb.	0 50
Do., No. 0, carton, doz.	0 90
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 45
Ginger, washed. Jamaica, No. 1	0 65
Do., Jamaica, No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb.	0 65
Pepper, blk., Singapore, ex. lb.	0 22
Do., white, per lb.	0 35
Pickling, ¼-lb. pkg., per doz	0 90
Do., bulk, No. 1, per lb.	0 22

GROUND SPICE

Allspice, bulk, per lb.	0 20
Do., No. 2, per lb.	0 25
Do, 2 oz. cartons	0 95
Do., 4 oz. cartons	1 20
Cassia, No. 1 bulk, per lb.	0 27
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	0 95
Do., No. 1, 4 oz., cartons	1 50
Cinnamon, bulk, per lb.	0 55
Do., 2 oz. cartons	0 95
Do., 4 oz. cartons	1 75
Cloves, bulk, per lb.	0 50
Do., 2 oz., cartons	0 95
Do., 4 oz. cartons	2 00

FLOUR MARKET FIRM

Winnipeg.

FLOUR.—There is a firmer tone to the wheat market and farmers are showing a decided tendency to hold their wheat for higher prices which the majority appear to believe will come, especially if the export trade or demand should broaden.

FLOUR—

98-lb. sacks	3 90
Two 49-lb. sacks	3 98½
Four 24-lb. sacks	4 07½

ORANGES EASIER

Winnipeg

FRUITS.—There is little change in the fruit market. Oranges are slightly easier in price, and after the first of the year further declines are expected. Lemons have advanced 50 cents per case and are quoted from $6.50 to $7.00. Grapefruit is fairly steady at $6.50 per case. Malaga grapes are in good demand at $16.00 per keg.

VALENCIA ONIONS LOWER

Winnipeg

VEGETABLES.—There has been a decline of 50c per case on Valencia onions, and they are quoted at $7.00 to $7.50. B.C. onions show no change and are quoted at $5.00 per sack. Cranberries continue high and 33 pound boxes are quoted at $7.50. Florida tomatoes are on the market, but are ruling at a high price of $18.00 per case. Other lines, however, show no change and there is a fairly steady demand for all lines.

VEGETABLES

Cabbage, per lb.	0 02
Head Lettuce, per case	4 00
Head Lettuce, per dozen	1 75
Leaf Lettuce, per dozen	0 75
Green Onions, per doz.	0 75
Cucumbers, per doz.	7 00
Tomatoes, per case	18 00
Potatoes, per bushel (Carload lots)	0 50
Do., per bushel (smaller lots)	0 55
Celery, B. C., per pound	0 09
Onions, per sack (B.C.)	5 00
Do., per case (Valencia) 7 00	7 50
Mint, per doz.	1 00
Cauliflower, per dozen	3 25
Parsley, per dozen 0 50	0 75
Carrots, per lb.	0 02
Beets, per lb.	0 02
Parsnips, per lb.	0 02
Brussels sprouts, per lb.	0 35
Chinese cabbage, per lb.	0 20
Green peppers, per lb.	0 32
Leeks, per doz	0 75

PRUNE MARKET STRONG IN THE WEST

One of the biggest operators on the Coast, in a letter to the trade, comments on prunes: "With a total crop estimated at 95,000 tons, the California Prune & Apricot Growers is considered to have unsold less than 18,000 tons, all new crop and mostly outside stock. In independent growers' hands there are less than 800 tons unsold in the entire State, two-thirds of these being in the Santa Clara Valley. The holdings of independent packers collectively are probably less than 8,500 tons. Deducting from these figures, we have a total of less than 28,000 tons of prunes unsold in California to-day, with 67,000 tons already marketed. This position is most unusual for December 1, and the surprising feature is that the total sold has very largely gone into consumption. When, in conjunction with this, it is recalled that since May 1 there have also been marketed some 25,000 tons of 1920 crop out of California, making the total sales since May 1 close to 92,000 tons, as compared to a balance unsold now of only 28,000 tons, it is easy to appreciate the heavy increase there has been in prune consumption over former years, when prices were relatively higher. Of the 11,000 tons of Italian and 1,000 tons of Petites produced in the Northwest this year, independent packers collectively have unsold about 1,500 tons, and the combined unsold tonnage of the Prune Association is estimated at less than 1,200 tons. There are almost no Petites unsold, and the stock of Italians in independent growers' hands is inconsequential.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Dec. 27.—There are few changes in the markets this week. Flour advanced 10c per barrel making the price $7.75. Bran and shorts advanced $2.00 per ton bringing the price of bran to $20.00 and shorts to $22.00 per ton. Bovril is reduced 5c to 30c per doz. Royal Excelsior dates are down 50c per case. Shrimps, both wet and dry pack are quoted at $2.90 per doz.

Beans—Ashcroft, per cwt.		6 00
Do., Kotenashi, per cwt.		5 90
Rolled oats, 80s		2 25
Rice, Siam	5 50	6 00
Japan, No. 1	7 35	8 00
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.		7 75
Sugar, pure cane, gran., cwt.		8 72
Cheese, No. 1, Ont., large	0 22½	0 23
Alberta cheese, twins		0 22¾
Do., large		0 22¼
Butter, creamery, lb.	0 39	0 45
Do., dairy, lb.	0 30	0 35
Lard, pure 3s	12 30	12 60
Eggs, new laid, local, case		18 00
Do., No. 1 storage, case		16 00
Tomatoes, 2½s	4 15	4 35
Pumpkin, 2½s, case		4 40
Lemons, case		7 75
Corn, 2s, standard case	3 35	3 60
Peas, 2s, standard case	4 20	4 30
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	8 40	9 25
Cherries, 2s, red, pitted		8 50
Peaches, 2s, halves		5 85
Do., 2s, sliced		6 25
Apples, evaporated, lb.		0 18
Do., 25s, lb.		0 18½
Pineapples, Hawaiian, sliced 2's	6 30	7 85
Do., canned, 2s	7 45	7 90
Potatoes, local, ton	20 00	30 00

Saskatchewan Markets

FROM REGINA BY WIRE

Regina, Sask., Dec. 27.—Christmas being over, some wholesalers find they are carrying over some lines of Christmas goods, but generally speaking supplies are pretty well cleaned up. Currants are advanced one cent per pound. Royal Excelsior dates dropped 50c. per case making present price $5.30.

Beans, Kotenashi	5 95
Rolled oats, 80s	2 42
Rice, Siam	6 50
Rice, Blue Rose	9 25
Tapioca	7 25
Sago	7 25
Flour, per bbl.	7 95
Sugar, pure cane granulated, cwt.	8 70
Cheese, No. 1, Ontario, large	0 22
Cheese, No. 1, Ontario, twins	0 22¼
Butter, creamery, lb.	0 45
Butter, dairy, lb.	0 30
Lard, pure, 3s	11 10
Eggs, new laid, local	18 00
Do., No. 1 storage	15 60
Tomatoes, 2½s, choice	4 50
Lemons, case	9 00
Corn, 2s, standard choice	3 65
Peas, 2s, standard choice	4 15
Do., 2s, Early June, choice	4 87
Salmon, Sockeye, 1s	21 00
Do., Sockeye, ½s	22 05
Strawberries, 2s, B.C. choice	8 75
Raspberries, 2s, Ontario choice	8 75
Cherries, 2s, red, pitted	7 20
Peaches, 2s, halves	7 20
Do., 2s, sliced	6 00
Apples, evaporated, lb.	0 42½
Peaches, evaporated, lb.	0 23
Prunes, 70-80	0 13

Some Useful Hints That Will Be Helpful to the Salesman

THE PREVAILING habit of customers is to purchase just what is absolutely essential at a price as low as can be obtained. Here is where every bit of information relative to the manufacture of various lines is of value to the sales staff, who are prone, as a rule, to content themselves with selling just what the customer asks for, and making no further effort to interest her either in the purchase itself or in other allied lines of merchandise.

Sell Satisfaction

The popular definition of salesmanship that prevailed not many years ago would have to undergo severe revision to be applicable to the science of selling as it is practised today. Time was when the main object of a salesman was to sell a customer something—anything, so long as a sale of some kind was made. A sale is not a successful sale, not a complete sale nor a profitable one for the store unless you sell satisfaction with each item. In helping customers to "make up their minds" you are performing a service of no mean importance, and selling is nothing more nor less than influencing the minds of prospective customers. There is no mystery about salesmanship, the careful attention to details that the business merits, and to know the merchandise that you are selling.

To be a real salesman means a clear understanding of what influences customers most favorably, and the constant application of such standards of practice as you may evolve from your own and the experience of others, so as to impart to your prospective customer the best knowledge possible regarding the construction and use of the goods in question.

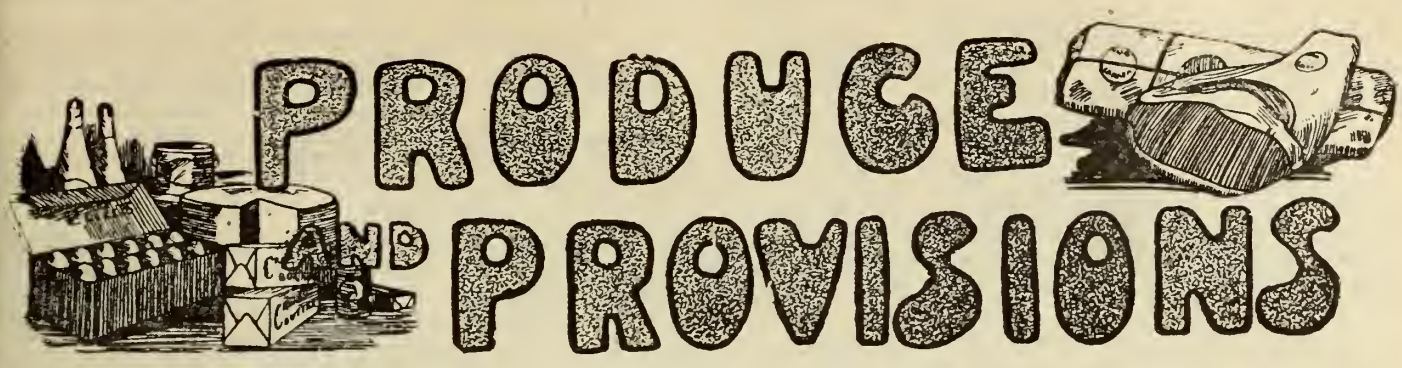
The foregoing as well as the subsequent hints on salesmanship were supplied to Canadian Grocer by a leading manufacturer, who formerly was on the staff of a large department store where he had an opportunity of gleaning much valuable data relative to handling sales. In discussing the subject of selling merchandise in a retail way, for instance, this man emphasized the fact that in every sale there were four features to be considered.

The Greeting

First, there should be a suitable greeting to the customer, for first impressions are often lasting. To convey an impression of willingness to serve, the approach should be characterized by promptness. No matter what duty is claiming attention, the advent of a customer should cause the salesman to discontinue other work and immediately resume the function of selling. Customers should be met more than half way, and the bearing and appearance of the salesman, his apparel and attitude of deference to the customer's wishes, his tone of voice and general manner should be such as to inspire confidence in his ability and reflect his pleasure in having an opportunity to serve. The salesman's approach is practically the selling of himself to the customer. Therefore, say and do first what will please the customer best, as near as you are able to determine from a hurried estimate as she approaches.

Showing Goods

Second, introduce your merchandise with as few questions as possible and show about the grade of goods you think the customer will want, offering better goods immediately afterward. Bring the goods to the customer whenever possible and place them within reach. See that nothing is on the counter which will detract from the appearance of the merchandise you wish to sell. Demonstrate the use or in some way prove to the customer in the first few seconds that the goods offered are especially suited to the purposes she has in mind. Be positive in your statements regarding quality. Use first, the principal reason why this customer should want this article.



"It is Profitable to Sell Graded Eggs"

C. Clarke of the A. & C. Grocery in Vancouver, B.C., Finds That Selling Eggs on the Basis of Weight is Really the Best Plan, and Selling the Government Graded Eggs Practically Means Selling By the Pound.

By Staff Correspondent Canadian Grocer

VANCOUVER, B. C., Dec. 27—"The practice of selling bananas by the pound has passed the stage where it needed defending," remarked C. Clarke, of the A. & C. Grocery, Vancouver, to a Canadian Grocer representative the other day. "There are a few grocers, I see, who still argue that bananas should be sold by the dozen. As far as I can see there is much to be said for selling bananas by the dozen, so long as they are charged for by the pound.

"We have gone a step further. We are selling eggs by the government grade, which practically means, 'by the pound.' I believe I am safe in saying that this was the first store in British Columbia to adopt the government grade wholly in its egg sales. First we had a window specially dressed, getting the Department of Agriculture's educational display material as used at thes Vancouver Exhibition. The Department was pleased to co-operate with us. That was weeks ago. This style of marketing does exactly what the government says it does. It provides a way in which every purchaser of eggs may be protected against unsatisfactory results in the purchase of eggs, and at the same time, securing full value for the money spent.

Standardized as to Quality

"Canadian eggs have been standardized as to quality and size. While this was done primarily for the upbuilding of Canada's export business in eggs, it is clearly in the best interest of the dealer and the consumer, that this grading be used in domestic trading as well. The eggs are sorted into the following four grades, each grade being clearly defined as to quality and size.

"'Specials.' These eggs are of course the very highest quality and weigh 25 ounces or over, per dozen.

"'Extras' are those fine eggs weighing 24 ounces or over per dozen.

"'Firsts' weigh 23 ounces and over.

"'Seconds' weigh 2 ounces and over.

Resu'ts of Practical Tests

"The household Science Department of Macdonald College was asked to make practical tests of the various grades. These tests were to deal with the relative suitability of the various grades for culinary purposes. The Department provided us with letters setting forth the results of these experiments which have proved of great interest to our customers. The details in the letter read as follows:—

The following is a brief summary of the results of a recent series of experiments carried out by the Household Science Department of the Macdonald College, in reference to the relative suitability of the different grades for culinary purposes.

Three types of experiments were used;

1. "Eggs served alone," or "Eggs as Eggs."

Illustrating how the A. and C. Grocery in Vancouver, B. C., made a window display of government graded eggs.

2. "Eggs as Lightening Agents," or "Eggs in Flour Mixtures."
3. "Eggs as Thickening Agents," or "Eggs in Milk Mixtures."

Conclusions;

Eggs grading as Specials are attractive in appearance when cooked alone or in combination with other foods, and give a delicious flavor to any prepared dish. These eggs are not found on the market at all seasons.

Eggs grading as Extras are very satisfactory, giving good results when cooked alone, or in combination with other foods. Extras can always be obtained and should prove very popular as the housewife can be sure of the results from this grade.

Eggs grading as Firsts may be used, but the flavor is not as delicious, nor the texture as good as when the higher grades are used.

Eggs grading as Seconds are not uniform in appearance or flavor. The stale flavor is much more noticeable in some than in others. Seconds should not be used as "Eggs served alone," or in any mild flavored dish. They may be used for cooking purposes in any dish where a strong flavoring is used.

These conclusions, supported by personal experience, should appeal to the housewife as a means of determining the grade or grades which will best suit her requirements. When purchasing, specify the grade desired and insist upon getting it, preferably in a package marked with the name of the grade.

Yours faithfully,
W. A. Brown
Chief of Poultry Division.

Is Profitable to Grocer

"It is very desirable that the public should learn to ask for the eggs by naming the Government Grade they want," the Grocer representative said, "but has it been profitable for you to take the time, and devote the window space to this educational work?"

"A retailer cannot afford to do much general educational work unless he does cash in on it at once," said Mr. Clarke, "but in this instance I can report that our egg business in the last two months has increased four fold."

Deliveries in Cartons

The A & C Grocery delivers all its eggs in cartons. In speaking of this Mr. Clarke said, "We find that it costs us about one cent per dozen for cartons. The cartons cost two cents each and we average two trips per carton."

Dealing with the grading of the eggs, Mr. Clarke explained, "the Department trained one of our employees to grade the eggs to the government standards. The department seems willing and eager to co-operate with any retailer who shows a disposition to adopt the Government grading."

How Eggs Are Label'ed

The eggs displayed in the store are labelled as follows:—

"Specials" 25 oz and over, per dozen 90 cents.
"Extras" 24 oz. and over, per dozen 85 cents
"Firsts" 23 oz. and over, per dozen 80 cents.
"Seconds" 20 oz. and over, per dozen 65 cents.

"Any method of marketing any line that the grocer handles, that will show him an increased business of 300 per cent. is worth taking seriously," said Mr. Clarke.

Salmon Resources Of The Fraser Must Be Conserved

Vancouver.—With the worst season since 1908 just passed and facing the prospect of continuation of low production years, British Columbia salmon interests are determined to bring about some agreement with the authorities in the State of Washington to prevent the use of trawls and nets in all waters adjacent to the Fraser River, in a desperate attempt to conserve the salmon resources of the district.

The rapid depletion of the Fraser River salmon has caused widespread alarm this year, and the extent to which the decline has gone is illustrated by the publication of figures showing the pack during the last few years. The British Columbia salmon pack this year was 603,458 cases of all varieties. This is the smallest pack since 1908, when the pack was 542,000 cases.

W. A. Found, assistant deputy Minister of Fisheries, is now in British Columbia attempting to work out a successful basis of settlement with the American authorities. For twenty years the question of Fraser River salmon conservation has been kicked back and forth over the boundary line, without effective results being reached.

Creamery Butter Exhibits Will Have Over 200 Samples

Winnipeg, Dec. 27.—Every effort is being put forth to make the annual convention of the Canadian Produce Association which will be held here at the Fort Garry Hotel on January 30 and 31 the biggest success ever. This convention precedes that of the annual gathering of the Manitoba Dairy Association. One of the features of both the Produce convention and also that of the Dairy Association will be the creamery butter exhibit that will comprise over 200 samples, representative of every province in the Dominion. The competitions to be decided call for the distribution of $870. in cash prizes, together with silver cups, medals and diplomas.

The programme will be short and interesting. It will cover every angle of the produce business without going into tiresome detail. Ample time will be provided for the discussion of live topics and for making new acquaintances and renewing old ones, outside of convention hours.

On Monday evening January 30, there will be a banquet for the produce dealers and their ladies. The entertainment committee is planning some novel features for this affair, and it promises to be the best ever had.

Potatoes Are More Plentiful Than First Estimated

Canada's potato crop did not turn out so badly after all, as shown by the estimate made at the end of November by the Dominion Fruit Commissioner's Branch, and published in their latest bulletin.

There is, of course, a reduction all around, but it is not as bad as was expected earlier in the season. The total acreage this year was reduced to 701,91[illegible] acres, against 784,544 last year, and the estimated yield this year was pulled down to 158½ bushels, against 170½ bushels last year, which brought this year's production down to 110,895,000 bushels, compared with 133,831,400 last year.

It will be noted there is a wide discrepancy in the estimates made by the provincial and Dominion officials in setting down the Alberta yield. In the provincial statement published recently the yield per acre was placed at 133 bushels while the Dominion figures placed it at 158½ bushels. This difference in yield made the provincial department's figures 6,833,141, against 8,143,000 by the Dominion.

Comparative yields by provinces are given in the fruit bulletin:

	1921	1920
Alberta	8,143,000	7,138,000
B. C.	2,940,000	2,933,700
Saskatchewan.	10,344,000	6,861,000
Manitoba	6,340,000	3,410,000
Ontario	16,984,000	23,961,700
Quebec	36,089,000	57,633,000
N. B.	16,192,000	15,510,300
Nova Scotia.	6,414,000	10,209,000
P. E. I.	7,499,000	6,174,700
Totals	110,895,000	133,831,400

The total value of this year's crop is $85,677,000, as an estimate, against $129,803,000 last year. The average price this year is set at 77c, against 97c last year.

Last estimates on the U. S. crop placed the yield at 356,076,000, against 428,368,000 last year.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 28.—The feature of the produce market is the easier trend to the egg market in view of a better production. There is no actual change in the quotations but the tendency is downward. Smoked meats in some cases are higher with a big demand and the fresh meat market shows more strength. Live hogs are quoted a shade higher and beef prices are also slightly advanced. Lard is quiet with only a demand for immediate requirements. The cheese market is unchanged but is steady in price. There is no change in butter but the market has a more steady tone with a freer movement of the new makes. Fish prices are unchanged. On the whole the market is quiet after a brisk Christmas season and in the case of meats in general shows improved strength.

BUTTER MARKET FIRMER

Montreal.

BUTTER—There is no further change in the condition of the butter market. Prices are steady under a fair demand with a better tone to the market.

BUTTER—

Solids, creamery	0 41	0 42
Prints, creamery	0 42	0 43
Dairy solids		0 32

CHEESE MARKET STEADY

Montreal

CHEESE—The cheese market is quiet with a fair demand for local and country accounts. The demand for exportation to England is limited as the strength of the sterling has had the effect of increasing the cost of Canadian cheese laid down in England.

CHEESE—

Large, per lb.		0 21
Twins, per lb.	0 19	0 20
Do., white		0 28
Triplets, per lb.		0 21
Fancy old cheese, per lb.	0 28	0 30
Stilton, per lb.		0 35
Quebec	0 19	0 20

EGG MARKET EASIER

Montreal

EGGS—There is an easier feeling to the egg market with better supplies reaching the market. Prices however show little change but the tendency is downwards on acount of an improved production and the falling off in the demand for new laid eggs at the high prices.

EGGS—

Storage, selects	0 52	0 53
Do., No. 1		0 48

HOG MARKET FIRMER

Montreal

FRESH MEATS—The market for live hogs is without any change of note this week. The offerings are small but quite ample for requirements, as buyers in most cases have provided for their wants until the first of the New Year. The tone of the market is quite firm however, with prices on select light weights running from $11.00 to $11.25 per cwt., which shows a slight increase in the margin on quotations. The trade for dressed hogs is active with a good demand for small lots. The beef market shows more strength with some improvement in demand and better grade of offerings. Prices show a firm tone.

FRESH MEATS—

Hogs, live (selected off cars)		11 00
Fresh killed		16 50
Fresh Pork—		
Legs of pork (foot on)	0 17	0 20
Loins (trimmed)	0 19	0 21
Trimmed shoulders		0 17
Untrimmed		0 14
Pork sausage (pure)		0 20

Fresh Beef—	(Cows)		(Steers)	
Hind quarters	0 10	0 13	0 12	0 16
Front quarters	0 05	0 09	0 05	0 08
Loins	0 19	0 22	0 22	0 27
Chucks	0 07	0 08	0 08	0 09

LARD MARKET QUIET

Montreal.

LARD—The market for lard continues quiet with the demand being only towards small lots to meet actual wants. The prices for Canadian refined grades remain unchanged.

LARD—

Tierces, 60 lbs.	0 14½	0 15½
Pails, 20 lbs.	0 16	0 16½
Tubs, 20 lbs.	0 15½	0 16
Bricks	0 16½	0 18

SMOKED HAMS ADVANCED

Montreal.

SMOKED MEATS—The feature of the smoked meat market is an advance on small smoked hams. This is on account of a shortage in the supplies of hams since the demand has been particularly brisk in the past two weeks. The lighter weights show an advance of from 1c. to 2c. per lb.

BACON—

Breakfast, best	0 33	0 52
Smoked breakfast	0 28	0 40
Smoked breakfast	0 28	0 40
Cottage rolls		0 28
Picnic hams		0 19
Wiltshire	0 25	0 28

MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	0 25	0 28
Do., 14-20	0 25	0 28
Do., 20-25	0 21	0 22
Do., 25-30	0 18	0 20
Over 35 lbs.	0 17	0 19

COOKED MEATS UNCHANGED

Montreal.

COOKED MEATS—There is no change in the market for cooked meats. Prices are steady under a fair demand.

COOKED MEATS—

Jellied pork tongues		0 35
Jellied pressed beef, lb.		0 37
Hams, cooked	0 40	0 45
Pork pies (doz.)		
Sausage, pure pork		0 20
Ox tongue, tins		0 65
Mince meat, lb.		0 16½
Head cheese, 6-lb. tins, per lb.		0 10
Plate beef		22 00

FISH UNCHANGED

Montreal

FRESH FISH—There is no change in the market for fresh fish. The demand has been light during the past week but some improvement is expected early in January. Prices are quite steady with good supplies reaching the market.

FRESH

Filets, 20 lb. boxes	0 17
Herring	0 07
Market Cod, fresh	0 06
Steak cod	0 08
Dressed B. C. Salmon	0 24
Haddock	0 06
Halibut	0 20
Flounders	0 10
Mackerel	0 16
White fish	0 18
Eels	0 13

FROZEN

Skinned perch		0 14
Haddock		06
Halibut		0 20
Chicken halibut		0 17
Market cod	0 05	0 05½
Steak cod	0 06	0 06½
Doree		0 13
Qualla salmon		0 12
Dressed B. C. Salmon		0 22
White fish		0 16
Dressed pike		0 09½
Mackerel		0 13
Lake trout		0 16
Herrings		0 05½

OYSTERS

Shell oysters, bbl.	8 00	15 00
Standard—Per No. 1 can		2 60
Do., No. 3 can		7 60
Do., No. 5		12 26
Jars—1 doz.		4 75

POULTRY PRICES FIRM

POULTRY—Poultry quotations held during the week but the after-Christmas market shows no change in prices with the firm tone holding. The feature of the market is that many retailers were quoting prices on chickens and turkeys as low as the wholesale prices which is accounted for in the fact that many dealers purchased their supplies before the market advanced to the high level. The prospects for the New Year's trade in dressed poultry are good and prices are holding.

POULTRY—

Dressed turkeys		0 54
Geese	0 30	0 31
Ducks	0 34	0 35
Chickens	0 29	0 38
Fowl	0 23	0 28
Roosters	0 16	0 18

NATIONAL FISH DAY, FEBRUARY FIRST

Montreal.

Montreal—The date for the National Fish Day for 1922 has been set for February 1. This day falls on Wednesday and the Fisheries Association is now making plans to make this National Fish Day the biggest one in its history.

Henry Johnson Jr. will talk to the readers of Canadian Grocer next week on the subject of "What sa'ary should the boss get?"..A great many grocers do not take out a definite fixed salary for themselves..Henry Johnson's observations on this subject are interesting.

ONTARIO MARKETS

TORONTO, Dec. 28.—The feature of this market is the continued strength manifest in the market for live hogs. Although live hog prices held fairly steady during the week under review, there was a decidedly strong tone and some sales were made at a slight advance over last week's quotations. Butter and cheese is more or less unsettled with dealers making no effort to hold supplies. Fresh eggs are somewhat easier on account of larger receipts and a lower market in the United States. Storage eggs are firmly held. Lard, smoked meats and cooked meats have a steadier tone. Although the poultry market considerably stiffened previous to Christmas, it is expected that easier conditions will prevail after the new year.

BUTTER UNCHANGED

Toronto.

BUTTER.—The market shows little change as compared with a week ago. A statement of the stocks of butter on hand for the Dominion shows a decrease as compared with last year. On December 1 stocks of creamery butter were 18,394,645 packages as against 20,032,536 at the same date last year and $19,693,968 packages on November 1 this year. There are no changes in local dealers' quotations to the retail trade.

BUTTER—

Creamery prints	0 41	0 43

CHEESE MARKET QUIET

Toronto.

CHEESE.—The market is quiet but prices at the moment are fairly steady. Stocks for the Dominion on December 1 were 15,226,815 boxes as against 22,507,684 on November 1 and 15,831,100 boxes on December 1, 1920.

CHEESE—

Large, new	0 20	0 21
Do., June	0 24	0 26
Stilton, new		0 24

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

FRESH EGGS IMPROVE

Toronto.

EGGS.—The arrivals of Ontario fresh eggs continue to show an improvement and prices have eased off slightly. Some of the dealers who slightly reduced their quotations on storage eggs last week, have advanced their prices this week. Fairly heavy shipments of fresh eggs continue from the United States with prices over there slightly lower. This condition is somewhat reflected in the market here.

EGGS—

No. 1	0 52
Selects	0 57
New laid	0 78

LARD STEADY

Toronto

LARD.—The market shows little change although there appears to be a steadier undertone, which to some extent is a reflection from the stronger hog market.

LARD—

Tubs are ½c higher than tierces and pails one cent higher than tierces.

1-lb. prints	0 16	0 17
Tierces, 400 lbs.	0 12½	0 13

NO CHANGE IN SHORTENING

Toronto.

SHORTENING.—Quotations are unchanged with the situation remaining fairly steady.

SHORTENING—

1-lb. prints	0 15	0 15½
Tierces, 400 lbs.	12½	0 13

MARGARINE

Toronto

MARGARINE.—The demand for margarine is moderate with quotations unchanged.

MARGARINE—

Margarine, No. 1	0 23	0 25
Do., No. 2		0 20

COOKED MEATS STEADY

Toronto.

COOKED MEATS.—During the past week there has been an active demand for cooked hams which is accounted for by the fact that during the Christmas season there generally appears to be a fair demand for this line. Quotations are steady.

COOKED MEATS—

Boiled hams, lb.	0 35	0 37
Do., square pressed	0 38	0 39
Boiled shoulders, lb.		0 28
Head cheese, 6s, lb.		0 10
Choice jellied ox tongue, lb.		0 60
Jellied pork tongue		0 35
Bologna	0 13	0 15

Above prices subject to daily fluctuations of the market.

BACON STEADIER

Toronto

PROVISIONS.—The market for cured meats has a steadier tone hence the hog market strengthened and while at the moment quotations are unchanged, a slight revision upward can be expected.

Hams—

Small, 6 to 12 lbs.	0 25	0 26
Medium, 12 to 20 lbs.	0 25	0 26
Large, 20 to 35 lbs. ea., lb.	0 18	0 21
Heavy, 35 lbs., and upwards		0 17

Backs—

Boneless, per lb.	0 35	0 37
Rolled, per lb.		0 40
Peameal	0 32	0 34

Bacon—

Breakfast, ordinary, per lb.	0 25	0 29
Do., special trim		0 35
Cottage rolls		0 23
Roll, per lb.		0 20
Long clear bacon, av. 50—		
Wiltshire (smoked boneless) lb.		0 24
Do., three-quarter cut		0 28
Do., middle		0 30
Dry Salt Meats—		
70 lbs.		0 18
Do., av., 80-90 lbs.		0 15
Clear bodies, 15-30 lbs.		0 19
Fat backs, 10-12 lbs.	0 13	0 15

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—

Mess pork		30 00
Short cut backs, 200 lbs.		35 00
Picked rolls, bbl., 200 lbs.—		
Lightweight		36 00
Heavy		32 00

Above prices subject to daily fluctuations of the market.

HOGS CONTINUE STRONG

Toronto

FRESH MEATS.—The feature of the market is the steadily strengthening tone to live hogs. During the week under review the market showed continued strength with values 25c per cwt. higher. Live hogs on the fed and watered basis are quoted at $10.50 to $10.75 per cwt. Beef and other fresh meats hold fairly steady with prices remaining unchanged as compared with a week ago.

FRESH MEAT—

Hogs—		
Dressed, light, per cwt.	13 00	15 00
Do., heavy, per cwt.	10 00	12 00
Live, fed and watered, cwt.	10 50	10 75
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 21
Loins		0 22
Fresh hams, lb.		0 22
Tenderloins, lb.		0 50
Picnics, lb.		0 14½
Montreal shoulders		0 15½
Boston butts, lb.		0 16½
New York shoulders		0 17½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 10	0 16
Front quarters, lb.	0 06	0 09
Ribs, lb.	0 12	0 18
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 20	0 23
Hips, lb.	0 10	0 12

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 14
Sheep, whole, lb.	0 05	0 07

Above prices subject to daily fluctuations of the market.

NO CHANGE IN FISH

Toronto

FISH.—There are no changes in this market, quotations are holding fairly steady with a good demand for all lines.

FRESH SEA AND LAKE FISH

Cod steak, lb.	0 10	0 11
Do., market, lb.		0 09
Oysters, No. 1 tins	3 25	3 70
Do., No. 3 tins	9 25	11 10
Do., No. 5 tins	15 00	18 00
Do., glass jars, doz.	5 00	5 75
Do., shell, per bbl.	13 50	14 00
Smelts, No. 1, per lb.		0 20

FROZEN FISH

Halibut, medium	0 18½	0 19½
Do., chicken	0 17	0 18
Do., Qualla	0 12	0 13
Flounders	0 09	0 10
Pike round	0 04	0 05
Do., headless and dressed	0 06	0 07
Salmon, Cohoe	0 16	0 17
Do., Red Spring	0 21	0 22
Brill	0 10	0 11
Sea Herring	0 07½	0 08

SMOKED AND SALT FISH.

Haddies, lb.	0 10	0 12
Fillets, lb.		0 17
Kippers, box	2 25	2 75
Bloaters	2 00	3 00
Ciscoes, lb.		0 18
Salmon snack, lb.		0 24
Digby chicks, 5 to bundle		1 20
Boneless Digbys, 10 lb. box		1 65
Shred cod, box 24 cart.		2 20
Cod, 1 lb. tablet, box 24s.		3 20
Quail on toast		0 14
Holland Herrings, mixed 10-lb. keg.		1 10
Do., milkers, 10 lb. keg		1 20
Labrador Herrings—		
Kegs, 100 lbs.		6 50
Do., barrels, 200 lbs.		12 00

POULTRY LOOKS EASIER

Toronto.

POULTRY.—The market considerably strengthened the last few days previous to Christmas and if the cold weather continues it is expected to hold until after the New Year's holiday. After

hat date dealers are looking for an asier market.

oultry—

Prices paid by dealers—

	Live.	Dressed.
urkeys	0 40	0 47
hickens, spring	20-22	25-30
oosters	0 12	0 15
owl over 5 lbs.	0 20	0 23
Fowl, 4 to 5 lbs.	0 15	0 20
Fowl, under 4 lbs.	0 10	0 16
Guinea hens, pair	1 25	1 50
Geese		0 26
Ducks, 4 lb. and over	0 20	0 28
Prices quoted to retail trade:	Dressed:	
Ducklings	0 32	0 34
Hens, heavy	0 26	0 28
Do., light	0 16	0 20
Geese	....	0 30
Turkeys	....	0 50

MANITOBA MARKETS

WINNIPEG, Dec. 28.—There is practically no change in the produce, provision and fish market. The hog market is ruling slightly firmer and higher. Smoked hams are slightly lower as well as bacon. The butter market remains unchanged. Lard and shortening remain steady. Prices on poultry show an advance on turkeys and geese but chickens remain unchanged. There is a good demand for oysters, crabs and lobsters.

SMOKED HAM LOWER

Winnipeg.

PROVISIONS.—There has been a decline in price on smoked ham. Hams are quoted at 21c to 33c per lb. according to quality. Bacon has also shown a decline and best quality is quoted at 40c per lb. while other grades can be bought as low as 24c. Hams and bacon have enjoyed a ready sale during the last week.

Hams—

8 to 16 lbs., per lb.	0 33
16 to 20 lbs., per lb.	0 33
Boneless, 8-14 lbs., per lb.	0 37
Skinned, 14-18 lbs., per lb.	0 33
Skinned, 18 to 22 lbs., per lb.	0 33
Bacon, 6 to 10 lbs., per lb.	0 40
Cottage rolls, boneless	0 24
Bellies 6 to 10 lbs., per lb.	0 46

BUTTER UNCHANGED

Winnipeg

BUTTER.—The butter market continues with a firm trend and although quotations are unchanged the tendency is for higher prices. Best creamery in cartons is quoted at 45c per pound and in solid at 42c. Business is showing an improvement and there is a good demand for butter.

BUTTER—

Creamery, best table grade	0 45
Best table grade solids	0 42
Margarine	0 22 0 25

CHEESE MARKET EASIER

Winnipeg

CHEESE.—Advices received from the east state that the cheese market is showing an easier tone. Packers however, locally have not changed their prices, and there is a fair demand for Ontario large at 20c per lb., twins at 20½c and triplets at 21c.

CHEESE—

Stilton cheese, large, lb.	0 24
Ont., large, lb.	0 20
Ont., twins, lb.	0 20½
Ont., triplets, lb.	0 21

NO CHANGE IN EGGS

Winnipeg.

EGGS.—There is no change in quotations on eggs. Very few new laid are arriving from the country. The wholesale price on new laid guaranteed eggs is 85c per doz. Other lines are selling at 58c and No. 1 candled eggs at 47c. There is a good demand.

COOKED MEATS UNCHANGED

Winnipeg.

COOKED MEATS. — There is no change in the market for cooked meats. Prices rule steady with only a limited demand due to the season of the year.

COOKED MEATS—

Hams, best quality, skinned 8-14 lbs.	0 43
Do., 13-16 lbs.	0 41
Roast ham, lb.	0 43
Roast shoulders, lb.	0 30
Pork tongues, lb.	0 26
Head cheese, 6-lb. tins, lb.	0 13
Jellied ox tongues, lb.	0 48
Luncheon cooked meats	0 16

LARD MARKET STEADY

Winnipeg.

LARD.—The lard market is ruling steady as a result of the firmer feeling in the hog market. There is practically no change in quotations as pure lard in tierces of 400 pounds is quoted at 15c per lb. with shortening on the same basis at 14c.

LARD—

Pure lards, No. 1 quality, per lb. (in tierces 400 lbs.)	0 15
Do., wooden pails, 20 lbs. pail	3 40
Shortening, tierces of 400 lbs.	0 14
Do., per pail, 20 lbs.	3 20

TURKEYS ADVANCE

Winnipeg.

POULTRY.—Turkeys and geese show an advance this week but chickens are unchanged. The strength in turkeys is attributed to the demand at present in the Southern markets. There has been a splendid demand for the holiday trade. Ducks are reported scarce while chickens are reported plentiful.

POULTRY—

Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 3½ lbs. and up, per lb.	0 24
Fowl, 3½ lbs. and under, per lb.	0 22
Do., 3½ lbs. and up, per lb.	0 24
Turkeys, young, per lb.	42 to 47
Duck, per lb.	0 30
Geese, per lb.	0 30
Roosters, per lb.	0 20

OYSTERS IN DEMAND

Winnipeg

FISH.—There is a good demand for oysters and they are quoted at $4.00 per gallon wine measure and $3.50 per 100 in the shell. Large quantities of fresh crabs have arrived and are meeting with a ready sale at 25c each. Lobsters are also in good demand at 75c per lb. Fresh frozen smelts are quoted at 20c per lb.

FISH—

Brills	0 09
Herring, Lake Superior, 100-lb. sacks	4 00
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 300 lbs.	0 16
Salmon, Cohoe, in broken cases	0 17
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 09
Whitefish, dressed, case lots	0 12½
Whitefish, dressed, broken cases	0 13

Smoked Fish—

Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East. Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 17

Salt Fish—

Holland Herring, milkers, 9-lb. pail, pail	0 90
Holland Herring, mixed, 9-lb. pails, pail	0 85

HOGS ADVANCE

Winnipeg.

FRESH MEATS.—The hog market is showing a slightly firmer tone with quotations up 25c per cwt., bringing the price of live selected hogs to $9.50 per cwt. Trading on the cattle market has been quiet as very few have arrived on the market. Steers of good quality are quoted at $3.75 to $4.50 while heifers are ranging from $3.50 to $4.50. Veal calves are in light demand and prices are ranging from $4.50 to $6.00 according to quality. Good quality lambs are quoted at $8.00.

Hogs—

Selected, live, cwt.		9 50
Heavier	5 50	7 50
Light		9 15
Sows	4 50	6 50

Fresh Pork—

Loins of pork, lb.	0 25	0 27
Spare ribs		0 16
Loins of pork, lb.	0 25	0 27
Fresh hams, lb.	0 20	0 26
Shoulders	0 13	0 15

Fresh beef—from steers and heifers—

Hind quarters, lb.	0 10½	0 14
Front quarters, lb.	0 06	0 08
Whole carcass, good grade, lb.	0 8	0 11

Mutton—

Choice, lb.	0 18
Choice long hinds, legs and loin)	0 27
Choice Stews	0 10

Lambs—

Choice, 30-45 lbs.	0 23

Veal

Good veal, 40 to 80 lbs., hind quarters	0 20

MALAGA'S DRIED FIG PRODUCTION

The dried-fig production in the Malaga district for 1921 may be estimated at 5,000 metric tons and is somewhat less than the 1920 crop, which amounted to between 7,000 and 9,000 tons. At the beginning of the season the arrivals from the country indicated that the crop would be considerably larger, but much unfavorable weather has been experienced since. In addition to the 5,000 tons, it is believed that there are about 3,000 tons of damaged and moist figs which will be used in Spain for feeding cattle.

The present prices paid the actual producers are slightly lower than those of last year, ranging from approximately $2.45 to $2.75 per 100 pounds for Pantejos, of which there is the largest quantity; $3.30 to $3.85 for the Turon variety; $4.40 to $4.95 for Pacuecos, a selected variety of large fig. (Conversions were made from pesetas of $0,137, to the peseta, the prevailing rate of exchange on Nov. 21, 1921.) The packers and exporters' prices are about 30 to 35 per cent. higher to cover the cost of sorting, packing materials, and profit.

Of the 3,600 metric tons exported last year from the port of Malaga, 700 tons were shipped to Great Britain, 600 to the Scandinavian countries, 600 to Belgium, and 500 to the United States.

"Gunns yellow and blue
Is a guide for you."

"Thousands of Customers"

Thousands of people sampled Gunns Maple Leaf Brand Pork Sausages at the Canadian National Exhibition. The many favorable comments indicate that these thousands will be customers for this new line.

Maple Leaf Pork Sausages will keep indefinitely in the tin and can be served either hot or cold. They appeal strongly to the housewife because they can be kept on hand to meet any emergency call that may arise. The convenience of the tin and the delicious flavor of this sausage will make the Maple Leaf Brand a quick, easy seller, bringing you quick, easy profits.

Place your order now

Phone Junc. 3400

Gunns LIMITED

West
Toronto

HEINZ OVEN BAKED BEANS

Require but little selling effort to keep them moving, outbound, over your counter. Proper displaying is all that is needed. That is what makes them so profitable for you to handle.

Along with the other 57 Varieties, Heinz Oven Baked Beans are so well and favorably known that people buy them without hesitancy, feeling sure of their goodness.

H. J. HEINZ COMPANY

That the New Year may bring you a full measure of Prosperity and Happiness is our sincerest wish. We start another year's business with bright prospects. The world is emerging from its "after-the-war muddle." Confidence is returning and a better understanding between nations has taken place.

Our travelers start out again early in January. We bespeak for them your business such as we have enjoyed in the past.

White & Co., Ltd.

WHOLESALE FRUITS AND VEGETABLES AND FISH DEALERS

TORONTO

DOMINION BRAND

"Tasty Cuts"

The New Macaroni

Tasty Cuts is delicious macaroni made from the finest wheat.

It is cut in convenient lengths and comes in a handy little carton, wrapped in wax paper.

Tasty Cuts is made in our great, new sunlight plant at St. Catharines, where it is dried electrically and all the rich flavor retained.

Order to-day from your Jobber or direct.

10c per Package Retail

Dominion Macaroni Company, Limited

Sales office: Hamilton, Ontario

ARM & HAMMER

In Handy 2½ lb. Cartons

Why waste time and money weighing and wrapping bulk Sal Soda when you can sell Arm and Hammer Brand—the highest quality made—in handy 2½ lb. cartons? These convenient containers protect the great strength and purity of this superior Sal Soda until it reaches your customers. They're packed 36 to the case. Your wholesaler can supply you.

SAL SODA

CHURCH & DWIGHT, LIMITED,
MONTREAL

Kolacafé
REG'D

A Good Winter Line for Your Ice Cream Parlour
"Kolacafe" & Biscuits 10c

Try this out and you will be surprised to find how fast it will sell to those who bought ice cream in the summer time.
It costs only 1c a cup to make. Why not make some profit.

ONTARIO AGENT:
GEORGE G. YORKE, Wholesale Grocery Broker, 40 Adelaide St. W., Toronto

JOHN MacKAY & CO., LTD.
Edinburgh Cupar Glasgow

If your refrigerator did not give satisfaction last summer, don't make the mistake of thinking it will do for another season.

Purchase a Eureka Refrigerator and you will get the most satisfactory refrigerator on the market, and one that will last for years to come.

Eureka Refrigerators are the most

Efficient!
Economical!
Attractive!
Durable!
Satisfactory!

You will know the value of perfect refrigeration only when you have installed the Eureka.

Don't delay! Order now! We can give your order prompt attention, as we have a full line of grocers' models ready for shipment.

Write for free illustrated literature and prices.

Eureka Refrigerator Co. Ltd.
Head Office and Factory, Owen Sound, Ont.

Do You Know That STICKNEY & POOR SPICE COMPANY

have direct connections throughout the world for purchasing the raw products that maintain the S. & P. standard of quality.

Our big, light factory is equipped with automatic devices, that guard the sanitary handling of all products and speeds production.

Over One Hundred Years Experience is back of this firm in manufacturing mustards, spices and seasonings.

Your co-operating servant,

"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

A CANADIAN made PRODUCT

Tid-Bits

THE ULTIMATE MACARONI PRODUCT

MADE IN CANADA BY
THE COLUMBIA MACARONI CO. LTD
LETHBRIDGE ALBERTA

Storage and Distribution

Winnipeg

Insurance 30c

We operate the largest fleet of motor trucks in

Western Canada

Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

The City Dray Company
LIMITED

Frost and Wood Building,
Cor. Pacific and Princess Streets.

Track P. 18 **Winnipeg**

Interlake is a cloth-like, soft, absorbent, toilet tissue, specially made, in 700-sheet rolls.

Trade Mark Interlake Tissue Mills Co. Limited MERRITTON CANADA Registered

Old Dutch is a plain Manilla Duplex Tissue. A popular brand for those who prefer a plain tissue. 11-oz. rolls.

TOILET PAPER PROFIT

On Our New Standard Brands

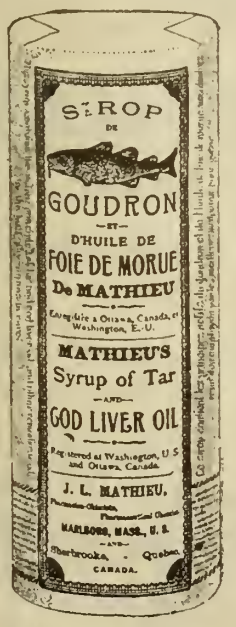
White Cross is a pure bleached-white, genuine crepe tissue—very soft and strong. 5-ounce rolls.

WE WILL gladly inform you how it is possible to increase your sales on toilet paper. Many wholesale and retail grocers have profited by our assistance. We would welcome the opportunity to prove this. Why not drop us a line to-day?—NOW!

Blue Bird is a Manilla genuine crepe tissue, the only genuine crepe tissue made in Canada at the price. 6-ounce rolls.

Interlake Tissue Mills Co.
MERRITTON Limited CANADA
Head Office: 54 University Avenue, Toronto, Canada
Sales Branch: McGill Building, Montreal, P. Q.

IT CERTAINLY PAYS TO SELL



Mathieu's Syrup of Tar and Cod Liver Oil---a splendid body builder.

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

—the popular, dependable Cough Remedy your customers will need this Fall

There will be few of your customers this fall and winter who will not need a good dependable cough remedy like **Mathieu's Syrup of Tar and Cod Liver Oil.** Don't let this profitable extra business go into the nearby druggist's till. Order a good supply of this nationally known, dependable Mathieu's Cough Remedy, and drop these big extra profits in your own cash register. Hundreds of Canada's leading grocers are doing it. Why don't you? It will pay you well.

J. L. MATHIEU COMPANY

PROPRIETORS

SHERBROOKE, QUE.

You Want *Definite* Advice on Your Investments

The FINANCIAL POST will Give it to You

Buy Bonds Now

"—at the end of another year bond prices will be at a higher level than now."
"The comparatively high fixed income that one can buy by investing in bonds to-day is very desirable."
From FINANCIAL POST of November 25, 1921.

Foreign Exchange Gambles

"This offering—(of Russian roubles, Polish marks and Austrian crowns) is in reality one of the wildest gambles that has ever been flaunted before an innocent public. The chances of profit are so remote as to be negligible."
From FINANCIAL POST of December 2, 1921.

High Yield Bonds

Opportunity for profit pointed out in certain high yield industrial bonds that have good possibilities—with a list of such bonds.
In FINANCIAL POST of December 2, 1921.

A Profitable Trade

"Holders of 1937 War Loan bonds should exchange them for 1937 Victory Loan bonds." The reasons why.
From FINANCIAL POST of December 2, 1921.

The Good Preferred Stocks

"Investors may enter the market with a fair degree of assurance that the worst is over and that a gradual appreciation of price may be looked for as current interest rates decline." With a list of the good preferred stocks.
From FINANCIAL POST of December 2, 1921.

Systematic Investment

Methods and merits of investment on the partial payment plan described.
In FINANCIAL POST of December 10, 1921.

The Stock Markets

"The investment markets, discounting future, indicate that turn for better may not be long delayed."
From FINANCIAL POST of December 10, 1921

Sell Short Term Bonds

"Now is the time to sell bonds that mature during the next year or two and re-invest proceeds in long-term bonds at present coupon rates."
From FINANCIAL POST of December 16, 1921.

THE FINANCIAL POST discusses trends and enables the business man to analyze the factors that should influence his buying and selling policies. It discusses economic factors affecting investments and keeps the investor posted on new developments.

The POST goes further. It gives concrete advice on such points as are outlined above. But no statement is made and no advice given until all influencing considerations have been given sound thought. And while in these and other instances the movements forecast by THE FINANCIAL POST have already materialized, that is not the important point, for the POST'S real service is in telling of the long swings upward and downward in business or markets—not day to day, or week to week movements.

And then there is the Investors' Inquiries Service. Through it your own personal problems are analyzed and answered and advice is given you as to investments that are offered you.

Make sure of receiving the practical business paper. It will assist you in keeping your money working profitably and yet safely. Fill in the attached coupon.

THE FINANCIAL POST
143-153 University Avenue, Toronto

Enter my subscription to THE FINANCIAL POST for one year (52 issues) to start at once.

I enclose $.....

Bill me for the annual subscription price, $5.00.

.....

.....

THE FINANCIAL POST

143-153 University Avenue, Toronto
Southam Building, 128 Bleury Street, Montreal
903 Confederation, Life Building, Winnipeg
88 Fleet Street, London, Eng.

7 Direct Lines Out of Stratford

Make It the Quickest Shipping Centre

We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits" — ***saving double freight and double cartage.***

Phones—Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.

James Lloyd & Son Box No. 266 **Stratford, Ont.**

LAKE SUPERIOR HERRING

In kegs, half kegs, and pails

British Columbia Cohoe,

Qualla, and Halibut.

Georgian Bay frozen, also pickled trout,

Manitoba Whitefish.

LEMON BROS.

Owen Sound, Ontario

Fruit, Produce & Commission Merchants

"Saxonia Brand Fruits"

Packed in half and one-pound packages.

PRESERVERS OF

Candied, Glace, Crystallized and Drained, Citron, Lemon, and Orange Peels, Pineapple, Ginger, Assorted Fruits, Bigarreaux Cherries, Maraschino Cherries, etc.

Saxonia Fruit Preserving Co., Ltd.

Factory

First Avenue and Ernest St., Montreal, Que.

Sole Agents for Canada

The John T. McBride Co., Limited

189 St. James Street, Montreal, Canada

PRIDE OF CANADA

Pure Maple Syrup

Will please your most particular customers.

Guaranteed Absolutely Pure.

Have a good Stock on hand for the Winter Trade

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. Mackenzie & Co., 95 King St. E., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

Shirriff's

TRUE ORANGE MARMALADE

The Reason Is -
It's Good Marmalade

SHIRRIFF'S Marmalade finds a ready sale always, because it's good marmalade. There is no other way in which a product can hold its place in public favor. Shirriff's Marmalade is not a luxury, but a necessity, in thousands of homes in Canada. The fact is, Shirriff's is so delicious that people who have once tried it, would never be without a jar (or pail) of Shirriff's Marmalade in the house. If **you** have some customers who do not know how delightful good marmalade really is—introduce them to Shirriff's. It may lead to much profitable business. Most certainly it will uphold your store's reputation for quality.

IMPERIAL EXTRACT COMPANY
TORONTO, CANADA

Sole Selling Agents
Harold F. Ritchie & Co. Limited
Toronto & Montreal

INDEX TO ADVERTISERS

A

Adsco Products Co. 8

B

Baker Co., Walter 48
Bain & Co., Donald H.. 4
Bickle & Greening, John W. 16
Birdland Society 7
Blackburn, R. C., & Co.. 7
Borden Co., Ltd., The... 1
Bodley Co., Ltd., C. J... 9

C

Canadian Match Co..... Back cover
Canadian Malt Extract. 6
Can. Nashua Paper Co.. 8
City Dray Co., The.... 42
Clark, Ltd., W. ..... Inside front cover
Church & Dwight 41
Clark & Sons, D. W.... 7
Codville Co., Ltd. 6
Columbia Macaroni Co.. 42
Colman-Keen Co., Ltd... 14
Coward, Fred 10

D

Dominion Canners, Ltd. 41
Duncan & Son, C..... 4

E

Estabrooks Co., Ltd., T. H. 13
Eureka Refrigerator Co., Ltd. 42

F

Farley-Myers, Ltd. 4
Frost, Moorman & Co.. 7
Freeze, S. G. 4

G

Gunns Limited 40

H

Hamblin-Brereton 7
Hansen's Lab., Chris.... 9
Hanson Co., Ltd., J. H. 8
Heinz Co., H. J..... 40

I

Imperial Extract Co.... 46
Interlake Tissue Mills Co. 43
Italian & European Importing Co. 8

L

Lake of the Woods Milling Co. 3
Lambe, W. G. A., & Co. 7
Lemon Bros. 45
Langley, Harris & Co., Ltd. 7
Lloyd & Son, Jas. 45
Loggie, Sons & Co..... 7

M

McLaughlan, J. K. 7
Mackay & Co., Ltd., John 3
Mackenzie & Co., Ltd., W. L. 2
Macdonald Reg., W. C.. 2
Maple Crispette Co..... Back cover
Maple Tree Producers' Association, Ltd. 5
Mathieu, J. L., Co..... 3
Mann, C. A., Co..... 6
Maple Leaf Malt Extract 4

N

New Brunswick Potato Exchange Co. .....

O

Oakey & Sons, Ltd., John .....
O'Donnell Co., John J..

P

Patrick & Co., W. G....
Pennock & Co., H. P...
Perry Co., Ltd., H. L...

R

Red Rose Tea 1
Ritchie, H. F., & Co..... Front cover
Robertson Murphy, Ltd. 4
Ross Can Co. 4

S

Saxonia Fruit Preserving Co., Ltd. 4
Scott & Thomas .....
So-Clean, Ltd. 4
Soper, E. N. & W. E...
St. Arnaud Fils Cie....
Stickney & Poor Spice Co. 4
Stroyan-Dunwoody Co..

T

Tippet & Co., A. P.....
Toronto Pottery Co., Ltd. 4
Toronto Salt Works.... 4
Trent Mfg. Co. 4

U

United Fruit Growers.. 1

W

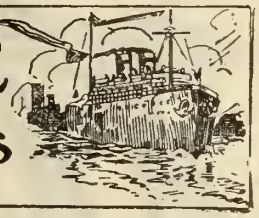
Watson & Truesdale... 5
Western Canada Flour Mills Co. 13
Weston, Geo., Ltd..... 15
White & Co. 40
White, Cottell's 47
Williams Storage Co... 5
Walter Woods, Ltd..... 6

Y

Yorke, Geo. G. 7

BUYERS' MARKET GUIDE

Latest Editorial Market News



TEA POTS, MIXING BOWLS
And other lines of Rockingham and Cane Ware.
Special price on Crate lots.
The Toronto Pottery Co., Limited
Toronto - Canada

TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecoura St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS, GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It bringa together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

FIG PRODUCTION SHORT

The dried fig production in the Malaga district, in Spain, for 1921 may be estimated at 5,000 metric tons and is somewhat less than the 1920 crop, which was between 7,000 and 9,000 tons. At the beginning of the season the arrivals from the country indicated that the crop would be considerably larger, but much unfavorable weather has been experienced since. In addition to the 5,000 tons, it is believed that there is about 3,000 tons of damaged and moist figs which will be used in Spain for feeding cattle. The present prices paid the actual producers are slightly lower than those of last year.

SPANISH ONION SHIPMENTS END

A recent advice from Valencia, Spain, indicates that shipments of Spanish onions from that port have ended for the season.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

PRINTED BALLOONS
Most effective to announce special sales, anniversaries and other merchandising events. Novel Inexpensive. Trade marks Special designs and any wording can be imprinted.
Robertson & Murphy Limited
247 St. Paul St. West, Montreal

Say you saw it in
CANADIAN GROCER
it will help to identify you

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

SPECIAL SALE — SHOWCARDS, PRICE tickets. M. Moorby, Newmarket, Ont.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

FOR SALE — 120 ACCOUNT — McCASKEY account register in good condition. Price, $45.00. Thos. W. Sword, Maple Lake Station, Ontario.

WANTED

AGENCY WANTED BY A GOOD SOLICITOR with good connections with wholesale and retail trade in the city and district of Quebec, one or two lines on commission basis. Write P. O. Box 175, St. Roch, Quebec City.

WANTED—Secondhand electric coffee mill in good condition with motor attached. CRANBROOK TRADING CO., Cranbrook, B. C.

J. & J. Taylor's Safes

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor safe 18 inches deep, two feet 9 inches wide. four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer. 153 University Ave., Toronto

POSITION WANTED

POPULAR SALESMAN MAKING MANITOBA, Saskatchewan, Alberta and British Columbia, and well connected with the wholesale Grocery, Fruit and Tobacco houses in this territory, desires to obtain some high class manufacturer's lines on commission, best of references given. Apply Box 136, CANADIAN GROCER, 153 University Ave., Toronto, Ont.

Estate of
THE BARNSDALE TRADING CO., LTD
Stratford, Ont.

SALE OF ASSETS BY TENDER

Tenders will be received by the undersigne for the Stock in Trade, and Fixtures of Th Barnsdale Trading Co., Ltd., (Assigned No 23rd.)

Assets have been Inventoried as follows—

Parcel 1—Tinware, Granite Ware, Aluminum Ware and Sundries	$ 748.0
Parcel 2—Patent Medicines, Toilet Articles, &c.	4,837.4
Parcel 3—Groceries, &c.	5,675.7
Parcel 4—Store and Office Fixtures, including Cash Registers, Scales, Silent Salesmen, Refrigerators, Adding Machine, Desks, Safe, &c.	4,746.0
Parcel 5—Delivery Equipment, including Horses, Wagons, Sleighs, Harness, &c.	719.0
	16,726.1

Detailed Lists of all of above may be seen a the offices of—

The Stratford Wholesale Grocery Co., Strat ford.
Northrop & Lyman Co., Ltd., Toronto.
C J. Parker, Brantford.

Tenders may be for one or more Parcels bu each Parcel must be sold en bloc.

Tenders will be received up to noon o January 3rd, 1922 and will then be opened b the Inspectors. The highest or any tender no necessarily accepted.

TERMS: Marked cheque for 10% to ac company tender and balance payable on accept nce of tender.

CHARLES J. PARKER, C. A.
Authorized Trustee,
Brantford. Ont

When Writing to Advertisers Kindly Mention This Paper.

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to nearest office. The offices are: 314 Carter Cotton Bldg., Vancouver; 901 Confederation Life Bldg., Winnipeg; 153 University Ave., Toronto; and Southam Bldg., 128 Bleury St., Montreal.

CANADIAN GROCER
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Enclosed is Money Order for $4 (four) dollars for 52 copies, one each week.

Cheque

Name .....
(Write plainly)

Address .....
(Write plainly)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $6 a year; single copies, 25c., in advance.

Are You Giving Your Salesmen *A Chance?*

THE salesmen who are getting the orders to-day—who are producing the business that is keeping your factory running—are not the non-essential order-takers of a few years ago. But a real, live fighting force—out on the front line fighting early and late for your house and your goods. They have been forced to use new methods, to work harder. They realize more and more that the influence of the progressive retail merchant behind your goods is the biggest factor there is to-day in modern merchandising.

But how much of their time is spent waiting for interviews, on introduction of goods, on explanation of plans, advertising policies, etc? The percentage of their time that is of the greatest value to you is when they are actually "in action" with the buyer.

Are you preparing the ground in such a way that they can use their time to the utmost advantage? Are you giving them a chance by throwing ahead of them a regular, consistent "barrage" through the merchant's business paper that prepares him for your goods and for your salesmen, and helps to keep the merchant SOLD when the salesman has GONE?

Let your advertising in Canadian Grocer perform this important service; let it pave the way for your salesmen out on the road; make it back up what they say to the buyer about your goods and your policies.

"Address some of your advertising directly to the retail merchant. If you invest all your advertising in getting your message to the consumer and ignore the retailer entirely, do not be surprised to have disgruntled dealers among your distributors."—Printers' Ink, November 17.

CANADIAN GROCER

Southam Bldg., Montreal | 153 University Ave., Toronto | Confederation Life Bldg., Winnipeg
Carter Cotton Bldg., Vancouver

To the Wholesale & Retail Trade:

Our factory at Pembroke, Ontario, is now manufacturing matches, and when a sufficient quantity of goods has been accumulated, we will begin the marketing of our Strike-Anywhere and Strike-on-Box matches throughout the Dominion.

Our line of matches will comprise sizes and packs suited to the requirements of the wholesale and retail match trade, including grocers, tobacconists, druggists, etc.

Our machinery and processes represent the highest development of modern match making, and we will furnish to the public the highest type of match in the respective sizes and classes of product.

We will very shortly submit our selling policy, prices and terms to the Trade.

The Canadian Match Company, Limited

59 St. Peter Street, **MONTREAL, P.Q.**

386